

the Chronicles



Dear readers,

In the history of a company there are certain moments that stand out above all others. These are important occasions to look back on the goals we attained and the successes we achieved.

The Eightieth anniversary of our foundation, that Pettinaroli now proudly celebrates, acted as a spur for a radical **reorganization of our production departments**. In fact, during the last few months, we have been facing the onerous task of implementing a complete change in their layout, with the relocation of most of the machines and a total redesign of the production processes and divisions. It goes without saying that we are doing all this without stopping the production! The goal is, by the end of September, a pivotal moment of the year for our anniversary, to have the new configuration and reorganization completed.

We are carrying out such important rearrangements in our production plant with three main goals on our mind. First of all, we aim to improve the logistics and the flow of the materials, also by investing in some A.G.V. electric shuttles, which run without human supervision. Secondly, we need to make room for a lot of new bulky machines, which we recently purchased and that will be progressively installed over the next few months. Last but not least, we aspire to reinforce our reputation on the market, by presenting a modern and rationalized factory to the many visitors and customers we will have the pleasure to host in San Maurizio d'Opaglio.



Fratelli Pettinaroli S.p.A. opened its Eightieth year by participating to the biennial trade fair **MCE** (Mostra Convegno Expocomfort 2018). On this occasion, we were glad to welcome our global sales team, engineers and some groups of customers from all over the world. This is because **hospitality** and **teamwork** have always been among the main factors that contributed to the success of our company.

Our very best wishes for a Happy Easter 2018!!

Giulio Pettinaroli – Managing Director

On behalf of the whole Pettinaroli family





The new mechanical department of Fratelli Pettinaroli S.p.A.

Our mechanical workshop has been recently moved and expanded. Specifically, between December 2017 and January 2018, also on the occasion of the shutdown of our production facilities due to the Christmas holidays, the historical building where the two Pettinaroli brothers founded the first factory back in 1938 was reorganized, cleaned and renovated, in order to host the **new mechanical department** of Fratelli Pettinaroli S.p.A.



The Pettinaroli “officina meccanica” was expanded so much in the past recent years. Its productivity increased, in order to face our ever-growing targeted investments, with the aim to guarantee full independence to our production.

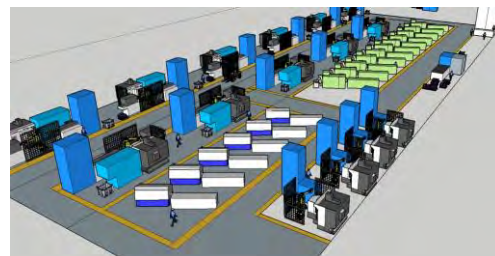


PRODUCTION INVESTMENTS:

LATHING DEPARTMENT

The relocation and expansion of our mechanical department is not the only investment made by Pettinaroli production-wise: it has been indeed the first step towards a **complete reassessment of our production facilities** on the occasion of the company 80 Years Anniversary (1938-2018), for a total value of **5 million euros** investment forecasted for 2018 and 2019 in the factory only.

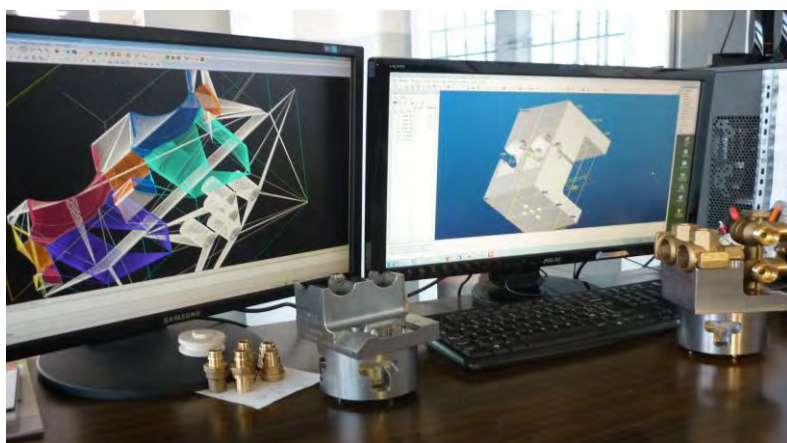
Within Autumn 2018, the **lathing department** will deeply change its appearance, also in view of the new robots and machines which have been already ordered and have been progressively entering our organization. To mention some of them: ultrasound washing machine, DVK transfer for fittings with robot, transfer for valves' bodies with robot, Mazak CNC for PICV components, optic measurement machine, new lubricant piping system, smoke extractors, and so on.



The new layout of our lathing department will comprise three main rows of machines, alternated with two large alleys, with dedicated pedestrian crossing areas for visitors, workmen and forklifts.



It works alongside with the other production divisions, mainly with lathing and assembling departments, in constant synergy with the **technical office** both for prototyping and for the realization of new products. This is the place where we internally manufacture our mechanical equipment and tools meant for multi-spindle machines, transfer robots, C.N.C. (Computer Numerical Control) and devices for the assembly of components. Here the so-called "**process engineering**" takes place, studying and programming the working cycles of our production. Technicians also provide constant support to the toolmakers for programming.



Today the mechanical department of Fratelli Pettinaroli is spread over an area of almost 1000 sq. meters. It consists of a considerable machinery

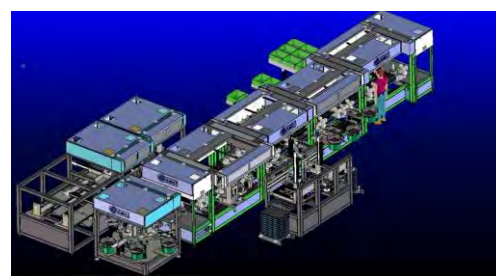


From left to right: Fabio Maruzzo (Head of the Mechanical Department) and Giulio Pettinaroli (Managing Director).

inventory, with applications that range from cutting to lathing and turning, from milling to grinding and sharpening, from soldering and brazing to the erosion processing, and so on. Moreover, in the last few years the **cast iron division** has also been added as a small production division in the heart of the mechanical workshop.

PRODUCTION INVESTMENTS: ASSEMBLING DEPARTMENT

Less radical but still consistent change will be made also in the second division of the company, the **assembling department**. A full reorganization of the central space will be implemented, in view of the coming of two new EL.MEC. machines, meant for a full-cycle assembly and testing of all our ball valves, of ½" and 1" respectively. Moreover, a supplementary modification will be made to their twin-machine for ¾" ball valves, which was purchased at the beginning of 2017 (see dedicated article on "Pettinaroli Group - The Chronicles, Issue Nr. 2, March 2017): such modification will consist of an extension of the machine with a dedicated module for the assembling of the ball with the valve's body.



Last but not least, our **manual assembling area** will be expanded too, meant for the assembly and testing of our mixing units for underfloor heating and PCS kits for fan coil terminal units.





80 years of experience at Mostra Convegno Expocomfort 2018

The inauguration of Pettinaroli 80th anniversary took place at **MCE (Mostra Convegno Expocomfort) 2018**, the global biennial event where companies in the HVAC+R and energy efficiency sectors gather and showcase the latest technologies, solutions and systems for smart buildings in commercial, industrial and domestic residential sectors. This year, the 41st edition of MCE (Pettinaroli is being exhibiting since the 11th edition in 1970) took place at Rho Fiera Milano fairground from Tuesday, March 13th to Friday, March 16th, hosting more than 1.800 brands in 16 pavilions, divided by sectors, and 162.000 visitors from 140 countries.



The modernized brand-new booth of Pettinaroli Group (pavilion 11, G41/H50) was spread over an area of 200 sq. meters, having “**experience**” and “**internationalization**” as its main themes.



A SYNERGETIC INTERNATIONALIZATION

MCE 2018 was opened with a **full-day seminar at the factory**. On Monday, March 12th Fratelli Pettinaroli S.p.A. had the pleasure to gather our worldwide sales team from Italy, Denmark, France, UK, Spain, Switzerland, UAE, United States and Latin America. Also a group of customers from the US (Jomar Group) was welcomed in San Maurizio d'Opaglio.



For the first time, almost all the representatives of **Pettinaroli Latin America** were together in Pettinaroli, sharing personal sales and market experiences.



Moreover, the busy week ended up with the pleasant visit of a consistent group of customers from **China**, visiting the factory on Saturday, March 17th.





For four days visitors from all over the world were received on the stand. The realization and installation of the booth was majestically managed by Federico Poletti (Advertising Manager), together with Stefano Vicario (Lab. Manager), Stefano Richetti (R&D), Rossano Zaffiretti and Gabriele Cozzi (production).



Three large meeting rooms, the reception, a refreshment area with food and beverages for visitors managed with the support of Imbarcadere Restaurant (www.ristorante-imbarcadere.it), six product-displays with our main product lines and a big screen at the entrance of the booth. Such display showed the technical video of our EvoPICV series and a new video which was specifically realized on the occasion of the company's 80th anniversary, shot and edited by Manuel Brusca and Marco Orbassano (www.actionmovie.it), with the help of the Pettinaroli staff. The video is now available on YouTube: ["PETTINAROLI GROUP: EVERYDAY CLOSE TO YOUR BUSINESS"](#).



Three main news were displayed at the show this year by Pettinaroli: the **DYNASTY** EvoPICV series 92, ball valve **S70** and **S70S** meant for VRF refrigerant gas applications, and Pettinaroli Smart Home **COMFORT IP** System. The dedicated video of Pettinaroli at MCE 2018 is also available on YouTube: ["MCE 2018 - FRATELLI PETTINAROLI"](#).

THE WORLD OF SMART HOME

Our new **Comfort IP System** was presented at MCE 2018: the home automation that integrates control functions of heating, air conditioning, lighting and home security.



The installation of each component using the **ALPHA IP app** is virtually automatic, as all the links of the devices are created automatically and operations, such as the setting of the required room temperature or the configuration of the heating profiles, are carried out via smartphone's touchscreen. At the touch of a button, it is possible to switch the heating to energy-saving mode in all rooms, whether you are using underfloor heating, radiators, electric heaters or a mixture of different systems. The English brochure is now available.





A DYNASTY of eighty years...



During the latest edition of Mostra Convegno Expocomfort in Milan, we officially announced and launched the **EvoPICV - DYNASTY series 92**: our new line of automatic balancing valves. It is the result of two years of research and development, hard work and efforts, for which we would like to express our gratitude to all the engineers involved. We believe that the Dynasty series 92 represents an important new milestone in the world of dynamic balancing.

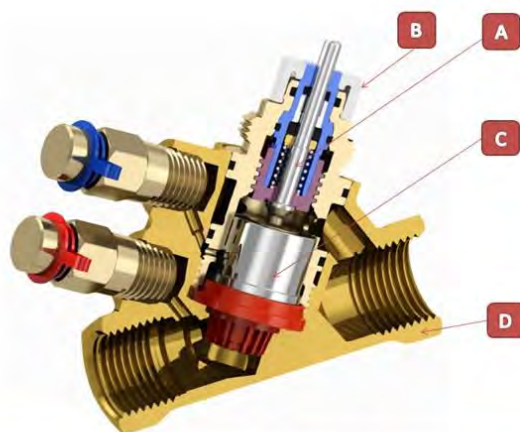
The Dynasty series 92's **compact design** makes it perfect for all the integrated installations in which space is tight, like fan coils and chilled beams. Due to its compact size, it has some different features, compared to the previous EvoPICV series 91/93:

- It has a linear characteristic curve.
- Presetting is done with a small gear that can no longer be accessed while the actuator is installed. The presetting gear acts by limiting the stroke of the shutter.

The new 92 most revolutionary feature, though, is its resistance to dirt. After extensive studies and thorough a prolonged testing in our lab, we can confirm that these valves are **"Dirt Free"**. The result of this huge process of R&D are a couple of patents, deposited both in the EU and in the US, which attest to the big innovation that this series represents.

The Dynasty series 92 complements and enriches our existing range of dynamic balancing valves and HVAC products. We aim to bring our customers the perfect valve, perfectly suited to the characteristics of the water and of the installation.

We are happy to announce that the **DN15** version will be available starting from June, while the **DN20** will be up for order in Autumn. Leaflets are already available. Technical data sheet will be available soon. Stay tuned!



Component	Material list
Regulating valve (A)	High performance polymer, stainless steel
Pre-setting knob (B)	ABS + PC
Cartridge with diaphragm (C)	High performance polymer, WMQ silicon, stainless steel, HNBR
Body (D)	Corrosion resistant brass CW602N
O - rings	EPDM-x

Δp max.	Close off pressure	Temperature	Working pressure max.	Stroke	Leakage
600 kPa	600 kPa	-10 ÷ 120 °C	2500 kPa	3 mm	class IV, IEC 60534-4
	1/2" F X 150 l/h	1/2" F X 450 l/h	3/4" F X 900 l/h	3/4" F X 1500 l/h	
Flow rate	150 l/h	450 l/h	900 l/h	1500 l/h	
Start up max.	25 kPa	35 kPa	25 kPa	30 kPa	
Connections	Rp 1/2" F	Rp 1/2" F	Rp 3/4" F	Rp 3/4" F	

PETTINAROLI

HVAC PRODUCTS

ENERGY FOR LIFE

EVOPICV

Pressure Independent Control Valve

The complete range of Pettinaroli Pressure Independent Control Valve can cover all your flow rate requirement from 15 to 500.000 litres hour with valves size from 1/2" up to 10".



NEW in 2018

DYNASTY

1/2" and 3/4" Compact design

Dirty free cartridge

Pre-setting easy and handy to set





The new CityLife of Milan

In 1906, Milan hosted one of the first editions of the Universal Exposition, which had “transportation” as its main theme. The reason for this choice was the opening of the Simplon Tunnel, until 1982 the longest railway tunnel in the world, connecting Italy to Switzerland through the Alps. Part of the site where the Universal Exposition was held became then the town’s fair district, for many years one of the most active areas of Milan. In 2007, after the creation of the new fairground, “Rho Fiera Milano”, in the area ground of the old fair district, “Amendola Fiera”, a new project of requalification of this side of Milan was started: the **Milan CityLife**, a new residential, commercial and business district which will be completed by 2020. The development is being carried out by a company controlled by Generali Group, that won the international tender for the redevelopment of the historic neighborhood of Fiera Milano with an offer of €523 million.



Rendering of the new CityLife of Milan, with the Three Towers and the new residential complex.

Three skyscrapers, which are certainly going to be included among the town’s symbols, are the heart of the new district. They are called **The Three Towers**: “Il Dritto”, “Lo Storto” and “Il Curvo”. Each was designed respectively by famous architects Arata Isozaki, Zaha Hadid and Daniel Libeskind.

The first building “Il Dritto” (Italian for “**The Straight One**”, because of its shape) is currently completed. It was designed by the Japanese architect Arata Isozaki in collaboration with the Italian architect Andrea Maffei.

SKY HEADQUARTERS

The towers of the CityLife are not the only project gained by Pettinaroli in Milan in the past recent years. The new headquarters of SKY Italy Television is another complex building supplied by Pettinaroli Italy with **1500 EvoPICV**; mechanical contractor Cesare Fumagalli S.p.A. and consultant Ariatta - Milan.



The headquarters of SKY television are located in the area of Milano Santa Giulia, close to the hamlet of Rogoredo. The overall complex consists of three buildings: the “technological space” is equipped for television production, while building 2 and 3 are basically offices. Building 1 is connected to Building 2, which is then connected to building 3 by a multi-storey bridge suspended above street level. The peculiarity of its structure and shape (foundation on jet-grouting, reinforced concrete, vertical and horizontal prefabricated structures, steel bridge), are meant to convey the idea of solid and technologically-advanced facility, as leading television company in Italy and Europe.



This building is the tallest to the roof in Italy at 207 meters; since, according to Milan's tradition, no building can be taller than the one on which the famous "Madonnina" is placed, a copy of the statue has been hoisted on its roof. This skyscraper, with its 50 floors having a total capacity of 3800 people, operates now as seat of the German company Allianz. In 2013, Isozaki Tower was supplied by Pettinaroli with **3000 valves**, including Filterballs and shut of valves.

The second tower, designed by the Iraqi architect Zaha Hadid, is still under construction and, according to recent news, it will be ready by the end of this year. Its geometry is that of a warping shape and this is why it was given the nickname "Lo Storto" (Italian for "**The Twisted One**"). Pettinaroli won this project in Autumn 2015, with M&E contractor Franco Longhi S.p.A. Hadid Tower is the largest project ever won by Pettinaroli in Italy: more than



5000 by-pass kits with EvoPICV series 91 and JCI actuator (0-10 V), for a total value of over 500.000€. Our PCS kits have been gradually supplied in the last 24 months. The tower will host insurance company Generali.

The constructions for the third tower have just started between the end of 2017 and the beginnings of 2018. It will be called "Il Curvo" (Italian for "**The Curved One**", because it will have the shape of an arch), designed by another leading figure of international architecture, the Polish-american architect Daniel Liebeskind. Just like Zaha Hadid, Liebeskind not only designed one of the towers, but also the surrounding residential complex.

The Milan CityLife overall project involves the construction of three skyscrapers, with dedicated areas for offices, stores, restaurants and services. The luxury residential area will cover about 164.000 square meters, with around 1300 apartments. In addition, more than 50% of the available area is dedicated to green spaces. Further to the existing public transportation network, the CityLife area is now served by a new extension of the metro line 5, with a dedicated station at the center of the "Piazza Tre Torri".

UNICREDIT TOWER

Another important symbol of the city of Milan, where Pettinaroli valves have been installed, is represented by famous UniCredit Tower in the area of Porta Nuova - Garibaldi district. This is indeed the largest urban redevelopment project ever carried out in the center of Milan and among the main ones at the European level: over 290.000 square meters and 31 floors high.



A project run between 2009 and 2012, UniCredit Tower has immediately become the symbol of a changing city and the emblem of the whole redevelopment project of the district. Pettinaroli S.p.A. managed to have **5000 valves** installed, including Filterballs and shut off valves.





ASHRAE 2018 in Chicago: a window on the American market

ASHRAE, founded in 1894, is a global society focused on building systems, energy efficiency, indoor air quality, refrigeration and sustainability within the industry.



The 2018 edition of the yearly American convention and trade-fair took place from Monday, January 22nd to Wednesday, January 24th in Chicago (IL). As usual, for our sister-companies **HCi** (*Hydronic Components Inc.*) and **Jomar Valve**, it represented an important occasion to meet and welcome both historical and potential customers, not only from the North American markets but also globally.



After moving north from Las Vegas (2017) to Chicago (2018), in 2019 ASHRAE will be held again in the south, taking place in **Atlanta (GA)**, January 14th-16th 2019.

JOMAR VALVE NEW T-SS-1000N-4B

New configurations of the ever popular Jomar T-SS-1000N-4B include a labor reducing square flange and an added port that can be used for hydrostatic relief and/or bleed lines.



Both of these new features reduce cost, labor, leak points and space in Bobtail and Transport Truck construction. The next generation T-SS-1000N-4B configurations incorporate these new advantages while still maintaining all of the superior features and benefits of the original T-SS-1000N-4B.

New T-SS-1000N-4B will be officially presented by Jomar Group at **NPGA show in Atlanta**, next April 6th-8th.





Fratelli Pettinaroli awarded as one of the 500 best Italian SME

Fratelli Pettinaroli was recognized as one of the 500 best small and medium sized Italian companies by “**Economia**”, the business and economics section of “**Corriere della Sera**”, the biggest daily Italian newspaper.



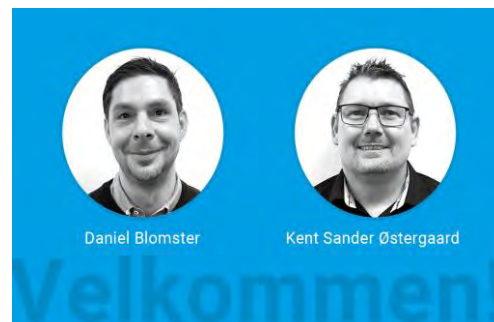
The selection was done in cooperation with Italy Post and based on the analysis of the financials of more than 15.000 companies, with a yearly turnover between 20 and 120 million euros. The criteria were: growth rate, solidity, revenues and investments in R&D, technologies and HR. In the last six years our company had an average growth of the turnover of **8,52%**.



We are pleased to be counted among the **innovators** and “**champions**” of the Italian industry for a recognition that rewards the hard-work and efforts of all our staff, partners and collaborators.

PETTINAROLI DENMARK STRENGTHENS ITS SALES DIVISION

The constant demand for Pettinaroli quality products rises. This is the reason why we have been strengthening our sales channels worldwide. Recently in Denmark, two new men joined our team.



Daniel Blomster is the new sales consultant covering Zealand (Copenhagen) and islands, complementing sales consultant Bjarne Hattens in the daily work with our Nordic customers. Daniel comes from a position as an internal salesman at Brødrene Dahl A/S. He is a qualified plumbing engineer with 13 years of experience in the plumbing industry. He currently lives in Rødovre with his two daughters.

Mail contact: dabl@pettinaroli.dk

Kent Sander Østergaard now replaces sales consultant Søren Harhorn for central & north Jutland. Kent is a trained mechanic and has been independent for 20 years with a boat company. He lives in a farming area in Vesthimmerland with his wife and three children.

Mail contact: keso@pettinaroli.dk

The new Pettinaroli Catalog 2018-2019 is now available in double language

An update of our General Catalog 2018-2019. Product descriptions in Italian and English.
Sections: WATER, GAS, HEATING, MANIFOLDS, FITTINGS.



Pettinaroli Group – The Chronicles, Issue Nr. 6 will be available in July 2018.

We wish you and your family a Happy Easter 2018!