

Did you know that?

2009 left us wonderful things!

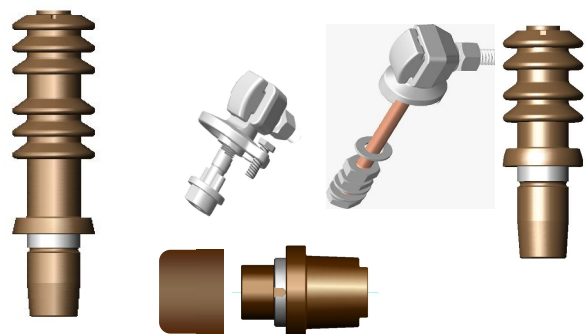
- Our direct distribution in the US and Canada and the creation of **GAMMA INSULATORS**.
- The incursion in the manufacturing of products such as fuses and the initiation of the ironwork marketing.
- The first sale to the Philippines.
- The advance in TPM (Total Productive Maintenance: 10 equipments out of 18, certified in Step 1.
- The use of a body without chemicals, without HID (high intensity disperser) and without scrap of porcelain.
- The index of deliveries at higher level throughout the year.
- The radical improvement of the ILI (Index of Incapacitating Lesion).
- The implementation of the methodology of Workout with good results.
- The recertification of the quality systems enlargement of the scope and the BASC recertification.
- The successful participation in FISE 2009.

These achievements and some others have become a challenge to continue growing and to look for excellence!

News from GAMMA

New products

In order to expand our portfolio for manufacturers of transformers we are developing the bushings corresponding to the NBR 5435 and NBR 5437 norms of the Brazilian Association of Technical Standards (ABNT). With these new developments GAMMA strengthens even more its commitment to serving the needs of transformer manufacturers in Latin America.



FISE 2009, positive results

For GAMMA – Corona Insulators FISE 2009 was an excellent platform where we had the opportunity to promote new products, position the brand, serve our current customers and meet potential buyers.

Within the ambit of the fair, we received visitors from Costa Rica, Guatemala, Panama, Ecuador, Chile, Argentina, Paraguay and Brazil.

We also participated in the academic agenda with the conferences "Integration with international logistics" given by Ingo Bach Huschler, General Manager of Logistics and Transport of CORONA, and "Design of polymer insulators under the Six Sigma methodology" by Gamma Assistant Director of Marketing and Sales, Juan Pedro Tascón.

We are already waiting for you at FISE 2011!

Recognition for a research study

We proudly share with you that the University EAFIT awarded an honorary mention to GAMMA product design engineer Gloria Sierra, for her graduation project "Design and development of high voltage bushings without insert for Electroporcelana GAMMA SA."

This project will help us improve our performance.

Closing of the JICA course, Nagoya

Engineer Ivan Dario Morales, Manufacturing Manager of GAMMA, and 16 other Colombians returned from their trip to Japan committed to multiplying and sharing the knowledge acquired about quality control and continuous improvement.

We are grateful to JICA, to ChuSanRen and to all the people that shared experiences of their companies in a broad and generous way.

Such experiences contribute substantially to building a more equitable and productive society for all.

Two-way learning, the SES experience

In recent months, GAMMA has been working with SES (German organization, Senior Exporter Service) under the scheme of international collaborative work. The aim of this support is to facilitate knowledge sharing, as well as providing assistance, training and accompaniment on various issues.

In our company the project is led by Engineer Andres Cadavid, Head of the Technical Department, who is being advised by German engineer Heinrich Paetsch.

The process benefits both parties: Our technicians receive recommendations and potential solutions from an expert, who at the same time, learns new ways of doing things and enriches his experience so he can contribute to others afterwards.

Gamma's mission is to identify aspects which can improve the insulator production process.

News from CORONA

BASC PANIMEX Recertification

On December 9, our Customs Agency PANIMEX, was audited under the Standard version 2 of the SGC BASC 2.005, and successfully fulfilled the requirements to be RECERTIFIED for 1 more year.

The auditor Ailyn Velez highlighted several strengths, among which she underlined the commitment of the General Management and the shareholders, as well as the Management and Control System.

The PALABRARIO Campaign

Genesis Foundation, Corona Foundation and the Corona businesses, with the support of 15 foundations, companies and local authorities, make PALABRARIO possible, a program that seeks that millions of vulnerable children in the country can improve their ability to read and write.

PALABRARIO currently benefits more than 66,000 students and 2,200 teachers in 300 public schools.

The main goal is to provide schools, mostly in rural areas, with libraries so that a deep fondness for reading can awaken in children and teachers.

We can all support the provision of school libraries of institutions benefited by PALABRARIO. All donations will have their corresponding donation certificates for tax purposes for both in the U.S. and Colombia.

Those interested in payment options can contact us and we will be glad to send all the information.

News from our customers and suppliers

- We congratulate the organizers of **FISE 2009** and **Altae 2009** for the results obtained during both events.

FISE 2009

- Over 27,000 thousand people visited the Fair which included 179 companies of the sector, among them 32 international buyers brought by Proexport Colombia.
- The exhibition made history, as the event with the largest generation of business deals ever held in the city, exceeding USD100 million.
- The Fair has grown up to 34% in occupied area, which reflects its positioning in the country and the region.
- The academic event "Management of the supply chain, a support for competitiveness" included the presence of Michel Reid, editor of The Economist for America.

ALTAE 2009

- 152 people from 13 countries participated in ALTAE.
- 91 articles were received from 12 different countries, out of which 77 were accepted for presentation and 8 for posters.
- The academic level was acknowledged by all participants
- Congratulations to **Arteche** for the first edition of La Conjetura, a magazine specializing in technical issues and aspects related to its field.
- Congratulations to the staff of **Multico** and their families for 20 years of continuous work and for their contribution to Mexico's development. We are proud to be suppliers and friends of a company known for its management capability and its high quality standards.
- Vice President Francisco Santos presented Proexport with an award for creating and implementing the National System of Administrative Barriers to Investment, SINOI, during the 2009 National Top Management Award, an event that took place in the Presidential House (Casa de Nariño). SINOI allows systematizing the barriers faced by foreign investors, thus facilitating the work of entities that have the responsibility to remove such obstacles in order to improve the climate for direct foreign investment in Colombia and in this way, facilitate the entry of capital and employment generation.
- Colen, Colinversiones subsidiary, acquired 47.3% shares of **EPSA**.

- We are proud to inform that engineer **Santiago Barcón** of Artech, has been selected to be part of the work group for new technologies in rural electrification of the Cigré (WG C6.16).
- Congratulations to **ISA** for their entry into the Chilean road sector after reaching an agreement to acquire 60% of the shareholdings of the company Cintra Chile Ltda, which controls five highway concessions in that country.
- We express our condolences to the family of the Engineer **Francisco Villegas**, an unforgettable colleague and friend.

Messages Received

We share excerpts of messages received after FISE and after sending the previous bulletin.

- Congratulations for this bulletin, what a positive and real message in a time of crisis. You have an excellent company.
Álvaro Palacio R., Mineros, Colombia
- As always, thank you for sending this bulletin and also for all your hospitality during my visit to FISE. Congratulations.
Omar E. Leguizamón, TRANSENER S.A / TRANSBA S.A., Argentina
- I received bulletin 108, which I really enjoyed, with the reflections of the Chairman of the Corona Group. It is truly very pleasant to have suppliers like you. I also want to thank you for all the attentions you always offer our people.
Renata Turco, C.A.Industria Venezolana Electro-Técnica (Caivet), Venezuela
- Excellent message from your director Francisco Diaz. This is the reason why good companies maintain their leadership for so long.
Engineer Salvador Rangel, Electrical Equipment of Baja California, Mexico
- Congratulations to the GAMMA group for their excellent performance and for being at the forefront of quality, innovation, creativity and the promotion of human talent.
Ana Cecilia Ramírez Tirado, EPM, Colombia.
- Thank you for continuing to send the bulletin. I am always jealous, in a good sense, of how good the Corona Organization is, and all it has grown and achieved during recent years.
Julieta Calderon Pontaza de Ventura, CEICA, S.A., Guatemala
- Thanks to you and your Organization for the bulletins sent periodically. I congratulate you for being at the forefront of technological innovation and the way you inform about it through your publication.
Gustavo Galvez, Electricidad de Caracas, Venezuela

- Excellent message by the Chairman, an acknowledgment of what Corona has built in its successful but difficult path towards excellence.
Carlos Jaime Buitrago Quintero, ISA, Colombia
- Excellent bulletin! Keep it up!
Carlos Ibiri, Mercosur On Line S.A., Argentina
- Thank you, you are so kind for always sending me such important bulletins where we can see significant innovations in the development of the company, as well as interesting messages from the Chairman of the Corona Organization which when applied to our responsibilities, have helped us on occasions improve our management.
Franklin N. Valdivieso R, Head of Operations and Urban Maintenance Department, Ecuador
- As always, thanks so much for sending the Bulletin CORONA Clients and Suppliers. Today I want to highlight the reflections of your Chairman that really reach all of us who, like his organization, feel the impact of the crisis.
Mario Hernan Palacios M., Global Shipping Agencies S.A, Colombia
- What a wonderful letter by Mr. Diaz.
Chris Lemberg, USA
- The message by the Chairman of the Corona Organization is clearly for me an explanation of why your companies are so well positioned: Corporate values, leadership with principles, always go beyond what is needed, do not live in the past, understand and protect the best human resources, are just some the conditions that have led the group to have the necessary credibility before clients and suppliers, that allowed you to emerge stronger from the crisis. Congratulations for the right vision which, coming from the top, permeates throughout the organization.
Roy Guzman, CNFL, S. A, Costa Rica
- We are grateful for the continued collaboration and disposition towards us and our students. I take this opportunity to thank you for the support given to make ALTAE possible, which successfully took place with an outstanding academic, scientific and logistical quality. The parallel event FISE with which you gave us support was part of the success. For us and for our students, 2009 ALTAE and FISE will be unforgettable. This is another way to support the country. ¡Thank you very much again!
Hector Cadavid Ramirez, UNIVALLE, Colombia
- Congratulations, you did an excellent presentation stand of GAMMA.
Mauricio O. Lozano, MOLM Business Group, Colombia
- Thanks again to all our colleagues from Gamma for letting us see the whole production process again, which is always interesting and shows the day to day work towards the company's achievements.
Luis Fernando Andres Jácome, CNFL, S. A., Costa Rica

- It was nice to meet you. The FISE was very interesting.
Ian Hornsby, Bolivia
- I want to thank you for your kind welcome during our visit to the facilities of Gamma and its stand at the FISE. We found that this activity and the topics covered during these two days were very productive. We hope that our commercial relations can be further strengthened to the mutual benefit of our organizations.
Raul Fernando Vacca Ramirez, Endesa, Colombia
- Your news message was very good.
Wilson Albarracín, ESSA, Colombia
- Thank you for the good representation that the Electric Energy, Goods and Related Services Sector had in JICA. I talked with people from the Ministry of Commerce who attended this meeting and they congratulated me for having such a competent person participating.
Alejandra Velásquez Mejía.

Our Visitors

We are delighted! During the months of December and January we beat the record of visitors! Thanks to all for coming and for giving us the opportunity of making you feel at home.

- SUMATEL, Costa Rica: Eric Broide and Javier Romero
- ENERPETROL, Ecuador: Francisco Carbó, José Paz y Niño, and Ivette Gallegos
- ELECTRICARIBE, Colombia: Alberto Holguín and María Cecilia Villacob
- COREIN, Bolivia: Ian Horsby
- SERVELEC, Argentina: Norberto Delfino
- CEMIG, Brasil: Erivaldo Costa Couto and Agraldo Braga
- ELECTRO CORDOBA, Argentina: Ernesto Teicher
- KDL, BRASIL: Klaus Lacher
- TECSUR, Peru: Jorge Luís Güimac and Lino Jiménez
- CAIVET, Venezuela: Antonio Valentín and Alfredo Cerqueira
- CODENSA, Colombia: Raúl Vacca and Nestor Rodriguez
- VITEL, Chile: Francisco Lewin
- U DEL VALLE, Colombia: Students
- CNFL, Costa Rica: Luís Fernando Andres
- EMPRESAS PÚBLICAS DE MEDELLIN, EPM, the delegation was wonderful: Elsa Jimena Duque, Olga Lucía Herrera, Carolina Gallego, Nelson Botero Villa, Ana Cecilia Ramirez, Henry Gonzalez, Román Saldarriaga, Melisa Díaz Osorio, Alvaro Garcés R., Jorge J. Velasquez O., Saul Ruiz M., Lucia Margarita Perez P., Luis Fernando Echavarría Chavez, Juan Mauricio

Alvarez Ortiz, Rubiela Carmona Osorio, Viridiana Correa Vélez, Jose Muñoz M., John Jairo Valencia Montoya, Nelson Muñoz Ramirez, Eliana Molina Osorio, Mario A. Herreño A, Jhonatan Escobar Mesa and Beatriz Elena Mira M.

- IEM –Grupo Condumex, México: Raúl Tenorio Acho

Contact us

If you wish to change your e-mail address, register a colleague, request previous issues, or be deleted from the distribution list, send us a message to carango@gamma.com.co Attn: Eng. Claudia Arango Botero.