

the Chronicles



Dear readers,

Eighty years of perseverance, tenacity, honesty and rectitude. I have been working here for 73 years and I am very proud of the great respect that many people have for me. Thus, once again, I want to extend my gratitude to all those who have assisted me in my work during all these years. All the **employees**, in the offices and in production, some of whom even exceed 30 or 40 years of collaboration. The **customers**, who have always respected us. The **key suppliers**, ever impatient to meet me. And, above all, a special thanks goes to my niece and nephews: **Maria Pia, Ugo and Giulio**, who not only are excellent entrepreneurs, but for me they are like my children. I would like to mention the three core values that I learned in my work and which I have always tried to pass down: (1) never give up, (2) do not put off till tomorrow what you can do today, (3) honesty and rectitude. I really hope and believe that my **grand-niece and nephews** will know, too, how to apply these principles, both in work and in private lives, following and carrying on everything we have done in the past, to be always appreciated and respected by all.



Laura Fortis Pettinaroli

Eighty years of history are many.... In the style that has always distinguished the Pettinaroli company and which is based on the mindset that "work can never be separated from passion", we are about to celebrate this anniversary, together with our workers and friends, customers and strategic suppliers. An occasion to meet and share our common values, always convinced that "**people make the real difference** for the success of a company.



Giulio Pettinaroli

This celebration represents for us quite an important milestone and, honestly, I cannot believe I have



been working in Pettinaroli for half its history. There are no special secrets, but working every day like the first, with the same passion, enthusiasm and innovative visions, striving for a better and brighter future. We must never give up, indeed, we must always fight to ensure the top quality for our products, the best customer service, the highest level of productivity. My message to our workforce in Italy and around the world is to be committed every day with **spirit of cooperation**, in order to be second to none. The advice and suggestions I want to address to our young third generation team, is to anticipate change rather than simply react to it: **Think the Unthinkable** and make it happen before our competitors! Always try looking far ahead to lead the Pettinaroli sailboat towards the next important milestone: the 100 years celebration, keeping those deep values and visions that, since its foundation, make our family company special and unique.

Ugo Pettinaroli

The eightieth anniversary is a remarkable landmark for Pettinaroli. It prompts us to take on **projects** with new momentum. While our thoughts are filled with memories, with renewed passion we are looking ahead to the future, aiming for growth, for new markets and new records. Not only for the sake of our **employees**, but also for the sake of our entire **region**. We are aware that we are tasking the future generation with an important mission, which can be very onerous but also very engrossing and rewarding.



Maria Pia Pettinaroli

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Fratelli Pettinaroli proudly approaches the
80th Anniversary Celebration...



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*Group picture of the Pettinaroli family
together with the whole staff of Fratelli Pettinaroli S.p.A.
and TSM Galvanocromo S.r.l. - (April 2018).*



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CEIR Congress in Gardone Riviera: European valves spoke Italian in June 2018

The annual Congress of **CEIR**, the European Association for the Taps and Valves Industry, took place in Italy from Wednesday 6th to Friday 8th, June 2018. As a matter of fact, the presidency is currently in charge of **Ugo Pettinaroli** for the present two-year period, as representative of the Italian association AVR/ANIMA, among the 13 national association members. Italy plays indeed a highly significant role within the European Committee, also confirmed by the constant top position detained by Italy over time in the classification of the three referring product-categories: **industrial valves, sanitary valves and taps, building valves**.



*CEIR President Ugo Pettinaroli
during CEIR Congress 2018's opening speech
at Hotel Savoy Palace in Gardone Riviera (BS).*

Location of the meeting was the historical **Hotel Savoy Palace**, based in Gardone Riviera (lake Garda) in the North-East region of Italy. The program included institutional meetings of the Board, of Marketing and of Technical Committees, followed by the General Assembly. Special emphasis was given to the **Conference Day**, scheduled on Thursday, June 7th, with interesting speeches of Italian and European personalities, guests in the event. Issues on the table scheduled during the summit

CEIR Congress 2018
Gardone Riviera Italy
Hotel Savoy Palace
6-8 June

sponsored by

Deloitte.

IAPMO

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Centri di formazione oggi per il domani

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mostra convegno expocomfort

NSF

THE EUROPEAN ASSOCIATION FOR THE TAPS AND VALVES INDUSTRY
www.ceir.eu

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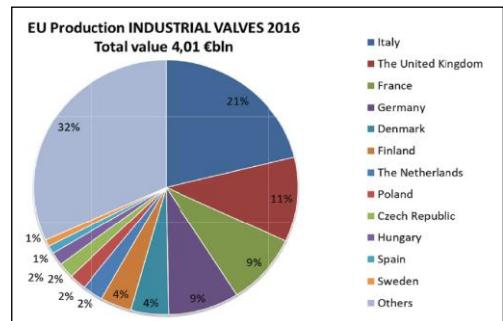
started from the analysis of the present geo-political international situation and legislation of materials in contact with drinking water. The morning session ended with the central panel discussion: "One certification, one test, throughout Europe". After the quick lunch break, the program carried on, with constructive interventions of prestigious speakers about energy efficiency and circular economy, robotics, trends of the valves' global industry within market opportunities and investments, followed by another panel discussion: "The future of the valve industry worldwide". The Conference Day of CEIR Congress 2018 ended with the closing speech of CEIR President, Ugo Pettinaroli, who stated the importance of **unity and cohesiveness** of CEIR national members to really focus on the main European subjects of our industry. The annual **CEIR Gala Dinner** was held on Thursday night at Hotel Savoy Palace, where delegates were accompanied by their spouses.



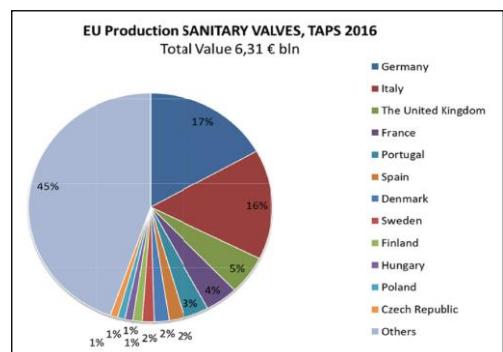
On Friday, June 8th, the large meeting room at Hotel Savoy Palace opened its doors again in the morning to host the **CEIR General Assembly**. The assembly focused on the outcome of the main technical and marketing activities which had been carried out in the last twelve months by CEIR major working groups respectively. President Pettinaroli and AVR Secretariat really made a tremendous job in the organization of the event and were thanked by all European members and international guests, like representatives from the American associations **PMI** (Plumbing Manufacturers Association) and **VMA** (Valves Manufacturers Association). In the afternoon, factory visits to **FONDITAL** and **EREDI GNUTTI** were scheduled. As a corollary of the event, a rich and interesting social program for participants' partners (including visits to Sirmione, Verona, Gardone and Salò) was planned for the whole period of the Congress. Next year, on June 17th-18th, **CEIR Congress 2019** will take place in Barcelona (Spain). Spanish association AGRIVAL will take care of the organization of the event, for a smooth transition of the charge, at the end of the two-year Presidency of Ugo Pettinaroli.

EUROPEAN PRODUCTION OF VALVES AND TAPS

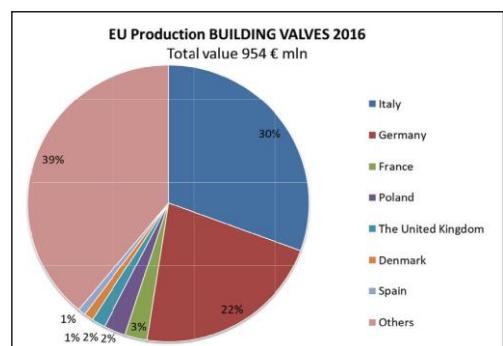
According to **EUROSTAT 2016 statistics**, the branch of European **INDUSTRIAL VALVES**, represented by CEIR, recorded a total production of 4,01 billion euro in 2016, so distributed according to member-countries:



As for the European **SANITARY VALVES AND TAPS**, the total production amounted 6,31 billion euro, which had the following percentages:



BUILDING VALVES (brass and bronze valves - Pettinaroli product range) recorded overall 892 million euro divided as follows:



the Chronicles



Marflow Hydronics Pettinaroli UK: our latest project references in England

Chase Farm Hospital - The supply of valves and assemblies for any hospital is always complex: Chase Farm in London was a challenge indeed. The first step was the identification of every terminal device, since hospitals can have a complete variety of flow rates. And so, Chase Farm Hospital does, with fan coil units, chilled beams, radiant panels, door heaters, heater batteries and air handling units, all requiring certain flow rates. But this is just the starting point for the process of sizing, as high insulations are used and, consecutively, there is a requirement for higher Delta 'T' in order to maintain energy efficiency of boilers: this is why **ultra-low flow rates** are usually required for these kinds of projects. Ultra-Low flow rates on manual balancing valves would not be normally achievable, but our Pettinaroli **EvoPICV model 91VL ½"** is a very good solution, mounted in a kit-assembly with a unique interchangeable venturi. Assisting the Contractor "Norsted" with the sizing, selection and terminal unit design, Marflow Hydronics has supplied more than **750 off assemblies** to Chase Farm Hospital Project, North London.



Nova Victoria - one of the largest projects made in London in the last two years was won by Marflow Hydronics Pettinaroli UK, with more than



4.000 assemblies. In this project, commercial and residential areas were supplied over a one-year period, totalling almost 1 million £. "Land Securities", one of largest developer for the projects in the UK, used Marflow Hydronics since "123 Victoria, 40 Strand and 110 Cannon Street". Formerly known as Victoria Circle and the successor to Victoria Transport Interchange 2, Nova Victoria's masterplan granted approval in 2009 forms the largest single planning consent from Westminster City Council to date. The project creates a well-designed urban environment whose benefits will extend well beyond the station, enhancing the public realm and architectural quality of the area.

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Shell House London

(the tower next to the London Eye)

636 EvoPICV on manifolds.

Chilled beam project.

Consultant: Hurley Palmer Flatt.

Contractor: Michael J Lonsdale.



Cabot House B Bristol

114 EvoPICV on valve assemblies.

Fan coil units project, two port control.

Consultant: Hoare Lea.

Contractor: MJN Colstons.



East Anglia House London

300 EvoPICV on ceiling mounted kits.

Fan coil unit project.

Consultant: Hurley Palmer Flatt.

Contractor: Mala engineering.



the Chronicles



Marflow Hydronics Pettinaroli UK: our staff in Hamstead - Birmingham

Richard Warburton

UK Operations Manager

richard.warburton@marflowhydronics.co.uk



Richard joined Marflow Hydronics in March 2011. He has built up considerable project management experience gained in a variety of engineering industries over the past 15 years and is responsible for production activities on site. Outside of work, Richard is a keen mountaineer and enjoys travelling in and around the UK and abroad.

Carmel Brown

Senior Administrator

carmel.brown@marflowhydronics.co.uk



Carmel joined Marflow Hydronics to support the sales and marketing functions. Outside of work she is in the process of renovating her home and enjoys many creative pursuits. She also has a keen interest in British history.

Tracey Cakebread

Administration Manager

tracey.cakebread@marflowhydronics.co.uk



Tracey has been employed by Marflow since March 2000. She has vast experience in the sales and purchasing administration. She has an interest in horses, and loves spending time with her daughters, who have their own horses too.

Kevin Rosser

UK Sales Manager

kevin.rosser@marflowhydronics.co.uk



Kevin has worked for Marflow since 2010, developing the sales of valve assemblies to both fan coil unit manufacturers and contractors alike. In partnership with **Martin Lowe** (Pettinaroli Group Consultant), Kevin has forged excellent relationships with the main fan-coil manufacturers in the UK and has succeeded in selling Pettinaroli valves on high profile buildings within the London area.

Paul Woodley

Customer Support Engineer

paul.woodley@marflowhydronics.co.uk



Paul joined Marflow Hydronics in March 2015 bringing with him over 35 years' experience in the plumbing, heating and HVAC industries. He is a qualified gas-safe technician and prior to joining Marflow Hydronics he worked for a major maintenance company. In his spare time, he is a keen motorcyclist and he enjoys building and flying RC aircraft.

Ian Harman

Estimating Engineer

ian.harman@marflowhydronics.co.uk



Ian was appointed by Marflow Hydronics in June 2012. He has over 25 years' experience

within the HVAC industry and uses his knowledge and experience to help create and develop packages to suit individual customer's needs. In his spare time, he is the manager of a successful, local junior football team.

Jacek Krzywda

Technical Support Engineer

jacek.krzywda@marflowhydronics.co.uk



Jacek joined Marflow in 2011. His main role is focused on developing control systems for valve applications. Away from the office, Jacek likes to read and enjoys getting out and about jogging, motorbike riding or cycling.

Nick Lewis

Assembly Team Leader

nick.lewis@marflowhydronics.co.uk



Nick has worked for Marflow Hydronics since 1998. He started out as an assembler and in the last couple of years has worked his way up to be the Assembly Team Leader. In his spare time, he has a keen interest in tropical fish, cold water fish and turtles.



the Chronicles



Fratelli Pettinaroli welcomes our Danish staff for the 80th Anniversary

In May 2018, we had the pleasure to welcome the whole team of **Pettinaroli Denmark A/S** in the Italian headquarters of San Maurizio d'Opaglio. Organized on the occasion of Fratelli Pettinaroli's eightieth year of activity, such incoming included a group of 15 people from the Danish staff, accompanied by their spouses or significant others, for a full-day visit of the factory plant.



Besides being a fantastic chance to understand and have a closer look at our whole manufacturing process, people of Pettinaroli A/S had the unique opportunity to meet in person all the Italian colleagues with whom they daily entertain mail correspondences.



After the brief seminar in the office, and the in-depth tour of the production departments at **Fratelli Pettinaroli**, the program continued in the afternoon with a visit to the near forging plant, **Metalli Pressati**, and eventually to **TSM Galvanocromo**.

OUR ANNUAL "ASSEMBLÉE GÉNÉRALE" IN CARMAUX

On May, Monday 7th and Tuesday 8th, Executive Officers of **Pettinaroli France S.A.S.**, Maria Pia and Ugo Pettinaroli, joined the team in Carmaux for the yearly two-day General Assembly of our French sister company.



*Our French staff in Carmaux.
From left to right: Jean-Charles Giovannini (Warehouse Manager),
Jonathan Dufresne (Warehouse), Bernard James (Warehouse),
Florence Fernandes (Sales Assistant), Veronique Santoul
(Account Manager), Sebastien Blondel (Operation Manager).*

During the meeting, **financial goals** and new **product developments** for 2018-2019 were evaluated and fixed. Moreover, on Tuesday May 8th, we also gave our welcome in Carmaux to David Julien, our South-West Sales Representative, with whom we had a strategic sales and marketing meeting.



The pleasant and fruitful visit ended up with a dinner in the beautiful historical city center of Alby with the whole French staff.

the Chronicles



NPGA registered nearly 3.300 participants in return to Atlanta!

The largest American trade show for the **liquid propane industry** was held for the last two years in Nashville, Tennessee, where it drew record numbers of more than 4.000 total attendees. From April 6th to 8th 2018, the three-day event was moved back to Atlanta, attracting 3.300 participants from 48 U.S. states and 31 foreign countries. In addition, the nearly sold-out 54.000 square-meter exhibition hall included more than 240 exhibiting organizations. NPGA will return to Atlanta on April 13-15, 2019. The event will move back to Nashville in 2020.



Our unmissable presence as **Jomar Valve** at NPGA turned out as a yearly occasion to meet partners, customers and friends in the LP gas industry from all over the US. President of Jomar, Paul Craig, and Vice President, Adam Stier, attended the exhibition, supported by our sales managers, Bryce Mainville and Dmitriy Mintsin. Also Mr. Ugo Pettinaroli (Chairman of the Board), with Luca Pettinaroli (Communication Manager), and Mrs. Elizabeth Martin (Vice-Chairman of the Board) joined the convention.



JOMAR AND HCI: NEW HIRES

BRIAN AICHELE

brian.aichele@jomar.com



RICK RANK

rick.rank@jomar.com



HCI has hired **Brian Aichele** to represent the company as a new **Regional Sales Manager**. Working in the commercial plumbing industry for 14 years, Brian brings extensive technical, customer service and sales experience. Throughout his career, Brian has worked in both plumbing wholesale distribution and manufacturing representative agency settings. With his industry knowledge, **HCI** is confident that he will help grow the company's market throughout North American regions.

Jomar is pleased to announce the hiring of **Rick Rank** as our **Quality Manager**. Rick holds a Bachelor of Science Degree in Engineering and has several years of experience in operational management as well as quality control. Based on his education and experience, we are hoping to improve our quality control processes as well as develop, apply, and maintain quality requirements and standards.

JOMAR AND HCI: FUTURE SHOWS

Our team looks forward to meeting you at our upcoming trade shows in North America!



the Chronicles



Pettinaroli trade-shows in spring 2018

AQUATHERM KIEV – May 15th-18th 2018

For the first time, Fratelli Pettinaroli decided to take part in **Aquatherm Kiev**, the largest show in Ukraine for heating, water supply, air conditioning and ventilation. Taking place in Kiev from May 15th to 18th, the event featured hundreds of domestic and international industry players who were keen to promote their latest products and technologies. In 2018, the event had more than 25.000 visitors and 570 exhibiting companies, representing more than 20 countries worldwide.



Our **Pettinaroli** stand covered an area of 15 square meters. It was set up with a personalized furniture, specifically designed for this exhibition by our marketing department in Italy. Thanks to the good position in the hall and to the marketing activities previously realized to promote our participation, during the four days of the event we received many visits from potential customers. Time will tell about the real outcome of the event; of course, now it is too early to see any results. Nevertheless, thanks to the essential support made by **Victor** and **Anton**, our official Ukrainian agents, and their daily work on site, we are sure that **Pettinaroli EvoPICV** will break into the Ukraine market very soon.



NORDBYGG STOCKHOLM April 10th -13th 2018

Nordbygg 2018, the biennial Northern Europe's largest and most important construction industry event, gave a perfect grasp of developments in the construction, building services installations and real estate industry. More than 900 exhibitors from over 30 countries were taking part with exciting innovations, smart solutions and new ideas.



From April 10th to 13th, our Danish colleagues André, Sune and Einar kept the Pettinaroli Group's flag flying in Sweden. We participated with a stand, showing the latest news from underfloor heating systems to balancing valves. **Pettinaroli Denmark** had several interesting meetings with as well potential customers and existing ones. Even some of our competitors came to visit the stand to see the latest news from Pettinaroli.



Our Danish sales staff at Nordbygg 2018.
From left to right: Einar Ottosen, Sune Boesen, André Bekke.

the Chronicles



ISH BEIJING – May 22nd -24th 2018

Our usual yearly meeting at **ISH China** (China International Trade Fair for Heating, Ventilation, Air-Conditioning, Sanitation & Home Comfort Systems) took place in Beijing, from May 22nd to 24th. Our loyal



customers came from all over China to see the latest products and news displayed by Pettinaroli, with the precious contribution of our partners from **HEITZ** who took care of the overall logistic and booth set up, aligning its design to the one we presented at MCE 2018 in March, with our company Eightieth Anniversary as the main subject. As always, the booth was shared with our German friends from **Maincor** (pipes) and **Möhlenhoff** (regulation). ISH Beijing 2018 recorded a breaking attendance of more than 61.000 domestic and international visitors, with a 18.2% increase from previous edition.

BUILDEX SHANGHAI – May 31st -June 2nd 2018

On the occasion of Fratelli Pettinaroli's Eightieth Anniversary, this year our business partners from **HEITZ** decided to take part to another essential event for the market of plumbing and HVAC in China. **BUILDEX CHINA** is indeed a leading professional exhibition in China for the building water supply and drainage industry, which hosted this year 287 global exhibitors who gathered and displayed over 6.000 high quality products and equipment. 27.000 professionals from home and abroad attended the exhibition.



REFRI AMERICAS PANAMA

May 30th-31st 2018

For the second consecutive year, **Refri Americas** turned out to be a great show for Pettinaroli's HVAC business in the Caribbean area. A two-day event, including the trade fair and the convention with training classes for engineers, Refri Americas 2018 was held from May 30th to May 31st at the Atlapa Convention Center in **Panama City**, Panama. Even though it was quite a small event (if compared to the major international shows such as AHR, ISH or MCE), hosting 31 exhibiting companies in one hall only, Refri Americas 2018 really focused on the specific business of **refrigeration** and **air conditioning**. In June 2019, the show will be moved to Miami, Florida (USA).



Alberto Calderano and Luca Pettinaroli attended the exhibition with a small booth of 9 square meters, sided by our partners Santiago and Cesar from Colombia, welcoming all the guests and many potential customers. Moreover, the business trip in Panama City ended up with a full-day visit of our main ongoing projects in the area, such as the construction site of the new **Terminal 2 at Panama Airport Tocumen** (see "Pettinaroli Group, The Chronicles – Issue Nr. 4") where we installed our products in the largest district cooling of Latin America.

The new *NPT Catalog 2018* is now available!!

A revision of our NPT Pettinaroli/Jomar Catalog for the Latin American markets
is available in double language (Spanish and English).



Pettinaroli Group – The Chronicles, Issue Nr. 7 will be available in December 2018.

We would like to remind you that Fratelli Pettinaroli S.p.A. will be closed from August 8th to September 2nd, 2018. We wish you and your family a pleasant summer vacation!!