



Agmin Italy srl

ENVIRONMENTAL PROJECTS FOR BLACK SEA & CASPIAN SEA

EuropeAid/122682/C/SUP/Multi

First Regional Workshop for "Caspian Water Quality Monitoring & Action Plan"

Ashgabat 4-6 February 2008



Agmin Presentation





WHO WE ARE



- Agmin Italy was founded in 1983 as part of an international agro-industrial **trading** group operating principally in the developing countries.
- Over the years we have branched out into **procurement** and **technical assistance** activities.
- Today Agmin is a **recognized leader** in the management of international development projects.



**Verona -Italy
Headquarters**

**Parma -Italy
Trading Dept**

**AGMIN ITALY IN THE
WORLD**

**Shanghai -China
Branch Office**

**Bueno Aires -Argentina
Branch Office
(Open March 2008)**



OUR FIELDS OF EXPERTISE

- Disaster Management
- Education & Training
- Food Aid & Food Security
- Governance and Public Sector Reform
- Health, Nutrition & Population
- Human Rights and Democracy
- Private Sector Development
- Rural Development & Agriculture
- Sustainable Development & the Environment
- Social Development
- Social Protection & Labour
- Water Supply & Sanitation
- Laboratory & Scientific Supplies
- IT Equipment Supplies



REGISTRATIONS

- Asian Development Bank
- United Nations Office for Project Service (UNOPS)
- EC Phare / Tacis Programmes
- EuropeAid Cooperation Office (AIDCO) FIBU
- United Nations Development Programme
- International Labour Organisation
- United Nations Procurement and Transportation Division
- United Nations Office at Nairobi
- World Bank / Inter-American Development Bank DACON



QUALIFICATIONS

- Procurement Agent for projects in Phare and African, Pacific and Caribbean states.
- Procurement Agent for European Agency for Reconstruction (EAR)
- Procurement Agent for the Italian Ministry of Foreign Affairs for Commodity Aid Programmes
- Agmin is a member of FEDPRO, a network of companies specialised in the provision of procurement services based in Brussels



CONTACT LINKS

- ITALY

Agmin Italy s.r.l.
vicolo Trave 4, 37121 Verona
Tel: +39 045 86792
Fax: +39 045 8009215

Agmin Italy s.r.l.
p.zza Duomo 7, 43100 Parma
+39 0521 504258
+39 0521 504943

s.braconi@agmin.it
agmin.parma@agmin.it



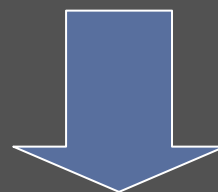
AGMIN PROJECT TEAM

- Stefano Braconi, *Contract Manager*
- Guido Dalla Rosa Prati, *Trading Director*
- Patrizia Cagna, *Trading Director Assistant*



CONTRACT GOALS

**DELIVERY, INSTALLATION, COMMISSIONING
AND TRAINING OF SAMPLING AND ANALYSIS
EQUIPMENT TO THE NATIONAL
ENVIRONMENTAL INSTITUTES IN THE TACIS
COUNTRIES**



UKRAINE (ODESSA)

GEORGIA (TBILISI)

MOLDOVA (CHISINAU)

RUSSIA – BLACK SEA (SOCHI)

KAZAKHSTAN (ALMATY)

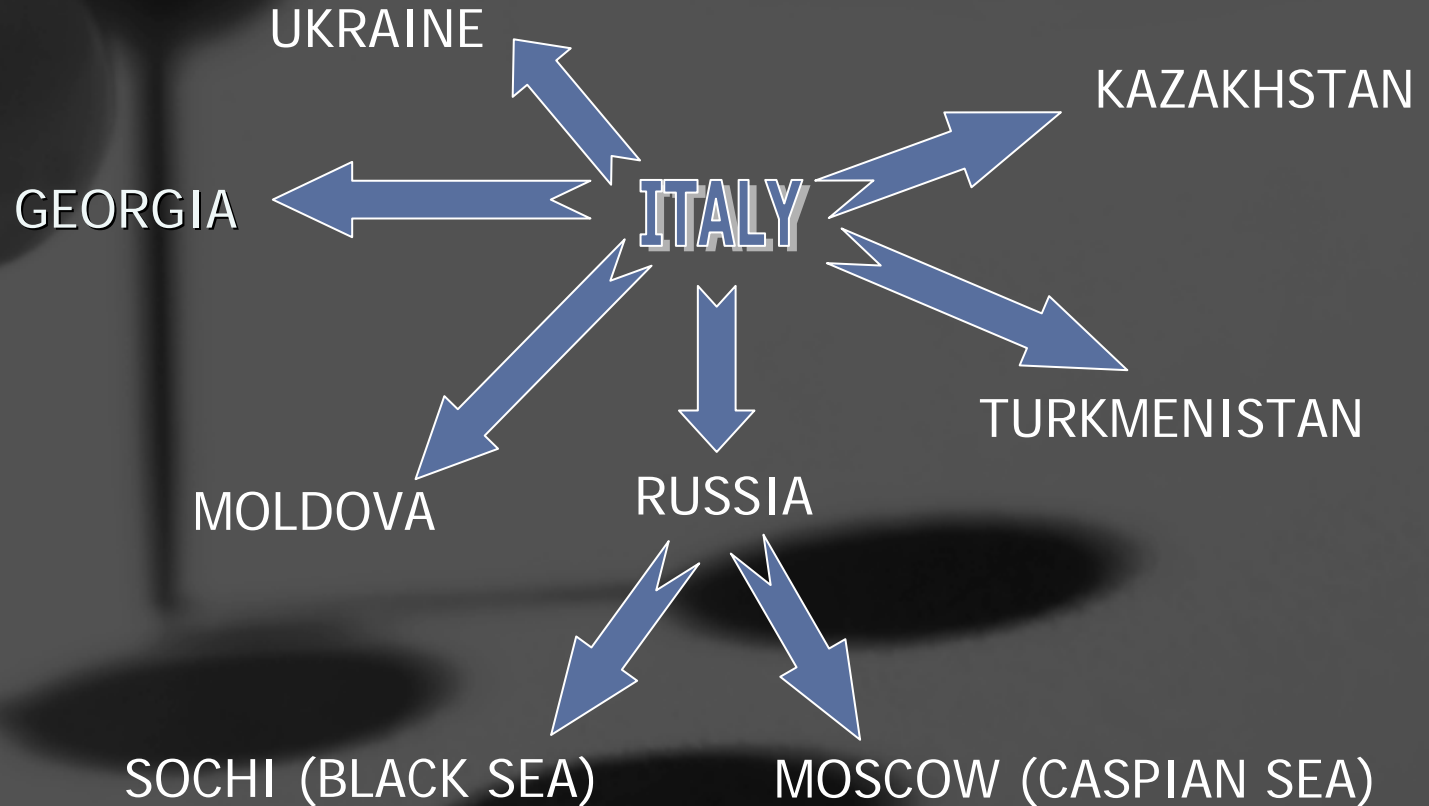
TURKMENISTAN (TURKMENBASHI CITY)

RUSSIA – CASPIAN SEA (MOSCOW)



SHIPMENT

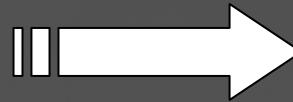
WE ASSUME TO PROCEED WITH 6 PARTIAL SHIPMENTS FROM ITALY BY SEA OR AIR FREIGHT





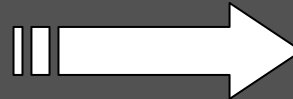
PERFORMANCE PROGRAMME

Delivery



MARCH-APRIL 2008

**Installation &
commissioning**



APRIL-MAY 2008



PRE-DELIVERY PHASES

Proper information of beneficiary about quality & quantity of supplied instruments

Orders to various suppliers

Pre-shipment notice (Exemption documents from Beneficiary countries for import of the goods)

Defining pending technical questions

Training to our local partners



INSTALLATION

Carried out by experts from the manufacturer
(Perkin Elmer, Agilent, Dani)



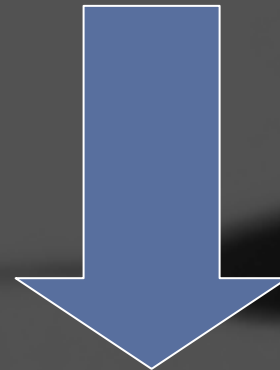
INSTALLATION PHASES

Installation

Testing & Commissioning

Training on proper use of system

Training on basic maintenance



PROVISIONAL ACCEPTANCE



KAZAKHSTAN

⇩ Automatic Sensors & Data Loggers on Board

- Profiling System (Idromar/Profiler customized). Equipped with many sensors and rosette multi-sampler.
- Portable DO Meter (Delta Ohm/HD 2109.1)
- Handheld GPS (Garmin/GPS)
- Submersible Probe for Hydrogen Sulphide in saline water (Idromar/Idroprobe)
- Ion Meter (Consort/C 863 + Hanna Instruments/HI 9317 Colorimeter)

⇩ Sample Preparation and Conservation

- Solvents & Standards (Carlo Erba)
- Microwave Digestor (Milestone/Start D)
- Water Purification System (TKA/Smart2Pure 3 UV/UF)
- Freeze Dryer (Telstar/Cryodos 50)
- Portable Water Deionizer (TKA/AquaDeMat 2000 MB)

⇩ Sampling Equipment on Board

- Profiling System (Idromar/Profiler customized). See above

⇩ Laboratory Analysis

- Gas Chromatograph with ECD & FID (Dani/Master GC)
- Scanning Spectrofluorimeter for Hydrocarbons (Perkin Elmer/LS 55)



TURKMENISTAN

- ↓ **Automatic Sensors & Data Loggers on Board**
 - Profiling System (Idromar/Profiler customized). Equipped with many sensors and rosette multi-sampler.
 - Portable DO Meter (Delta Ohm/HD 2109.1)
 - Ion Meter (Consort/C 863 + Hanna Instruments/HI 9317 Colorimeter)
 - Radiation Monitor (Impo Electronics/1534.10 + 1509.10)
- ↓ **Sampling Equipment on Board**
 - Profiling System (Idromar/Profiler customized). See above
 - Sieving set for sediment Samples (Giuliani/IG-1-S-WET)
 - Sediment Sampling Device (Idromar/van Veen grab 250)
 - Hand operated Core Sampler (Idromar/Free Fall Corer)
- ↓ **Laboratory Analysis**
 - Gasses for AAS & GC (To be defined)
 - AAS (Perkin Elmer/AAnalyst 800)
 - Compound Microscope (Optika/B330)
 - Scanning Spectrofluorimeter (Perkin Elmer/LS 55)
 - Hydrometer (Brannan/Variou ranges)
 - Portable GC (Alltech/8610C Environmental)
- ↓ **Sample Preparation and Conservation**
 - Solvents & Standards (Carlo Erba)
 - Sieving set for sediment Samples (See above)
 - Glassware (Exacta-Optech)
 - Water Purification System (TKA/Smart2Pure 3 UV/UF)
 - Freeze Dryer (Telstar/Cryodos 50)
 - Portable Water Deionizer (TKA/AquaDeMat 2000 MB)
 - Analytical Balance (Kern/ALT 100 5AM)
 - Portable Freezer (Indel B/TB 50 A)
 - Top Pan Balance (Kern/PLJ 510-3 M)
 - Laboratory Clothing, Coveralls & Gloves (Exacta-Optech)



RUSSIA- CASPIAN SEA

⇩ Sampling Equipment on Board

- **Profiling System (Idromar/Profiler customized). See above**
- **Hand operated Core Sampler (Idromar/Free Fall Corer)**
- **Sieving set for sediment Samples (Giuliani/IG-1-S-WET)**

⇩ Automatic Sensors & Data Loggers on Board

- **Portable DO Meter (Delta Ohm/HD 2109.1)**
- **Profiling System (Idromar/Profiler customized). Equipped with many sensors and rosette multi-sampler.**
- **Handheld GPS (Garmin/GPS)**
- **Handheld Fluorimeter (Idromar/MicroFlu-Chl)**

⇩ Laboratory Analysis

- **Gas Chromatograph with ECD & FID (Dani/Master GC)**
- **Scanning Spectrofluorimeter (Perkin Elmer/LS 55)**
- **Trinocular StereoMicroscope (Optika/SZM-2)**
- **Laboratory Fluorimeter (Perkin Elmer/LS 55)**



⇩ Sample Preparation and Conservation

- **Freeze Dryer (Telstar/Cryodos 50)**
- **Portable Water Deionizer (TKA/AquaDeMat 2000 MB)**
- **Sieving set for sediment Samples (See above)**
- **Water Purification System (TKA/Smart2Pure 3 UV/UF)**
- **Microwave Digestor (Milestone/Start D)**
- **Ultrasonic Bath (Schalltec/Sonorex RK 103 H)**
- **-18° C Storage Freezer (Angelantoni/Kryolab 300H)**

TENTATIVE IMPLEMENTATION PROGRAMME - KAZAKHSTAN

Supply for the Black Sea and the Caspian Sea Environmental Projects
Ref: EuropeAid 122682/C/SUP/Multi




Delivery Address: Kazhydromet
32 Abay Avenue
050022 - Almaty
Kazakhstan

Activity	Period	Feb-08	Mar-08	Apr-08	May-08	Jun-08
Signature of Contract with EU	July 2007					
Exemption documents received	February 2008 ???					
Shipment preparation & Training in EU	Feb-Apr 2008					
Custom clearance/Delivery to sites	Apr-May 2008					
Installation, Commissioning & Training	May-Jun 2008					
Provisional acceptance	June 2008					

TENTATIVE IMPLEMENTATION PROGRAMME - TURKMENISTAN

Supply for the Black Sea and the Caspian Sea Environmental Projects
Ref: EuropeAid 122682/C/SUP/Multi



Delivery Address: Caspocogozegchilik
27, Adalat Street
Turkmenbashi City
Balkan Velayat, 745000
Turkmenistan

Activity	Period	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08
Signature of Contract with EU	July 2007						
Exemption documents received	December 2007						
Shipment preparation & Training in EU	Jan-Feb 2008						
Custom clearance/Delivery to sites	Feb-March 2008						
Installation, Commissioning & Training	Mar-Apr 2008						
Provisional acceptance	May 2008						

TENTATIVE IMPLEMENTATION PROGRAMME - RUSSIA

Supply for the Black Sea and the Caspian Sea Environmental Projects
Ref: EuropeAid 122682/C/SUP/Multi

Delivery Address: State oceanographic Institute
Kropotkinsky Per, 6
119034 - Moscow
Russian Federation

Activity	Period	Feb-08	Mar-08	Apr-08	May-08	Jun-08
Signature of Contract with EU	July 2007					
Exemption documents received	February 2008 ???					
Shipment preparation & Training in EU	Feb-Apr 2008					
Custom clearance/Delivery to sites	Apr-May 2008					
Installation, Commissioning & Training	May-Jun 2008					
Provisional acceptance	June 2008					

BENEFICIARY OBLIGATIONS

Define exact address & Person in Charge for delivery of equipment

**Eventually prepare site/laboratory/boat
With necessary connections (Water, Electricity,
Ventilation etc)**

Define laboratory people to use and maintain equipment, and check if any training on them is needed in advance



RECOMMENDATIONS FOR SMOOTH DELIVERY & COMMISSIONING

**Mutual Frequent Updates on Delivery/Installation
Status**

Quick Reactions to Questions/Problems

Flexibility to Suitable Alternatives

TRAINING

On Operation/Maintenance of the instrument(s)

- On site (together with installation)**
- In Europe**

On Methods and/or any deep training

- Not available under the scope of our Supply Contract**



QUESTIONS



Agmin Italy srl

Vicolo Trave, 4

37121- Verona

Phone : (+39) 045 86792

FAX : (+39) 045

8009215

Agmin Italy srl

Piazza Duomo, 7

43100- Parma

Phone : (+39) 0521 504258

FAX : (+39) 0521 504943

s.braconi@agmin.it

agmin.parma@agmin.it



G R O U P