

the Chronicles



Dear readers,

Pettinaroli group 2018 performance was quite positive. The actions taken in several markets contributed to increasing the group turnover, in line with the budget and the expected operating profit, in spite of the very aggressive competitors and very low-price levels.



Some of the key achievements were: increasingly investing in the **development of new products**, continuous **improvements in our production lines** (thanks to Industry 4.0), becoming the leading Italian manufacturer of **energy-saving valves**, and distributing our products **worldwide**, with at least 80% of the turnover sold through our own companies.

Latest news: Pettinaroli Group was selected and **awarded as one of the "champions"**, among the top manufacturers of the Piemonte region. The company rating is double A (AA), granted on strict parameters, like a steady growth for the last 3 years, with the E.B.I.T.D.A. higher than 10%.



But despite the good performances, considering the market negative trends and the possible threats ahead, the board has decided to be very vigilant and to implement the following actions for the next 3 years:

- Start a deep **risk analysis** in all the companies of the group, coordinated by the mother company.
- Increase the **turnover in North America** as well as in the new **emerging markets**.
- Laying the groundwork for a continuous and **steady growth**.
- Launch **new products**, like our new UFH stainless steel manifold, the reengineered PA66 plastic manifold, the Smart-Home Pettinaroli Comfort IP, and many more.
- Improve our service and deliveries** with a stronger control and selection from our quality department on the logistics of the supply chain.
- After completing the **"TESAR"** smart scheduling of the production, start the implementation of a new central and divisional **ERP**.

Turning these dreams into reality will be the big challenge for **all our staff and companies worldwide**. Without them, these ambitious projects would not be possible. The guidance of the Pettinaroli family and the **strong team spirit**, at all levels of our organization, will make the impossible possible.

Thanking all our dedicated workers, strategic suppliers, distributors and customers all over the world for the unceasing support and close cooperation, we wish you a **Happy Easter 2019!!**

Ugo Pettinaroli – CEO

On behalf of the whole Pettinaroli family



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 2019

DYNASTY

1/2" and 3/4" Compact design
DIRTY FREE CARTRIDGE
(Patented)

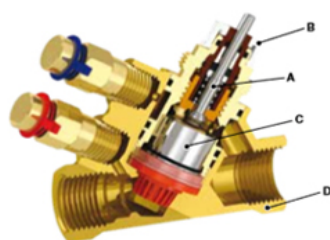
Pre-setting easy and handy to set





New DYNASTY, series 92: the smart, compact, durable EvoPICV

During MCE trade-show 2018 in Milan, a year ago, Pettinaroli officially presented the $\frac{1}{2}$ " sizes (available in two models: 92VL $\frac{1}{2}$ " with max flow-rate 150 l/h, and 92L $\frac{1}{2}$ " with max flow-rate 450 l/h) of the **EvoPICV - DYNASTY series 92**, our new compact Pressure Independent Control Valves. Pettinaroli is now production-ready also with the $\frac{3}{4}$ " sizes (again, in two models: 92L $\frac{3}{4}$ " with max flow-rate 1000 l/h, and 92H $\frac{3}{4}$ " with max flow-rate 1850 l/h), which were officially displayed on our booth at ISH Frankfurt 2019, last March.



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 / 6 bar	600 kPa / 6 bar	-10 ÷ 120 °C	2500 kPa / 25 bar	3 mm	Class IV IEC 60534-4

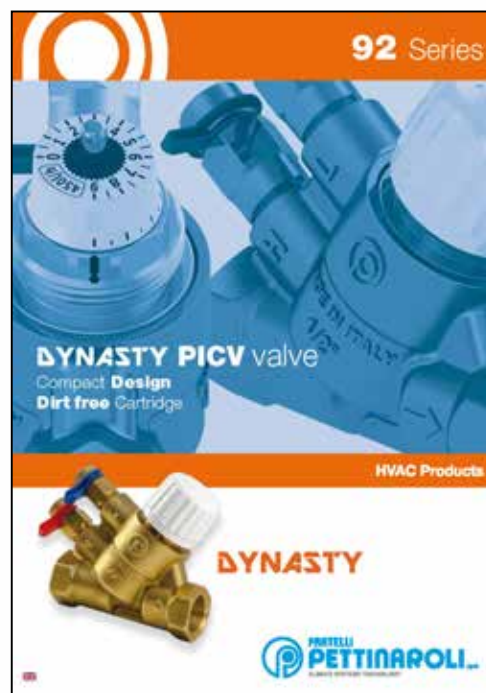
	92 VL $\frac{1}{2}$ "	92 L $\frac{1}{2}$ "	92 L $\frac{3}{4}$ "	92 H $\frac{3}{4}$ "
Flow rate max.	150 l/h 0,042 l/s	450 l/h 0,125 l/s	1000 l/h 0,278 l/s	1850 l/h 0,514 l/s
Start-up max.	25 kPa 0,25 bar	35 kPa 0,35 bar	25 kPa 0,25 bar	30 kPa 0,30 bar
Connections	Rp $\frac{1}{2}$ " F EN 10226-1	Rp $\frac{1}{2}$ " F EN 10226-1	Rp $\frac{3}{4}$ " F EN 10226-1	Rp $\frac{3}{4}$ " F EN 10226-1

NPT versions available

The Dynasty series 92's **compact design** makes it perfect for all the integrated installations in which space is tight. Its essential features are:

- **DIRT-FREE** cartridge,
- **LINEAR** characteristic curve,
- **INTERNAL PRESETTING** with stroke reduction of the valve,
- **THERMAL** and **ELECTRO MECHANICAL ACTUATORS** available.

The new 92 most revolutionary feature is, in fact, its resistance to dirt. After extensive studies, between December 2018 and February 2019, Pettinaroli run in its laboratory the CWT, a prolonged test with "contaminated water" (consisting in 100.000 on/off cycles of each valve), overcoming in the end 900 ppm of iron oxide injected in the water. For this reason, we can confirm that the cartridge of this valve is really "**Dirt Free**". The result of this huge process of research and development licensed Pettinaroli with a patented product, both in Europe (IT1428884 / EP3067772B1) and USA (US9910447B2).



The **leaflet** in English of the new DYNASTY, is now available. The official **technical data sheet** is available as well, in three languages (English, French, Italian). Brand new gadgets, like our **smart USB flash-drive** of the $\frac{1}{2}$ " version, are waiting for you on our booth during our next trade-shows.



We are really proud to bring to the market a **SMART, COMPACT** and **DURABLE** Pressure Independent Control Valve, perfectly suited to the characteristics of the water and of the installations. Further models to extend our series 92 will be available soon.



ISH Frankfurt 2019: the world's largest trade-show

The usual presence of Pettinaroli at **ISH Frankfurt** turned out both busy and positive. All our Export Managers, as well as technicians and people from the advertising and communication departments attended the show, which for the first time did not run during the weekend, taking place from Monday 11th to Friday 15th of March.

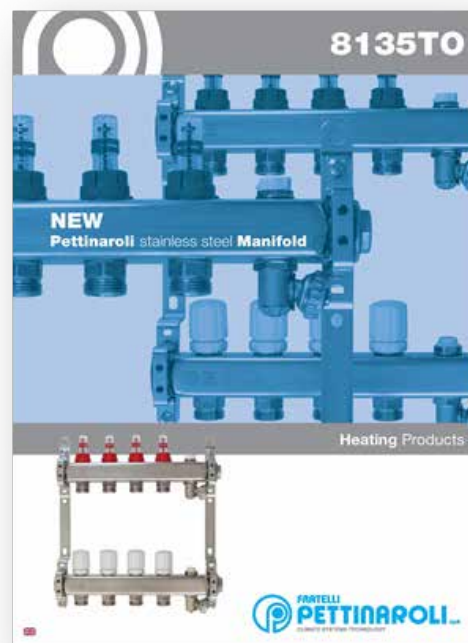


The layout of our “**blue-stand**” was designed internally by Federico Poletti (Advertising Manager) and Stefano Vicario (Laboratory Manager), who were helped by Stefano Richetti (R&D Global Manager), Kim Pedersen (CEO - Pettinaroli Denmark) and Henrik Kristiansen (Purchasing Manager - Pettinaroli Denmark) to fix it up a week before the start of the fair. The booth was located at **Hall 9.1 at D24**, covering a surface of 100 square meters.



NEW PETTINAROLI STAINLESS STEEL MANIFOLD

At ISH Frankfurt 2019, we officially presented our new **8135TO series**, the first Pettinaroli stainless steel manifold.



Pre-assembled manifold with balancing flow meters made in stainless steel AISI 304L for underfloor heating and radiators systems. Available from 2 to 12 loops, it comprises:

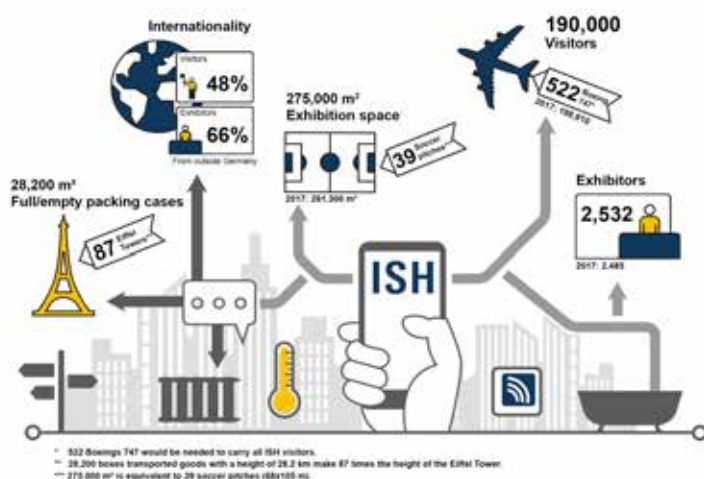
- Supply manifold with balancing valves and flow meters,
- Return manifold with shut-off valves,
- Drain cock and manual air vent,
- 2 complete brackets,
- 2 self-sticking labels for circuits' identification.



Five days at the show represented, of course, a platform for Pettinaroli to meet our main distributors from all countries, but also an occasion to recollect the needs, the suggestions and some technical proposals from various markets, which gave the usual bread-and-butter to our Italian ever-active **R&D Department**.

The large TV screen positioned on the frontal panel of our booth at ISH 2019 showed the latest corporate videos made by Pettinaroli, including the brand-new video [Pettinaroli Industrial](#) [click on the link to see a preview], which will be soon available on our official channels.

ISH Frankfurt 2019 restated its position as the world's largest and most important trade fair for **HVAC & Water Technology**. It set trends for modern bathroom design, sustainable heating and air-conditioning technology as well as intelligent home systems. With over **2.500 exhibitors** (including global market leaders and technological pioneers) and almost **200.000 total visitors** registered, ISH revealed as a unique platform to launch new product innovations. It incorporated the newly constructed Hall 12 at the Messe Frankfurt Exhibition Center which, along with Hall 11, provided a dedicated space to showcase the latest innovations in heating technology. Meanwhile refrigeration, air-conditioning and ventilation were located in Hall 8, while home automation, energy management and control technology were displayed in Halls 10.2 and 10.3. The ISH Water and Bathroom Design sections occupied the largest pavilions from Hall 1 to Hall 5, focusing on sustainable water and wastewater technologies, intelligent water management systems, and the latest in ultra-modern bathroom design.



NEW PETTINAROLI MODULAR PLASTIC MANIFOLD

ISH was also an occasion to display the ultimate revision of the ever-popular **MODUSYS (K7510TO)**, our modular distribution manifold, with new terminal set.



Pre-assembled modular PA66/brass manifold for underfloor heating systems. Available with 2, 4 and 6 ways (more ways can be added on site), pre-assembled and tested, it is made of:

- Supply manifolds with balancing valves and flow meters,
- Return manifold with thermostatic valves,
- Cataphoresis-coated steel brackets,
- Self-sticking labels for circuits' identification,
- Terminal set with thermometer, automatic air vent and draining valve.



ASHRAE Atlanta 2019: a window on the American market

Founded in 1894 as a global society focused on building systems, energy efficiency, indoor air quality, refrigeration and sustainability, this year **AHR Atlanta 2019** (January 14-16) registered more than 45.000 attendees, with 1.809 exhibitors totally, 496 international companies from 35 countries and 107 first-time exhibitors. A lot has changed since the show was last held in Atlanta 18 years ago. The return to Georgia brought with it 30% more event space.



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, from both North America and other export markets. In 2020, ASHRAE will stay in the south, taking place from February 3rd to 5th in Orlando, FL.



HCi Regional Sales Managers. From left to right:
Brian Aichele (Central), Jeff Reardon (East), Mike Hladik (West).

JOMAR/HCi Trade-Shows 2019

From March 4th to 7th, Chuck Haik participated at **CGA (Canadian Gas Association)** trade-show in Ottawa, Canada.



From April 13th to 15th Jomar reconfirmed its presence at **NPGA**, the National Propane Gas Association's trade-show, which was held for the second year in Atlanta, GA.



Jomar Group looks forward to meeting you again at our next 2019 shows:

Event	Location	Date
AGA	Nashville, TN	April 29 - May 3
WSA Annual Meeting	Napa, CA	May 22 - May 24
NCWA	White Sulphur Springs, WV	June 3 - June 4
WANE Leadership Conference	Baltimore, MD	June 10
IWA Convention	Amelia Island, FL	June 22 - June 25
NETWORK2019	Washington D.C.	September 25 - September 27



JOMAR Group: staff changes and new hires 2019

Jomar Group is proud to announce the promotion of **Noah Dinger** to *VP of Sales* for our plumbing and industrial divisions. Jomar prides itself in recruiting and developing individuals with a high degree of integrity and outstanding talent. Noah Dinger is no exception. After six years and multiple roles within the organization, it has been clear that his efforts and drive to win have been key contributing factors to our company success in the segments he manages. Noah currently leads a team of five Regional Sales Managers across the country. Under his leadership, they have tirelessly built a top-notch sales representative network that supports our group in giving unparalleled service to our distributor partners. Noah's ability to effectively manage Regional Sales Managers, while maintaining and developing strategic partnerships with distributors, have been important contributions to our company's exceptional growth.



Jomar Group is proud to announce the hiring of **Lauren Berenato** as *National Specifications Manager*. Lauren is very well known and respected in the industry from her previous career. Her efforts and success with the Circuit Solver makes her an ideal fit for our team. Lauren's impressive education boasts a B.S in Industrial Engineering from Lehigh University, a J.D. from Widener University

School of Law, and a Master Degree in Patent Law from Notre Dame. For more than five years, Jomar has been positioning our product line to service more of the commercial and mechanical market places. Lauren's role will be to support our existing Regional Sales Managers by getting our brand specified in top engineering and design build mechanical contractor firms in the country. In recent years, we have invested much in ASA (American Supply Association) and all their regional affiliates to support and strengthen our distributor relationships. Further, we are one of only five valve manufactures in the MCAA (Mechanical Contractor Association of America) where mechanical and commercial contractor relationships have been our main-focus. Lauren's demonstrated success within the engineering community in very specialized roles will help connect the dots.

John Keep has been hired as *Marketing Specialist* at Jomar. A graduate of University of Detroit Mercy in Digital Media Studies with a minor in Business, John has several years of experience in marketing including photography, videography, content, artwork, and social media strategy.



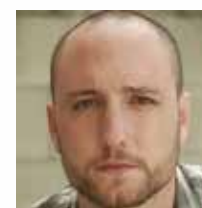
Alexandra Page joins our *Customer Service Inside Sales* team. A graduate of Michigan State University in Adv. Management and Public

Relations, Alex is interested in expanding her knowledge in Customer Service. She will also assist Marketing with various duties such as e-Blasts, swag, etc.

Steven Kwon starts as *Quotations Specialist* at HCi. Steven graduated from Wheaton College with a degree in Mathematics. Having



extensive knowledge in Microsoft Excel and Data Analysis, Steven's passion for client service will make him a great asset to HCi.



Benjamin Stewart has been promoted to *Product Specialist*. Ben has been with Jomar since 2015 (apart from his hiatus for a year) and

has been trained in both Jomar and HCi. With his knowledge and skillset, he will be able to help both teams in Customer Service.



Pettinaroli returns to Madrid... *Climatización & Refrigeración 2019*

Organized by IFEMA, **C&R 2019** took place in Madrid from February 26th to March 1st, registering a growth of 11% compared to its previous 2017 edition. After a step-back from the show 8 years ago due to the fierce crises that deeply affected the Spanish national economy, Pettinaroli came back to Madrid with a stand of 120 square meters located in Hall 10 (booth nr. 10E16).



In parallel with the momentum of dynamism that our industry is currently experiencing in Spain, *Climatización & Refrigeración 2019* celebrated one of its most successful and representative editions, reconfirming itself as one of the leading European trade-fairs for air conditioning, heating, ventilation, industrial and commercial cooling.

Pettinaroli Group was well represented by a skillful team who educated visitors and engineers about the multiple applications of our latest HVAC Pettinaroli range and kits configurations, which were all displayed on the booth with packages including insulating cases and flexible hoses. The presentational video of the range (shot and edited by **Latin Press Media & Events**), presented by Pettinaroli's Sales Director of Spain and Latin America **Alberto Calderano**, is available on YouTube:

[Visita a Pettinaroli durante Climatización y Refrigeración, Madrid 2019](#)



From left to right: Jordi Fradera (Business Development Manager - Spain), Luca Pettinaroli (Corporate Communication Coordinator), Alberto Calderano (Sales Director - Spain & Latin America), Federico Poletti (Advertising Manager), Stefano Vicario (Lab. Manager).



Pettinaroli ultimate EvoPICV range with demo kit.



EvoSIX range (Pettinaroli six-way valves), Filterballs, butterfly valves and static balancing range.



PCS kits (Pettinaroli Commissioning Solution) with insulating cases and flexible hoses



PICV & PCS KITS - PROJECT REFERENCE

ITSE - edificio C (Istituto Tecnico Superior Especializado)
2019 - Ciudad de Panamá (Panamá)

Hotel Camino Real Antigua Guatemala
2019 - Antigua Guatemala (Guatemala)

Clinica Corachan
2018 - Barcelona (España)

Residencia C/Viriato
2018 - Barcelona (España)

Torre Amelie
2018 - Rosario (Argentina)

Universitat UAB - Universitat Autònoma de Barcelona (Facultat de Medicina)
2018 - Bellaterra - BCN (España)

Residencia estudiantes Campus Sud
2018 - Barcelona (España)

Nuevo Hospital Clínico Félix Bulnes
2018 - Santiago de Chile (Chile)

Expansión del Aeropuerto Internacional de Tocumen (Terminal 2)
2018 - Ciudad de Panamá (Panamá)

Nuevo Hospital de Salamanca
2018 - Salamanca (España)

Hospital Israelita Albert Einstein (HIAE) unidade Pinheiros
2018 - Sao Paulo (Brasil)

Hotel Alba Caracas
2018 - Caracas (Venezuela)

Hotel One - Grupo Posadas
2018 - Tijuana (México)

Hospital Universitario El Bosque Compensar
2018 - Bogotá (Colombia)

CONMEBOL - Confederación Sudamericana de Fútbol
2017 - Asunción (Paraguay)

Hotel Marriott Medellín
2017 - Medellín (Colombia)

Hotel Spa7 Pines Resort Ibiza
2017 - Ibiza (España)

Hotel Conrad Karibana
2016 - Cartagena de Indias (Colombia)

Hospital de Antofagasta
2016 - Antofagasta (Chile)

Clinica Pediátrica Colsanitas
2016 - Bogotá (Colombia)

Base Naval hispano-estadounidense de Rota NAVSTA ROTA
2015 - Cádiz (España)

Hospital Universitario Fundación Santa Fe de Bogotá
2015- Bogotá (Colombia)

Centro Comercial Primavera
2015 - Villavicencio (Meta) (Colombia)

Centro Comercial Viva Barranquilla
2015 - Barranquilla (Colombia)

Oficinas MAPFRE
2015 - Asunción (Paraguay)



Fratelli Pettinaroli awarded again as one of the 500 best Italian companies

For the second year, Fratelli Pettinaroli had the great honor to be selected among 15.000 small and medium sized Italian companies and was awarded as a national "Champion" by "L'Economia", the business and economics section of "Corriere della Sera" (the most popular daily newspaper in Italy). The awarding celebration was held at prestigious Palazzo Mezzanotte in Milan, on March 15th.



The selection was done by **Italy Post Study Center**, an Italian research institute that contributes to divulgate the knowledge of the business world, through statistics and analysis, but also by organizing dedicated festivals and events. The aforementioned selection was based on the analysis of the financial results in the last six years (processing the balance sheets from 2013 to 2018) 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 almost **10%**.



AVR: GENERAL ASSEMBLY AT KILOMETRO ROSSO

On April 12th, President Ugo Pettinaroli successfully organized the yearly General Assembly of **AVR** (the National Association of the Italian Taps and Valves' manufacturers) at **Kilometro Rosso**, a well-known innovation district located in the heart of Lombardy Region. The main subjects discussed during the assembly were "**innovation and best practice**" for the future trends of the mechanical industry. The meeting ended with a visit to the factory plant of ABB Italy, in Bergamo.



PETTINAROLI FRANCE ASSEMBLÉE GÉNÉRALE 2019

The month of March ends with our usual yearly **General Assembly of Pettinaroli France** in Carmaux. Ugo, Maria Pia, Francesca and Luca Pettinaroli joined our French team for two fruitful days of meeting. Besides the financial revisions and the analysis of our 2018 balance sheet, during the meeting our team fixed the marketing and sales strategies for the months to come. More news will be available soon.





As a matter of fact, from such statistics the region of Piedmont emerged as one of the most concentrated areas where many of these companies are based. For this reason, Italy Post Study Center together with "Regione Piemonte" (the regional government of Piedmont) organized a second celebration, which was held on Monday, April 15th. **Marco Pettinaroli** (Production Supervisor) and **Luca Pettinaroli** (Corporate Communication Coordinator) attended the convention, representing the third generation of Fratelli Pettinaroli.



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 all over the world. This is the reason why we want, once again, to thank everyone involved in our business for the continuous support.

FRATELLI PETTINAROLI REINFORCES ITS MARKETING

Fratelli Pettinaroli reinforces its marketing and communication department, hiring **Simone Fantini** as Advertising Specialist, whose knowledge and skills from now on will side **Federico Poletti** (Advertising Manager) and **Luca Pettinaroli** (Corporate Communication Coordinator) to improve the marketing of Pettinaroli Group at all levels. Moreover, in April 2019, **Matteo Pettinaroli** joins the company after obtaining a bachelor's degree in graphics and design. His knowledge will bring an important contribution for the development of new multimedia material for our group.

Simone Fantini



Matteo Pettinaroli



PETTINAROLI DENMARK WAITS FOR YOU AT VVS 2019

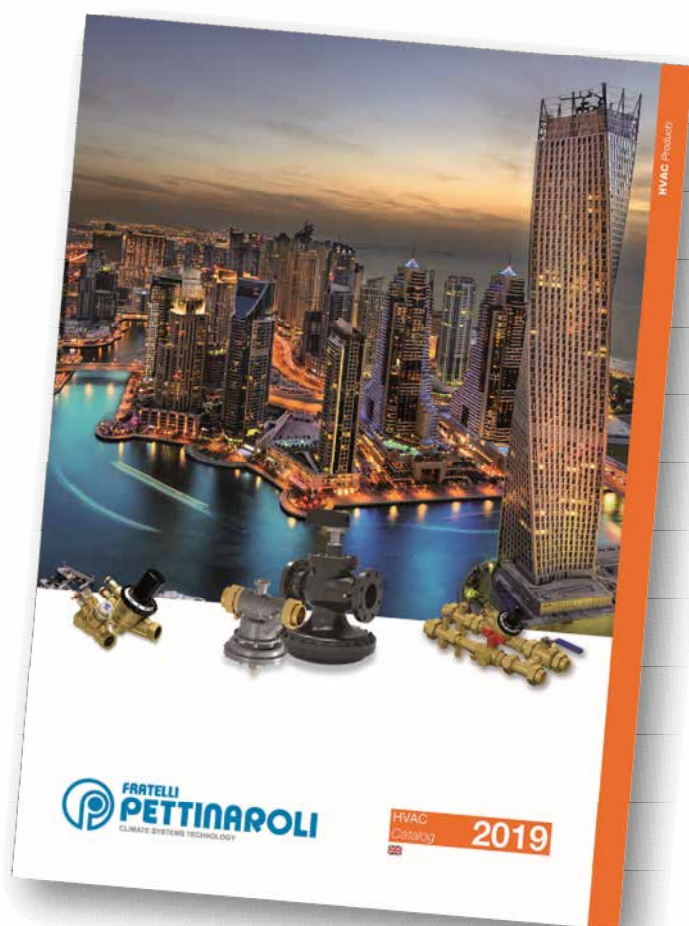
We look forward to meeting you at **VVS 2019** in Odense Congress Center (SØ – Denmark), where we will officially present the brand-new **51KE**, our revolutionary ball valve with **WHITEBRONZE** coating.



The new *HVAC Pettinaroli Catalog 2019* is now available in English

with our whole extended range, comprehensive of 92 DYNASTY valves and kits, S70 series for direct expansion air conditioning systems and all our configurations of insulating cases for both valves and kits.

It will be shortly available in 4 languages.



Pettinaroli Group – The Chronicles, Issue Nr. 9 will be available in July 2019.

We would like to remind you that Fratelli Pettinaroli S.p.A. will be closed on Monday April 22nd, Thursday April 25th, Friday April 26th and Wednesday May 1st for national festivities.

We wish you and your family a Happy Easter 2019!!