

Features:

Company News and Project Updates

New Projects

Conference Reports

London, Tunisia, Singapore, Mumbai, Miami

PEG Recruitment

PEG India and PEG South East Asia

Introducing our global team

Goodbye Mr Delvaux

35 Years at PEG's Service

A large industrial cement plant in Hama, Syria, featuring tall concrete silos, metal structures, and a prominent blue chimney against a clear blue sky.

***Provisional Taking Over of the new
1MTPY Cement Plant in Hama, Syria by
the Government Organisation for Cement
and Building Materials***

Contents

With summer in Geneva in full swing, PEG S.A. welcomes you to its fourth edition of the company newsletter. Here at PEG S.A. we have had a very successful past few months, with our business ever increasing in size and scope. We attended the IEEE-IAS/PCE conference in Miami, as well as the Cemtech Asia Conference in Singapore, and the Intercem Conference in Mumbai, all of which proved fruitful in relation to the acquisition of new contracts. Since our last newsletter, we have increased in size with 17 new members added to our team.

We wish you a pleasant read of this fourth edition, and wish you success and prosperity for 2009.

Yours Sincerely, Marc Lambert - Chief Executive Officer




Jet D'eau - Genève

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Company News

Births

It has been a busy period in terms of new additions to PEG families. Seven of our employees have recently had babies and our warmest congratulations go to the following:

Technical and Operations Director, Dr. Hans Wilhelm Meyer and his partner Ellen with their baby Bennet. Born on the 28th September 2008, a lovely healthy boy weighing 3250g, and measuring 56 cm.

Electromechanical Engineer, Ismail Yilmaz and his wife Filiz with their new baby Bilge Naz Yilmaz. She was born 31 December 2008 at 16h45. She weighed 3.3kg and measured 51cm.

Project Secretary, Katrina Bates with her baby Lana. She was born on the 28th of November 2008, she measured 47 cm and weighed 3.57 kg.

PEG India Coordinator, Carlos Fernandez and his wife Maria with their baby Martin. Born on the 15th May 2009 he weighed 3.8kg, and he measured 52 cm.

Project Manager & Mechanical Engineer, Damien Grandjanny and his wife Natalie with their baby girl Axelle. Born on 2nd of April 2009 at 19h42, she measured 52 cm and weighed 2.84 kg

Project Manager and Electromechanical Engineer, Luc Courtieu and his wife Emmanuel with baby Paul, 3kg, 51cm born on 13th April at 9.28am. A new brother to sister Elena.

Project Secretary, Aicha Sane with her baby girl Maïmouna. Born on April the 12th 2008, she measured 48cm and weighing 2.87kg.

We wish them all the best for the future with their new families.

Graduate Recruitment and Internships:

After an exciting three month internship with PEG S.A. Alix Lambert has left to move on to new projects. PEG thanks her for her hard work and cooperation and wishes her every success in her future career.

Furthermore, PEG S.A. is pleased to announce the forthcoming arrival of 4 new intern students. Starting in July, our new interns will be contributing to the team in various roles including Engineering, Marketing and assist-

ing with New Business Development.

Also after completing his studies in Industrial Engineering, we are pleased to announce the return of Sofiane Ennseiri to our team as Manager of our Turnkey Engineering Team.

For more information about our graduate training scheme or internships program, please contact undergraduate@pegeng.ch

Lufthansa Technik: Project Update

PEG is pleased to announce the completion of the first bay of its aircraft maintenance facility in both Malta and Bulgaria. Initially the design process of its docking systems was successfully implemented following a thorough evaluation of the client's requirements. The first realization phase was then carried out and completed in a fast and efficient manner by the Turnkey Engineering Team. Fully automated and fully equipped, the first base of the maintenance docks features state of the art appliances which include individual power supplies and maintenance accessories such as kerosene fuel extractors, lavatory facilities, aircraft loaders and fuel tank repair trolleys. Furthermore, the equipment utilized is fully galvanized, ATEX protected and comply with the international aircraft maintenance norms of basic safety requirements (DIN EN 1915-1), stability and strength requirements and calculations and tests methods (DIN EN 1915-2). On completion of the project, the facilities will be able to dock all Airbus feet and Boeing feet (A to D check)



Lufthansa Technik Malta - Bay 1

Company News

PEG Resources (a subsidiary of PEG S.A.) has signed an agency agreement with Accsys technologies Plc, in respect of the rights to source and develop a licensing infrastructure to manufacture Accoya wood throughout the African Continent. The two companies have targeted several African countries to explore licensing opportunities for the production

of Accoya wood. When commenting, Marc Lambert (CEO PEG S.A.) said "We are delighted to be working with Accsys and a number of governments for such a progressive, environmentally responsible product."

For more information visit:

www.titanwood.com



accoya®

...and the future

Hama Cement Plant Provisional Taking Over

PEG is pleased to announce that the new Hama cement plant of G.O.C.B.M. (General Organisation for Cement and Building Materials) has successfully been completed and that the provisional acceptance protocol certificate has been duly issued to the general contractor.

Resulting from the efficient collaboration between G.O.C.B.M. and PEG, all the major performance indicators have outperformed the figures originally agreed upon. The production capacity of the Hama cement plant, for example, has been greatly improved to 3700tpd from the 3300tpd. This successful endeavor is largely due to the dedication and expertise of the different project teams involved, past and present. PEG is pleased to thank all those who have shown commitment to the project throughout its execution and commissioning.



Hama plant - Syria

Lufthansa Technik Malta and Bulgaria Update



MALTA FIRST BAY COMPLETE, AND BULGARIA PROJECT FINISHED

PEG is pleased to announce the completion of the first bay of its aircraft maintenance facility in Malta and both bays in Sofia, Bulgaria.

Initially the design process of its docking systems was successfully implemented following a thorough evaluation of the client's requirement. This entails to provide tailor-made designs that will anticipate and tackle the obstacles posed by old and outdated hangars, not originally constructed for such purposes.

The first realization phase was then carried out and completed in a fast and efficient manner by the Turnkey Engineering Team. Fully automated and fully equipped, the first base of the maintenance docks features state of the art appliances which include individual power supplies and maintenance accessories such as kerosene fuel extractors, aircraft loaders and fuel tank repair trolleys. Furthermore, the equipment utilized is ATEX protected and comply with the international aircraft maintenance norms of basic safety requirements (DIN EN 1915-1), stability and strength requirements and calculations and tests methods (DIN EN 1915-2). The safety element is one which PEG pays special attention

to, which in turn optimizes the maintenance procedures and diminishes the operating costs. Our fully automated easy-to-use docks allow our clients to decrease the number of operating staff by at least 30%. Key benefits of our prototypes and technical facts are outlined below:

Key Benefits:

Our platforms are equipped with sliders with a traveling distance of up to one meter.

PEG provides flexible and mobile docks suitable for maintenance of both Airbus and Boeing families.

Our tail dock is equipped with support platforms which can suspend/elevate heavy equipment and tools.

Our design provides dual air channels for painting and pneumatic plug-in tools with easy connections to the hangar outlets.

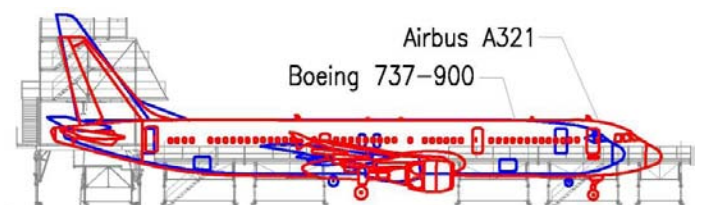
The use of our docks guarantees the overall reduced aircraft downtime, i.e. for a regular D-check of an Airbus A340-600 up to 6 days are saved using our tail docks compared to other maintenance facilities.

The PEG tail docks are independent from the "horizontal stabilizer dock" ensuring additional flexibility and a safer working environment.

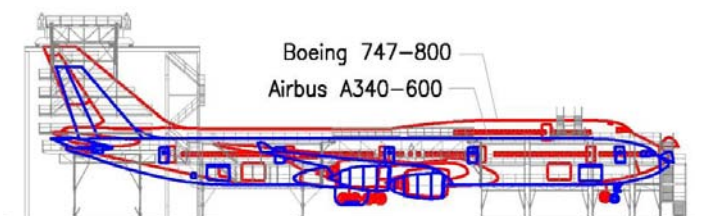
A focus on the latest technologies and a strong emphasis on Research & Development represent a trademark at PEG which enables it to gain an invaluable competitive edge. Yet PEG's force extends much further. By managing a project from beginning to the end and providing full contracting services, PEG provides solutions that are delivered and implemented on time and within budget.

This is one of the roles of the Turnkey team who allows the project to come to fruition. Our responsibilities include on-site works supervision, the procurement of equipment, the monitoring of logistics and the structural calculations. Last but not least, PEG through its Transport specialists help deliver products on time and on budget. Nicholas Gilbert, head of Transport & Logistics adds that "The traceability system in place at PEG enables considerable advantages. Furthermore, we have reduced the equipment and steel structure transportation time from 6 weeks to 6 days, within Europe, through optimisation and at the same time we can ensure a quality delivery through our safe packing procedures".

Having served the industry leader in the maintenance overhaul sector for the past ten years, PEG has acquired valuable experience in the design and building of all types of docking maintenance facilities let them be on wide body aircrafts as well as narrow body ones. PEG continuously strive to provide solutions that are fast, efficient, easy to operate and inexpensive to maintain.



Our fully functional narrow body dock design



Our fully functional wide body dock design

New Projects

Since our last newsletter, PEG has signed **17** new contracts...

Congo:

The contract was to inspect and evaluate the costs associated to the revamping, optimization and upgrading of the Congolese nationalised cement plant. The initial nominal production was 1000tpd. Today, it is running on average at 200tpd. The upgrade aims to raise production levels to 1650tpd.

Dominican Republic:

Our client commissioned PEG to provide a feasibility study relating to the investment for a 1'000/1'200 tpd clinker production line from the crushing to the existing clinker silo.

Iraq:

Contract for a feasibility study relating to the rehabilitation of the Government owned Karbala cement plant in the republic of Iraq

Morocco:

The scope of the contract is to provide consultancy and engineering services for the client during the construction of 2 cement plants. This is a semi turnkey project with PEG overseeing the approval of the GA drawings, civil works site supervision, erection of equipment, commissioning of the plant and finally the hand over to the client.

Iran:

PEG is to act as consultant to execute the elaboration of a technical, economical, financial, legal and

administrative analysis of a group of cement plants relating to four existing plants and two green field plants under construction in the Islamic republic of Iran.

Costa Rica:

Contract to supply all the studies for the construction of one 20'000 ton clinker silo and one 10'000 ton homogenisation silo.

France: Contract for the opening and exploitation of a new quarry. Includes planning for loading of limestone, transport, unloading and storage for the clients cement plant.

West Africa: Market Study

Colombia: Preliminary designs of a bypass system.

Russia:

This contract is to provide Consulting and Engineering Services for the evaluation of three Chinese suppliers and a Russian design institute. The elaboration of the plant concept design, tendering and contracting for the construction of a new cement plant in the Russian Federation.

Russia:

Contract for the expert evaluation of an offer for the reconstruction of one existing kiln line (5x 185m and 6000t/ Day) as well as for the expert evaluation of an FLS proposal for the construction of a new 6000 T/ Day clinker production line.

Tunisia:

Contract for a new Greenfield cement plant operating 2 lines, with a nominal capacity of 5,500tpd per line.

Benin:

PEG S.A. was commissioned to ensure the success of the operation of a grinding plant featuring two grinding lines of 80tph capacity. The mandate includes; checking the design, inspecting the equipment in the concerned workshops, supervising erection works and auditing the plant during the warranty period.

India:

PEG India Pvt. Ltd. signed a contract with Lafarge India on the Arasmeta project to assist in the engineering and equipment supply stages of the implementation of the project.

India:

The Grasim Group entrusted PEG India Pvt. Ltd. to carry out a feasibility study of the rationale and practical aspects of the feeding of clinker and gypsum to the cement grinding ball mills from the three silos in operation.

India:

Maihar Cement sought PEG India Pvt. Ltd. consultancy services to upgrade their clinker cooler to a potential output of 5'000tpd. The mandate will consist of reviewing cooling air and exhaust air requirements and reinforcing cooler housing in order to keep up with the larger production of clinker.

Mexico:

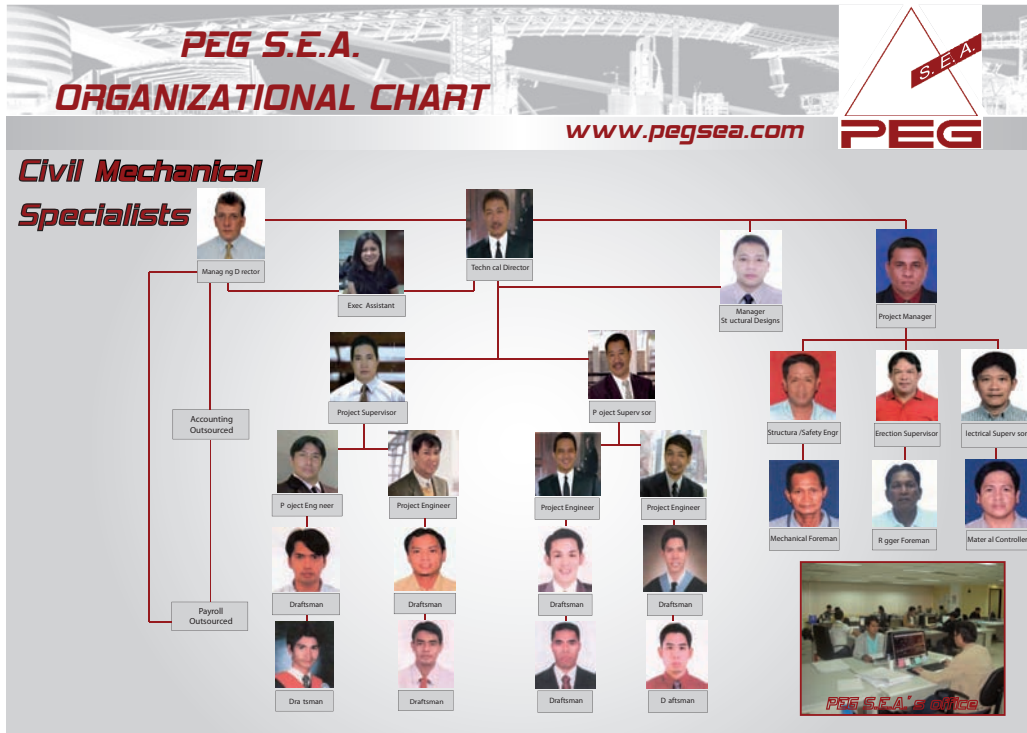
PEG S.E.A. provided the detailed design of ducts and stack for a coal and petcoke grinding system for a 3'500tpd clinker plant.

PEG India & PEG South East Asia

Introducing the Titans!

The PEG group of companies is pleased to introduce you to our Filipino and Indian members of staff, all of which have extensive experience in the cement infrastructure and the environmental industries.

PEG S.E.A. was established to provide civil and mechanical engineering and drafting services to the cement, environmental and infrastructure sectors. PEG S.E.A. delivers a comprehensive range of design and drafting services through personnel having gained their experience in both local and international markets. PEG S.E.A. has the ability to work in alliance with engineering, architectural, fabrication as well as construction companies, in order to best fulfill the clients' requirements. Having successfully completed numerous projects worldwide whilst working either with client teams of engineers and designers or independently, PEG S.E.A. has repeatedly proven its reliability, professionalism and dedication in completing projects, on time, on budget and of course to the clients best satisfaction.



www.pegindia.in

PEG India was established to provide detailed mechanical, electrical and automation engineering and design management services to the cement, environmental and infrastructure sectors by combining Indian engineering values with a team of highly experienced industry experts in order to bring satisfaction to the greater benefit of all our clients. PEG India is fully independent from any contractors, equipment manufacturers or banks. This permits us to provide our clients with unbiased advice, services, and recommendations, whilst offering solutions that are adapted to our clients' specific needs.



Conferences

Miami IEEE-IAS/PCA Technical Conference



The Cement Industry Technical Conference celebrated its 50th anniversary last year in Miami, Florida from the 18th to the 22nd May. It was held at the Doral Golf Resort and Spa, just a few miles from Miami International airport.

The event took place over 4 days, attracted approximately 115 companies from all over the world, and represented virtually anyone with an interest in cement manufacturing. This included both corporate and plant level operations, production, automation, power, maintenance and environmental personnel along with equipment manufacturers, suppliers, vendors and consultants.

The exhibition featured a mix of educational tutorials and technical papers and delegates were also offered the chance to visit and tour the Titan America's Pennsuco cement facility, followed by a tour of the Titan Quarry.

The cement industry is growing in the USA, but when compared with other countries the growth is unsubstantial. It is therefore likely that domestic capacity increases will outstrip growth in consumption during 2007-2009. However, significant increases in clinker capacity are expected in the period 2008 – 2012. The cement industry in the USA has announced plans to increase clinker capacity by nearly 25million tonnes by 2012. This capacity increase reflects the \$5.9bn investment which will increase capacity by 27% on 2006 clinker capacity. The expansion plans cover seven new Greenfield sites, and the expansion of 18 existing facilities.

PEG S.A. had a booth at the show, and received many interesting enquiries from potential clients. PEG S.A. is now currently involved in a 1200tpd OPC plant in Santo Domingo in the Dominican Republic. The client has requested that PEG provides an

estimation of the cost of investment for a 1,000/1,200tpd clinker production line from the crushing to the existing clinker silo

Furthermore, contact was made with Trinidad Cement, and PEG is looking to establish a future working partnership in this respect.

As a result of the conference, PEG established many new and interesting contacts and Miami proved to be the perfect venue for a conference.

Mumbai Intercem Conference 2008



Between the 23rd and 24th of October 2008, the PEG conference team travelled to Mumbai to exhibit at the Intercem India 2008 Conference. Delegates from all over the globe attended and the conference featured many interesting presentations on topics such as the future of the Indian Cement Industry, current domestic industry developments and export growth and Waste Heat Recovery Technology in China.

Currently, India is one of the fastest growing economies in the world, and achieved GDP growth of 9.1% for the fiscal year 2007-2008. With 50 major players in the Indian cement industry and over 70,000 people involved in production of cement in India, the Indian cement capacity is approximately 204million tonnes per annum. This figure is expected to rise to around 300million tonnes per annum by 2012. Indian cement plants are considered to be among the best in the world in terms of operational efficiency, asset utilization, energy efficiency and pollution control technologies. Capacity utilization remained good at around 96% for the year 2007-2008.

The Intercem conference proved successful for PEG and a number of potential new clients were identified. PEG has already ini-

tiated correspondence with them and subsequently, visits to some of the interested clients have been planned in order to develop a new relationship with PEG India.

Singapore Cemtech Asia Conference 2008

In June, the PEG S.A. conference team travelled to Singapore to exhibit at the 2008 Cemtech Asia Conference. Based at the Pan Pacific Hotel, and with over 150 participants from all over the world, the conference provided PEG with some excellent networking opportunities and the chance to catch up with their partners in the Philippines, PEG South East Asia and PEG India.



The conference provided a comprehensive review of South East Asian cement markets, and also a detailed insight in to the use of secondary fuel systems, a subject that PEG S.A. Technical Director, Dr. Hans Wilhelm Meyer is a particular expert in. This subject provided Dr. Meyer with an opportunity to deliver a presentation on the optimum utilization of secondary fuels in South East Asia. With over 50 cement producers from all over the world, such opportunities are fantastic for the PEG brand, and allow us to emphasise our position as a world leader in the cement engineering field.

As a result of the conference, we have seen a number of new leads which we are currently following up and are looking to pursue a further business relationship.

Tunisian African Cement Trade Conference 2009:

In late April, the PEG conference team travelled to Tunisia for the inaugural 'Africa CementTrade Conference. The conference set out to examine the upcoming opportunities arising from Africa's infrastructure boom and the challenges facing the African cement industry.

Enatec GmbH

The conference saw key players in Africa's Cement and Construction industries and other global cement companies discuss key issues linked to the cement trade in the region.

PEG Technical and Operations Director, Dr. Hans Wilhelm Meyer presented his presentation titled "Professional Project Consultancy, the basis for a successful investment."

PEG S.A. had a booth at the exhibition which provided excellent exposure for our brand and services to all the delegates.

We also held various project discussions with potential investors and clients from the Maghreb Region, East Africa, Central Africa and as well as Iran.

Furthermore, the PEG team used the opportunity to network with various local equipment suppliers, civil construction companies and erection companies in the area.

BusinessCem 2009, Moscow:



In April, the PEG conference team travelled to Moscow for the 2009 BusinessCem conference event. The main theme of the Conference was the strategic and technical developments in cement manufacture of CIS countries. The conference also aimed to discuss the present situation in the cement industry of Russia and CIS countries.

Many interesting subjects were raised such as the reconstruction of existing cement plants, the use of waste products and transfer to alternative fuels, logistics, new technologies and the main investment trends in the current economic climate.

PEG S.A. Technical and Operations Director, Dr Hans Wilhelm Meyer presented his topic of cement plant optimization, modernization and energy conservation.

Despite the difficult economic circumstances in Russia, BusinessCem was a useful opportunity for networking, and people are remaining optimistic and interested in our services. However, the investment trend has moved more towards the rehabilitation and revamping of existing cement plants, as opposed to the commitment to invest in a new plant.

Airline Purchasing & Aircraft Maintenance Outsourcing EXPO in London:



In early May, Marc Lambert took the PEG S.A. conference team travelled to London to exhibit our Aircraft Maintenance Dock Systems at the Airline purchasing and aircraft Maintenance Exhibition 2009. Situated in London's Olympia exhibition hall, the exhibition provided a melting pot of suppliers throughout the airline industry. Amongst other things, this exhibition provided the PEG team with excellent opportunities for networking with events such as a "Meet the Buyers" evening. This event, a kind of speed dating for the business world, was fantastic for all involved including PEG, and allowed our team to network with a vast number of suppliers and buyers in a short space of time.

The evening events were also interesting with the first night being an awards evening. Several awards were issued to Maintenance Repair and Overhaul companies which helped to highlight the key players in the industry.

The event showed little signs of industry slowdown with 141 airlines in attendance, and exhibitors from the Middle East, America, Africa, Asia and Europe, the event was very much an international affair and the event organizers claimed an 8% increase on attendance over last years event.

Overall, PEG gained a lot of useful contacts as well as receiving some calls for tenders.

An Introduction to Enatec

With the cement industry growing faster than ever in developing countries (India cement industry expected to grow 22% in the next 2 years), and with sustained growth levels within more mature markets such as the USA and Europe (around 5.5% per annum), reliable spare and wear parts suppliers have never been more important within the cement supply chain.

Enatec GmbH has been providing worldwide and invaluable engineering support to the heavy industry sectors since 1994. To date, Enatec has been involved in many projects comprising of modernisation, optimisation, ventilation systems, environmental control as well as spare parts and logistics.

Initially established to supply spare and wear parts, Enatec is able to combine the best of both worlds, Quality AND Value, through a vast network of carefully managed and controlled suppliers. ENATEC executes the design of all its spare parts in Europe and carries out the manufacturing process under strict supervision in their partner workshops. This ensures European engineering standards combined with low cost manufacturing in order to provide the most competitive prices for their customers.

Today, in addition to their core business, ENATEC sells its own range of specialist equipment covering conveyors and filters, right through to bespoke equipments that have been design engineered and produced by their team of experts. Located in the heartland of Germany's cement manufacturing area, ENATEC is able to provide its clients with customized engineering solutions at a competitive price.

As the heavy industries grow, manufacturers need to be sure that they have suppliers that are able to grow with them and adapt to their needs. With unlimited production capacity for spare parts and an experienced logistics division, ENATEC is perfectly positioned to offer its global clients, global solutions.

For more information about any of the services that ENATEC GmbH can provide, please contact us:

Email: sales@enatecww.com
Tel: +49 (0) 2521 93 610

The Interview

Christian Delvaux : 35 years at PEG's service

Throughout the past three years, PEG has seen many positive changes. Whilst change has to occur in the fast moving world that we live in, it is nevertheless important to maintain a strong structure/backbone within the company. This has only been achieved and made possible through the retention of our loyal and dedicated staff. One of which is Mr. Christian Delvaux whose commitment and expertise should be regarded as a role model to all of us.

How did you begin a career in Cement?

It began after three months practice at

LEMAY cement plant in Belgium (2 vertical kilns) in the summer of 1963. Belgium has had a long history in cement, especially in the limestone region of the Tournai area. Although at that time a trainee wouldn't receive a salary, I can testify that this experience enriched me both technically, and as a person. Further training in positions in various cement plants followed. Finally, I got accepted to the Holderbank Technical Centre in Switzerland to carry out research for my thesis. At this stage, the cement virus overcame me, and I was never cured!

Which PEG projects have you worked on?

Cement plants

Engineering and leading cement projects for new cement plants, extensions, renovations or transformations, starting from the feasibility studies, expertise and technical-economical studies to the implementation (mainly in Africa) of various projects. My interest in the numerous African cultures led me to understand and approach the African continent and its people. As I often say "Africa brought me more on a personal

basis than I gave it professionally." In any project, we should never split the man away from the machine and the awareness of the whole context is essential for the successful delivery of any project.

In Africa the local conditions have to be respected and considered, and the "Elders" should be met and consulted. As my old friend Amadou Hampâté Bâ says: "In Africa, when an old man dies, a library burns." As well as big projects, we have to develop small and medium sized ones, as well as the production of lime and derived products in Africa. This involves looking for reliable African partners who are ready and willing to invest in their country and to collaborate in the smart approach of adapting projects to the different surroundings whether cultural or regional. PEG is very sensitive to these issues and I also deeply share and believe in them. These thoughts are of great importance if one considers the possibility of real industrial development based on a real trade relationship between the north and the south. This is further enhanced by the world's interest in mining and energetic wealth of the African continent.

Waste Management

I conducted the engineering and project management of the extension and implementation of PEG's largest waste management plant in Switzerland. With heat recovery through incinerating municipal waste as well as specific waste, in order to produce electricity and distance heating was to be a breath of hope for the 21st century which had begun so bleak. Yet the world is still faced with this issue of waste and pollution and this should be constantly addressed.

Technical solutions for addressing the waste problem are available; recycling, incineration, and composting exist, and are operational. However, before deciding to invest, it is crucial to establish a master plan for the concerned waste



The Interview

which will help find the best adapted sorting channels to the given context as far as quality and cost are concerned. The cement channel is important as it uses waste as an alternative fuel. A number of cement producers have understood this and are already acting accordingly. However, for the remaining ones, time has come to take that vital step. In some cases, especially in Africa, and before investing, it is important to learn about the quantities and the quality of the waste available in order to maximize its value. Moreover, a detailed approach has to be made, since the African waste is different from traditional European municipal waste. Finally, setting up "clever and adaptable solutions to the local context" would help the political decision makers to solve a public health problem and help the cement producers to get some alternative fuels. In the cement industry, as in all industrial activities, new technologies help reduce the pollution in an effective way.

How has PEG changed in your 35 years of valiant service?

When it was created by the Lambert family in April 1965, PEG was the first Engineering Consultancy that was entirely independent from the cement producers and also the equipment suppliers. From the beginning, within the company PEG had a number of qualified engineers and technicians allowing them to offer state of the art cement engineering consultancy services. Today they have many. Amongst the original values of PEG, some are still evident today:

- Geographical diversification – PEG is worldwide
- Product Diversification: Cement, Infrastructure and Environment.
- Competency diversification: vision, development, implementation and management.

Finally, I'll conclude with another two values which are close to my heart and will remain in the future:

- The right man, at the right place, and at the right moment.
- Each project has to be tailored to measure

Which positive changes have you noticed in the past three years?

The universe, society in general and the human being in particular are in perpetual evolution. This is one of the principles of any life on earth. This also applies to PEG today and in the future. So what is new? The first thing is the rejuvenation of PEG, with Marc's appointment to Chief Executive Officer representing the third generation of the Lambert family. New co-workers regulating the balance of the age pyramid and the extension of the diversification of origins brings us "fresh blood". In 1995, within the company we already had 14 different nationalities, mainly European. Today, we have 15 different nationalities representing the entire world. This is a great benefit for us as well as for our clients, considering the significant value of the various cultures and experiences of each individual.

However, the rejuvenation doesn't entail the abandonment of the experience and knowledge of the senior ones. PEG carefully watches over to ensure the transition in the best possible conditions. Yet, this is not the easiest to accomplish, as a real effort must be made to find the perfect balance between the one transmitting the knowledge and the one receiving it. Personally, I think there is a link between this process and the quality of our relationships with our clients and suppliers, all for the greater benefit of our projects.

The second thing is the set up of high performing data processing tools, for the technological side as well as for the administrative and financial ones. This is obviously crucial in this century, for us and our clients. Even if we keep in mind that, no matter how advanced these tools are, they have to remain tools in human's hands and not the other way round.

The third thing is a larger geographic diversification created by the speeding up of the development around the world. This is due to globalization and also due to the necessity of implementing many cement plants (or extending or transforming the existing ones) to satisfy the ever increasing demand for a product that we can consider as a primary necessity for the economic development of the planet. To summarize, I can say that PEG, even if it was already acting worldwide, entered at the right moment and actively participated in what we nowadays call globalization.

What about PEG tomorrow?

That is a vast subject. As a preamble, I'll say tomorrow that PEG will be what it



The Interview



wants to be, but as well as what the market will dictate to it. Human and technical potentialities as well as the above mentioned diversifications are major assets favoring PEG. If at its beginning, PEG implemented three cement plants (Le Havre in France 3000tpd, Pertigalete in Venezuela 3000tpd and Guidonia in Italy 4300tpd) it was thanks to the dynamism, competence and the experience of its employees. Since then, PEG has implemented over 400 projects in more than 90 countries, and it is due to the fact that the company retains the same spirit. Tomorrow, in an ever growing market, where the idea of time takes another dimension compared to when I began in the cement industry, I think that the fundamental values we cherish will remain. Nevertheless, we will have to be ever more innovative; we will always have to look for better solutions at the best prices in the shortest time frames for our clients and permanently innovate. I'll summarize this in a few words: Listen, think and then Act.

Tomorrow also means considering the good of our clients, all the potential exist-

ing in various areas of the world whether it be equipment manufacturing and/or qualified people in each scope of our activities. Finally, tomorrow means being ready to put our competence in the art of dealing with small and big projects at the disposal of a larger and diversified client base, within the cement industry or other fields. The challenge is worth it, and there is a real need for it in numerous parts of the world.

To conclude, I want to say that if these few ideas, which I wanted to share with you throughout this interview seem obvious, they are often the most difficult ones to implement.

Curriculum Vitae

Born:

Namur, Belgium, 11th of August 1943

Education:

Secondary studies, Classical branch.
Superior Studies at the "Ecole Centrale des Arts et Métiers" (ECAM), Brussels (Qualified electro-mechanical engineer), MSc

Career :

"Compagnie des Ciments Malgaches" (CCM)

Engineer in charge of the maintenance (cement plant, power station and port facilities)

Technical Director,
then General Director a.i.

PEG:

15th November 1973 – Mechanical Engineer and Project Manager

2nd June 1980 – Commercial representative

2nd February 1982 – Member of the Board of Directors

31st May 1983- Manager and authorized agent

Hobbies:

Choir singing, Classical music, Ceramics, painting under glass, Reading, Poetry, as well as the study of cultures, and Philosophy.

PEG Employment and Recruitment

PEG's New Employees

Gareth Jones

Head of Electrical Engineering and Automation Department

Sofiane Ennseiri

Turnkey Manager

Louis Durand

Cost analyst

Norbert Kuempel

Head of Mechanical Engineering Department

Olivier Della Meastra

Assistant to CEO

Ronan Jouchet

IT Systems Consultant

Juergen Kretschmer

Mechanical Engineer

Ilya Khalikov

Contracts Consultant

Aicha Sane

Project Secretary

Brian Boon

Process Engineer

Nicholas Gilbert

Marketing Trainee

Laura Cuttaz

Project Secretary

Bruno Allouchery

Mechanical Engineer

Ahmad Ashrafi

Business Consultant

Moussa Cisse

Office Assistant

Wilhelm Schwendimenn

Civil Engineer

Olivier Python

Business Consultant

PEG Vacancies

PEG Vacancies

As an ever growing company, PEG is always looking for experienced experts to join its offices around the world (Geneva, Germany, India, Philippines). We are seeking candidates with the following expertise:

Project Managers with at least 10 years of cement experience.

Civil Engineers with at least 10 years of cement experience.

Mechanical Engineers with at least 10 years of cement or heavy industrial engineering experience

Electrical Engineers with at least 10 years of cement or heavy industrial engineering experience

Site Resident Engineers with at least 10-20+ years of site cement engineering experience

Geologists with at least 10 years of cement industry experience

Commissioning Engineers in the field of cement with a minimum of 10 - 15 years of experience

French and or English languages and a willingness to travel are essential.

Fluency in other languages is an advantage, but not a must.

If you wish to apply, please send your CV and covering letter to candidate@pegeng.ch, quoting your name and skill in the subject line.