

MERCURIO

NEWS

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OPERATIONAL SAFETY: THE IMPORTANCE OF A SAFE AND HEALTHY WORKING ENVIRONMENT

One of the most challenging issues for industries around the world is to provide constant Operational Safety improvements in different work environments. Considering that safety in the industry involves a series of technical and administrative measures, investment in equipment, along with educational and behavioral actions, the theme should always be in constant discussion and on the agenda of professionals from various areas.

Mercurio has continuously invested in Operational Safety with the objective of providing safer working conditions in the environments at its factories in Jundiá, Marabá, and in its DC. “We have invested in protective equipment on machines, held monthly meetings of awareness, in addition to a lot of hard work with the leadership teams to help disseminate the ‘culture of safety’ in the company,” says Neuza Vicente da Silva Freitas, Mercurio’s Human Resources Manager.

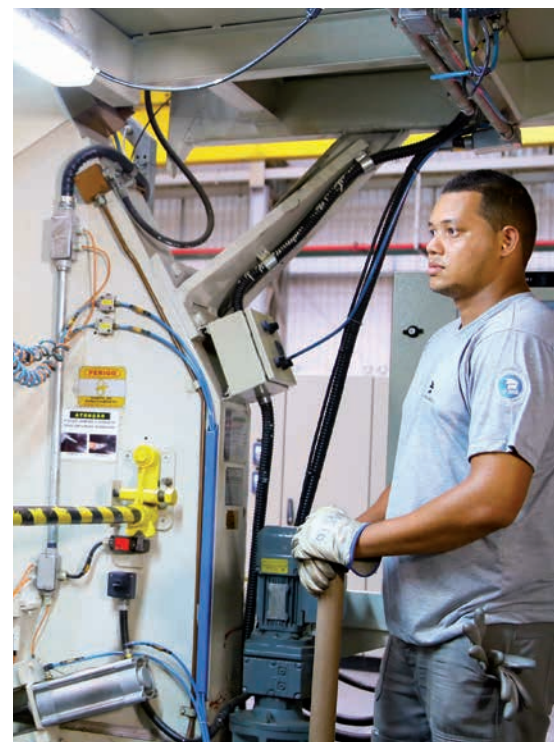
According to the indicators, the efforts are paying off well. In 2019, the company saw a drop of 70% in the number of lost-time



accidents and a 50% drop in total accidents. “These results reflect Mercurio’s effort to provide a safer environment while building the awareness of our collaborators on the importance of taking care of their own safety”, explains Moacir Camargo Till, Occupational Safety Coordinator.

The monthly awareness meetings on the importance of Operational Safety held by the safety team have seen excellent support among the employees. Also focused on behavioral education, the Observe, Think, and Act Program was created to encourage the team to report positive and negative examples of safety with the aim of implementing safer processes and improving the accident indexes.

Other important initiatives with the aim of educating on the risks at the work environment have been the Internal Week of Preventing Occupational Accidents (read more on What’s Happening, page 8) and giving constant training where employees experience situations that stimulate their perception of risk.



SAFETY IN FOCUS AT MERCURIO
Drop of 70% in lost-time accidents
and 50% in total accidents in 2019

OUR GREATEST CAPITAL

To build a successful company that is a leader and a reference in its sector, just as important, or more so, as investing in technology and cutting-edge equipment is believing and investing in people, in human capital.

Valuing and respecting each professional by offering the best working conditions both in terms of safety and to facilitate building successful careers and investing in the training of new leaders are responsibilities of companies engaged and concerned with the development of their employees, communities, cities, and country.

This new edition of Mercurio News brings some good news along these lines. Right on the Cover Story we address the theme of Operational Safety, its importance to the company's environment, and how Mercurio is being able to significantly decrease the number of accidents by investing in equipment and through the active participation of its employees. In the Interview section, Neuza Freitas, Mercurio's Human Resources Manager, highlights the training programs with new talents and new leaders, vocational training processes, among other relevant matters.

In What's Happening, we show some actions such as the editions of the Internal Week of Preventing Occupational Accidents and Quality Week, which also addressed the Quality of Life of the collaborators in Jundiaí and in Marabá.

But the initiatives do not stop there. Mercurio believes that investing in the development of its employees is a process under constant evolution. Only in this way will we continue to be recognized as a company that prepares the best professionals in the market and citizens aware of the importance of their role in society.

Enjoy your reading!

IVAN ZANOVELLO CIRUELOS

MASTHEAD



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MERCÚRIO APP



VIDEO CLASSES TEACH YOU THE SECRETS OF DOING A COLD SPLICE MORE EFFICIENTLY

The Mercurio App is a tool developed to give support and information simply and quickly to customers, partners, and suppliers about the different subjects related to the universe of conveyor belts.

Part of the exclusive content available on the app is that the user can access video classes about Cold Splicing that teach the secrets for a better execution of this type of splice.

Presented in four mini-chapters with a didactic and objective language, the video classes deal with everything from the theory, concepts, presentation of the tools, and demonstration of calculations, all the way to the scaling techniques, cleaning, bonding, and finishing for preparing the belt to be used.

One more service that can be accessed for free by the Mercurio App, the video classes are another support material that Mercurio makes available to the professionals in the market along with in-class training courses and manuals. This theme has also been addressed in the Technical Section of this edition with more information about the Cold Splicing execution process.

Download the Mercurio App for free to watch the video classes and have access to all the app's content and talk with our team for more information about this and other services.



EXPERIENCE AND RENEWAL: RECIPE FOR MERCURIO'S SUCCESS

Neuza Vicente da Silva Freitas, Human Resources Manager, talks about the importance and challenges of managing people for Mercurio's success in an increasingly more competitive scenario.

Investment in human capital, changes in behavior, programs for training new talent and leadership are some of Mercurio's main challenges according to Neuza Freitas. Part of the company since 2013, the HR Manager talks about these and other themes that are transforming the company's profile for the better.

As you see it, what is the role and importance of human capital for the development and success of a company?

Today, the biggest competitive differential in companies is no longer in its technological capital, but in the quality of its human capital. With this being the reality, the challenge is to bring new solutions to a context that is referred to as VUCA, an acronym for Volatility, Uncertainty, Complexity, and Ambiguity. Within this environment of greater competition, who is able to offer solutions are not the machines, but people. So we need to use our head more and our arms less to find solutions and surprise the customer within such a challenging environment.

Since you joined the company, have you noticed a change in the behavior of Mercurio's employees?

Yes, we can notice changes even in the more experienced professionals who have been here longer, as well as in those arriving with new values already coming with a different mindset to face the challenges.

Could you talk about the quality of the Mercurio professional as a differential that is recognized by the market?

Above all, I attribute the quality of our professionals to the capacity that the company has in retention. We joke in the department that Brazil doesn't have a rubber university, and because of this, each company in this industry ends up being responsible for training its own employees, and here at Mercurio we have employees with a lot of experience, knowledge, and who are fully involved in the processes. In addition, the engagement and commitment of the entire team that is always challenging itself to seek solutions for our customers, makes all the difference.

How is the process of training new professionals?

The company has been undergoing a process of renewal in recent years. To receive this new profile of collaborator, we have put a program in place to assess people for the most critical



“ Who is able to offer solutions are not the machines, but people ”

Neuza Vicente da Silva Freitas

positions and work with their development. We created a design for a corporate university called “Mercurio Academy”, and we went to the market to look for the best educational institutions that have programs that can help us to build knowledge with these people such as Inesper, Dom Cabral Foundation, USP, FGV, together with the International Institute for Management Development (IMD) in Switzerland for the development of top leadership.

And how does the company prepare itself to receive the “new generation”?

As for the operational staff, in the first six months we evaluated the profile of the employee that we are bringing to be a part of our team. We look for professionals with better training, able to offer suggestions, and promote the improvement of our processes. As for the administrative areas and analysts, we work strongly with a structured internship program that lasts 2 years. Each intern is assigned to a mentor who is responsible for their program during the entire process. However, during what we call the “Forum of Interns”, we encourage interaction among them and it is an opportunity to exchange ideas, experiences, and talk about their trajectory within Mercurio. Furthermore, our employees act as advisers to teach them a little bit more about Marketing, Market, Finances, Industrial Process, among other topics. Our internship program has given excellent results with a high degree of conversion into being permanently hired.

Faced with the challenges of Industry 4.0, how is Mercurio preparing to work with this new professional profile?

We work at modernizing our environment in terms of access to new technologies. Since last year, we have invested so that the transactional and informational processes become much more accessible. In this field, we have tools such as the Mercurio App and the HR portal where people have the autonomy to make their own processes. We are also investing to deploy tools that allow a more fluid communication. Today we work a lot with e-mail and intranet, which is more static, but we are already launching the Internal Communication App for stimulating interaction between employees and the company, which will help employees to interact in various ways such as in the social network format, and they will also be able to exchange information on specific topics, including between different Mercurio units.

In a scenario of growth, what is the challenge in managing a team to work in different places both inside and outside of Brazil?

The example of Marabá taught us that to build new work teams that understand Mercurio's philosophy and culture within the time needed to meet the new demands, it is fundamental to count on the monitoring of professionals and leaders with experience in the company. The mix of experienced professionals from Jundiáí with the new local collaborators proved ideal for training this new team, and because of this, the Marabá Unit has given great return, even during its team's expansion process.

A key issue for industries is Operational Safety. From your perspective, in which stage does Mercurio find itself today?

We are moving forward on this issue. In 2019, the indexes of accidents decreased a lot (read more in the Cover Story in this issue). Of course our goal is to zero the accidents. We are working very strongly to improve the safety conditions, investing in protection systems on all the equipment, and also in education. The big challenge is to transform the “culture of safety” and people's perception of risk. In this sense, we work directly with the shop floor leadership to help us foster self-care in people. We hold monthly awareness meetings with the participation of the safety teams with total attendance of collaborators. We also have the Observe, Think, and Act Program, the Internal Week of Preventing Occupational Accidents (read the article in What's Happening), among other internal actions.

A NEW SPECIFICATION GENERATES AN INCREASE OF OVER 33% IN THE BELT'S LIFE LIFE AND HUGE SAVINGS FOR THE CUSTOMER CLIENTE

Optimizations on the conveyor belt's cover and carcass enabled an increase in the belt's service life. The solution decreases the number of downtimes at the plant by more than 25%, generating huge savings for the customer.

Just behind iron and aluminum, copper is one of the metals used the most in the world and is very common in power generation and transmission in addition to being present in virtually all electronic equipment. In the city of Marabá, in the southeast region of the state of Pará, is one of the most important copper mines in the country, a subsidiary of the largest mining company in Brazil.

At the end of 2018, on one of their visits to this important client, Alexandre Lacerda, Accounts Manager, and Fernando Assis, Coordinator of Mercurio's Application Engineering and Technical Assistance Area, were received by the mine's Engineering with a special request: to increase the service life of a conveyor belt.

But it wasn't just any conveyor belt. The TR 2010-01 is an enclosed and reversible conveyor (operates in both directions) that is responsible for the operation of the plant's entire production process. It stopping implied in a general downtime for the plant, including machinery and personnel, which meant a direct impact on production. This challenge required a joint effort between Mercurio's Engineering and Technical Assistance area and its Sales area to find at the same time the best technical solution for the case at a cost and within a deadline to meet the customer's needs.

Due to the nature of copper, its high abrasiveness would wear the belt down faster, especially its cover, after around three months. With this, the Mining Company's General Shutdown was scheduled based on this condition, causing the remaining machines to

also compulsorily undergo reviews and changes, even being under good working conditions. "Considering Conveyors and Belt Feeders, there are approximately 50 pieces of equipment affected with the downtime of this Conveyor Belt. We asked the support of Mercurio's technical team to come up with a solution that would increase the useful life of the equipment and with that extend the period between the scheduled shutdowns," recalls Renato Caverzan, the Engineer responsible for the mining company's conveyor belts.

ANALYSIS AND DIAGNOSTIC

"Our challenge was to find a solution that would increase the service life of the belt and consequently reduce the plant's number of annual shutdowns without resulting in more costs for the customer," explains Fernando Assis.

A thorough analysis of the case was conducted with the active participation of the areas of Engineering and Technical Assistance together with Mercurio's Sales team. Based on a technical report prepared with the use of ultrasound, the team mapped the wear on the upper cover. Seventeen points were mapped transversally covering the entire width of the belt, which made it possible to determine and design its service life

The belt's durability as to resistance to abrasion has a direct relationship with its thickness, the type of cover, and the type of material to be transported. Engineering analyses were performed using the information revealed from the ultrasound to propose the necessary changes to increase the service life of the belt with specifications CT EAS 5PN4000. It is a heavy model with five Nylon Polyester

plies and an EAS cover with a maximum abrasion resistance of 70 mm³.

Assis remembers that "because of the very abrasive nature of the material, we knew the initial need to change the cover to a type that would offer greater resistance to abrasion, but an increase in the thickness of the upper cover would of course have an impact on the increase of mass (weight), requiring greater drive power". To prevent this wear on the belt, Mercurio's team conducted a study of the tensions at play to then consider making changes to the carcass, reducing its weight, and after increase the thickness of the cover.

After considering all the possibilities raised, the Mercurio team presented to the customer a solution that, according to the tests carried out in the company's lab, could increase the belt's service life: a new cover much more resistant to abrasion, the XEAS (X Extra Abrasion Super) combined with a new type of carcass, the 4PN4000. "In practice, we greatly increased the abrasion resistance of the upper cover that went from 70 mm³ to 30 mm³. We also increased the thickness from 12 mm to 18 mm, an increase of 50%, and we removed one layer of fabric from the carcass, which represents a reduction of 2 kg/m²," he explains.

EFFICIENT AND ECONOMICAL SOLUTION

After the last change done in 2019 and already under the new specification, the customer was able to notice the increase in the conveyor belt's service life from 3 to nearly 5 months, which is even longer than the 4 months

initially expected. This implied in a decrease from four to less than three Annual Scheduled Shutdowns, representing a significant gain of more than 33% in the belt's service life. "We stopped to make the last change already with the new specification on September 15 of last year and only had to stop again on February 3, which is almost 5 months of service life. And the belt even looked like it could run for about another month," pointed out Caverzan.

Also according to the customer, as the downtime for the conveyor belt TR 2010-01 was responsible for the plant's quarterly maintenance shutdown, this change was fundamental to generate better results and brought savings with maintenance expenses in addition to reducing the exposure of employees to safety risks. "And it was all done with great agility. The proximity of the Marabá factory and the attention of Mercurio's entire team further facilitated the operation, the logistics of change, and all the support needed," said Daniel Tovar, the customer's Maintenance Engineer.

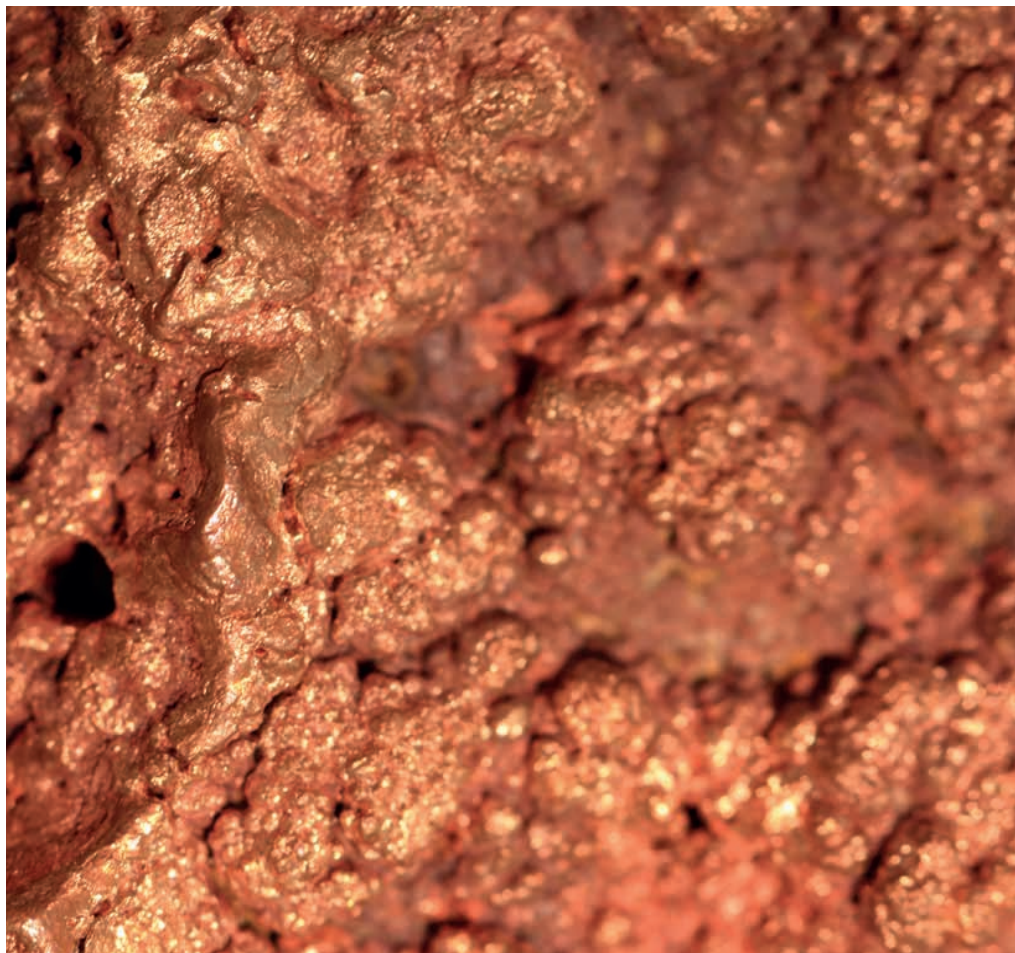
An economical and efficient solution that was not only directly responsible for increasing the company's plant productivity, but also the adjustments in the belt's specification were made without the need for major changes in equipment and thus without needing major investments. "It is always a pleasure to participate in challenges of this kind. We would like to thank Engineer Renato Caverzan, who is responsible for Conveyor Belts, for challenging us with this improvement and for the great result achieved with our products," adds Alexandre Lacerda, Account Manager at Mercurio.

"Without a doubt it is a clear success case recognized for both the strategic importance of the equipment and the size of the company. And the positive outcome could only be achieved thanks to the partnership and joint effort between the customer and Mercurio," concludes Fernando Assis.

BY COMBINING ADJUSTMENTS IN THE CONVEYOR BELT'S SPECIFICATION, THE MERCURIO TEAM WAS ABLE TO INCREASE THE SERVICE LIFE OF THE BELT FROM 3 TO MORE THAN 4 MONTHS. A GAIN OF MORE THAN 33% IN THE SERVICE LIFE AND DECREASED THE ANNUAL SHUTDOWNS BY MORE THAN 25%.



REPRESENTATION OF THE TR 2010-01: AN ENCLOSED AND REVERSIBLE (OPERATES IN BOTH DIRECTIONS) CONVEYOR THAT IS RESPONSIBLE FOR THE OPERATION OF THE PLANT'S ENTIRE PRODUCTION PROCESS. IT STOPPING IMPLIES IN A GENERAL PLANT SHUTDOWN



COPPER ORE: THIRD MOST CONSUMED IN THE WORLD, USED IN POWER GENERATION AND TRANSMISSION AND ELECTRONIC EQUIPMENT. AN IMPORTANT CHARACTERISTIC IS ITS HIGH RATE OF ABRASIVENESS.

COLD SPLICING ON TEXTILE CONVEYOR BELTS

In the last two editions of Mercurio News we addressed the subject Hot Splicing on Textile and Steel Cord Conveyor Belts. In order to complete this cycle on the main types of splices used, we now introduce a basic methodology of cold splicing on textile conveyor belts.

Unlike the steel cord belts that must undergo a hot vulcanized splicing process, the belts with textile carcasses may receive splices using either the hot or cold methods. In this edition, we will present the Cold Splicing process. Many of its procedures are similar to those used in hot splicing, so let's review some of them.

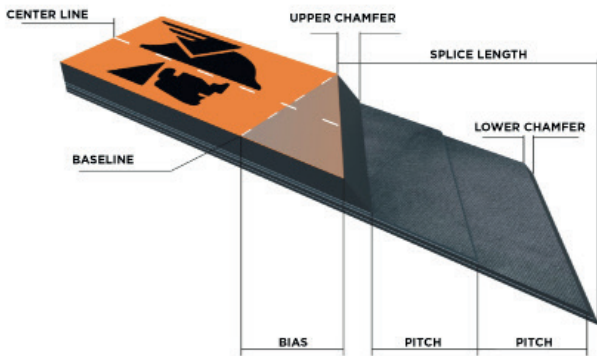
As for the terminology, although

the most common jargon among professionals is "cold vulcanized" splicing, in practice it is a bonding process. So here we use the correct term: "cold bond" splicing.

As shown in previous editions, there are many variations in the way to execute a splice on conveyor belts. In most cases these variations do not affect the final outcome. However, incorrect procedures can compromise

the work and performance of the splice and, consequently, the belt's performance and service life.

We emphasize that this is a reference to the basic methodology of how it should be done. For a more comprehensive view, Mercurio has specific manuals for splices and a mini-course with four video classes that can be watched by using the Mercurio App.



Below is the basic terminology used with the splice:

- **BASE LINE:** It is the line made at a 90° angle from the center of the belt, which determines its length and serves as the basis for all splice measurements.
- **CENTER LINE:** This is the line placed at the absolute center of the belt at a 90° angle in relation to the base line. It serves to ensure the splice's alignment.
- **BIAS:** Non-removable area of the splice and an integral part of its length that determines the scaling angle.
- **SCALING:** It is the process of cutting and pulling the plies back for making the splice.
- **PITCH:** Also called degree, is parallel along the bias line. It is responsible for the splice's grip area.

Splice Angle

The splices should be made at an angle in order to minimize the effort generated with them passing through the conveyor pulleys. For the cold bonding procedure, the angle used varies from 20° to 45°. This difference, although influencing the total length of the splice, does not determine its quality because it does not change the bonding area. The most usual angle is 26.5°.

Bias Length
 The length of the splice bias is determined by the formula:

$$\text{Bias} = \text{Angle Tangent} \times \text{Belt Width}$$
 Example: for the Angle of 26.5° = 0.5 x Belt Width

Splice Length (SL)

To determine the Splice Length, it is necessary to know the length of the pitches depending on the type of the plies. Mercurio provides some recommendations below:

| TYPE OF FABRIC | PITCH (mm) |
|--------------------------|------------------------------|
| PN1200 | 250 |
| PN2200 / NN1100 | Width: N° of Pitches or 250* |
| PN3000 / NN1800 | Width: N° of Pitches or 400* |
| PN4000 / PN5000 / PN6500 | Width: N° of Pitches or 500* |

*Use whichever is greater

Use the formula below to calculate the Splice Length (SL)

$$\text{SL} = \text{Bias} + (\text{No. of pitches} \times \text{Pitch}) + \text{Finishes}$$
 Where: No. of Pitches = No. of Plies - 1

Important:

- For belts with 2 plies, the number of pitches will always be equal to 2.
- Finishes: in general, 100 mm is considered, which will be used in the upper chamfer and lower chamfer.

Splice Execution:

Before starting the splice, it is important to run a checklist of the equipment and tools to be used. It is also recommended to check the conditions of the workstation and make sure that it is protected from the elements. Just as in the hot methodology, the first step for carrying out the splice is to mark the first end of the belt as follows: Base Line, Splice Angle (Bias), Splice Total Length, Chamfers, Pitches, and Center Line. After making these markings, cut the cover rubber to make the Upper Chamfer (cut) to then be able to start scaling the first end. For the scaling, first remove the cover rubber to expose the belt's first ply. This ply will be removed in the area equivalent to the first pitch of the splice. For the next stages, the ply that is exposed will be removed so that various steps are formed.

Important:

In belts with 2 plies, the number of pitches should be equal to 2, so in this case the first ply is not removed. This methodology receives the name of "false pitch".

The same scaling procedure will be repeated on the belt's second end, but the markings of the chamfers and pitches will be made through "photography". It is an extremely important stage since the objective is that the dimensions of the splices on the two ends are equal and the pitches (steps) fit perfectly.



Cleaning the Splice:

Cleaning is a determinant factor for the good performance of the splice, so this item should receive special attention. Once all the cuts and scalings are done, the areas to be bonded together need to be cleaned.

For the adhesive to penetrate in the chamfers, it is necessary to leave the rubber on the cover with a rough surface by using a steel brush. The cleaning should be done with a brush soaked in solvent suitable for rubber. To ensure a smooth and uniform belt surface, it is necessary to remove all excess rubber. The final cleaning can be done using a paint brush.

Applying the Adhesive:

The adhesive needs to be mixed with the catalyst, as recommended by the manufacturer, until it presents a uniform color. They should be mixed only at the time of use and make sure that both are within their validity dates. Before applying the first coat of adhesive, it is important to check the dew point (moisture control). For more information about this we recommend that you consult Mercurio's splicing manuals.

Once the adhesive is properly mixed, a coat should be applied using a paintbrush. The application must be done on both ends of the belt with circular movements, making sure that the adhesive penetrates into the entire surface of the plies and chamfers. Wait for approximately 40 minutes before applying the second coat of adhesive. After waiting for about 5 minutes, the splices can begin to be closed. A technique used by many bonding experts is to use the back of their fingers to check on the adhesive's curing process.

Important:

For fabrics PN4000, PN5000, and PN6500, we recommend applying 3 coats of adhesive.

Splice Closure:

After the adhesive reaches its curing time, the splice can start to be closed. This should be done beginning from the center of the belt toward its edges. Once the closure is complete, the entire surface of the splice (including the chamfer) should receive strong blows with a rubber mallet beginning from the center and then moving toward the edge in order to expel any air that may be trapped. After this, use the pressure roller to make sure that the surface is compressed, including the chamfers.

To finish, sand the seam region (chamfers) to correct any protrusions resulting from the process. It is also recommended to paint a coat of adhesive along the finish line for waterproofing the splice.

For a detailed description of the cold splicing procedure, go to our Mercurio technical manual that is available for download on our website. Our App also provides a mini-course with four video classes about how to carry out a cold splicing process.



FAQ

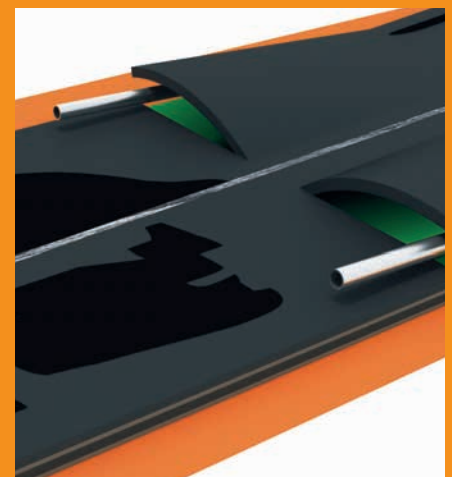
TOPIC: SPLICES

How can I improve the Cold Splicing adhesion quality, taking into consideration that this is a manual process subject to variations in how it is done?

MERCURIO SPECIALIST:

In most cases, the bonding of the splice is done with the aid of a rubber mallet and a manual pressure roller with the quality of the splice bond being subject to the expertise of the one doing it. There are tools available, however, such as electric pressure rollers that guarantee a uniform pressure along the entire splice and reduce the physical effort required for doing this activity. There are also pneumatic presses that exert higher pressure uniformly distributed along the entire splice. If these tools are used, an adherence up to 30% higher can be achieved compared to traditional methods.

Please contact us if you have any questions about belts or its basic components:
mercurioemnoticia@correiasmercurio.com.br



GLOBAL PRESENCE: MERCURIO SOLUTIONS IN OPERATION IN MEXICO AND IN GUINEA

A leader in the national market and the largest manufacturer in Latin America, Mercurio provides solutions for countries around the world.

Focused on its objective to expand its international market share, Mercurio has brought on board important supplies to countries around the world, including beyond the borders of Latin America.

On the African continent, Mercurio delivered two steel cord conveyor belts in the second half of 2019, totaling 3,700 meters of belt to the main bauxite mining company in Guinea, a country located in west Africa along the Atlantic coast.

Another prominent international delivery was

carried out to Mexico, a relevant market for Latin America. Mercurio delivered in January 2020 a steel cord overland belt over 2,800 meters long for a large cement factory located in the city of Macuspána in the Province of Tabasco in the southeastern region of the country.

These two sales are good examples of Mercurio's international breadth, which becomes continually more an important player in the global market. This is a strategic decision on the company's part and it already has its own office in Chile and customers in various countries around the world.



THE IMPORTANCE OF SAFETY IN THE WORK ENVIRONMENT

During October 14 and 18, 2019, Mercurio held its 40th Internal Week of Preventing Occupational Accidents in Jundiá and its 3rd Week in Marabá. The event chose "Safety begins with you!" as its main theme.

Organized by Mercurio's Occupational Safety area, this event received professionals and specialists who presented workshops on subjects related to accident prevention and safety such as "No injury, no accident?", "Anatomy of an accident", "Mental health and work (stress and depression)", "Health and Quality of Life", and "Dynamics: safety in your hands". "In this edition we also made the effort to bring workshops that dealt with the physical and mental health of our employees and the importance of bringing the principles of safety beyond the work environment" explains Moacir Camargo Till, Mercurio's Occupational Safety Coordinator.

With reductions of 70% in lost-time accidents and 50% in total accidents in 2019, Mercurio invests in education and awareness campaigns in order to expand Operational Safety in all of the plants' environments (read more about this on the Cover Story).

MERCURIO PROMOTES 2nd QUALITY WEEK

Recognized for its quality and excellence in manufacturing conveyor belts, Mercurio held the 2nd Quality Week that took place in both Jundiá and Marabá at the same time. The event, which mobilized employees from various areas of the company, took place from November 25 to 29, 2019 and included lectures by invited Specialists and Consultants who addressed issues such as "Perceived Quality", "Technical Assistance - Cause & Effect in the Product", "Quality of Life: Investments", "Quality of Life: Emotional Intelligence", and "What is ISO Companion?".

Quality Week is an initiative in the area of Mercurio's Quality that has as its main objective to build the awareness of all employees about the importance and impact of each professional in all areas of the company and in the excellence of the products and services offered by Mercurio. It also helps to reinforce the importance of promoting the theme of Quality at all stages and work processes along with the Quality of Life of its employees.

