

PETTINAROLI
GROUP

The Chronicles

Happy

Easter



SPRING EDITION



VIDEO LIVE

PETTINAROLI
GROUP

VISIT



BOOK YOUR VISIT



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- ▶ [Brass manifolds tour](#)
- ▶ [Ball valves tour](#)
- ▶ [Quality & Tests tour](#)
- ▶ [Turnery machines tour](#)
- ▶ [Assembly department tour](#)
- ▶ [Customized experience tour](#)

VIDEO LIVE

PETTINAROLI
GROUP

VISIT

Spring 2021



Dear Collaborators and Readers

in spite of our expectations, also in this first quarter of 2021, the **global pandemic emergency** has not ceased to rage. As you know, over the past year we have taken many measures to secure our facilities, trying in every way to preserve the health of our employees. We have had to **rethink and readjust** some of our working methods. But I like to think that we are slowly getting out of it, as a nation, as an industrial district and as a company. You will often have heard me reiterate what is **one of the fundamental values** that I want to hold high and remind everyone of, as a constituent part of our corporate philosophy: "**never give up!**" And I can proudly say that Fratelli Pettinaroli has not and will not give up! The start of this first quarter has been positive for our company, but the year is still long and many challenges await us. The vaccination campaign, although slow in Italy, is continuing. I finally got the second dose of the vaccine: a vaccine that is giving hope to many people, for a **general restart of the country**, with companies that do not stop contributing to its growth... companies like Fratelli Pettinaroli!

Thanking, as usual, all of you for your collaboration and continued support,
I wish you and your families a peaceful Easter time.

Laura Fortis Pettinaroli – President

*Fratelli Pettinaroli S.p.A.
on behalf of the whole Pettinaroli Family*

Dear colleagues, partners, customers and friends,

Nobody imagined, one year ago, that the pandemic would have last so long. Despite the complex situation, we must be ready for the **new challenges** looming in 2021, with the aim to obtain good results also this year.

I am deeply proud of all our employess and the way they have reacted and faced these very difficult times, strictly observing all the rules and working with the maximum safety.

Thanks to the professional job of our Technical and R&D departments, we are about to launch the **promotion and sales** of the **many new products**, such as:

- The **new dirt separator**, EvoMagic series
- The **new products for HVAC**, such as the Dynasty PICV extended range
- The **innovative valves for the natural gas industry**
- The **new water metering kits** for heating applications and many other products.



At this point, we can already say that in this current first quarter, the turnover is exceeding the one of 2020 and is matching that of the record in 2019. In order to meet the requests of some important global partners, our Quality department has been able to obtain **an excellent score on the ECOVADIS PLATFORM**: more details to follow.

Our strong family commitment is to launch **new projects and relevant investments**, to keep innovating at all levels and constantly reinventing ourselves. Our motivated Communication team, is using **all the medias** not only to show the latests production developments with virtual factory tours, but also to work constantly in order to strengthen the Pettinaroli brand worldwide. **I am happy to thank you all for the great support.** For the moment, let's continue with our daily virtual contacts until, hopefully pretty soon, we will meet in person again!

I wish you and your loved ones a HAPPY EASTER.

Ugo Pettinaroli – CEO

*Fratelli Pettinaroli S.p.A.
on behalf of the whole Pettinaroli Family*



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**NEW ENTRY IN
ASSEMBLY DEPARTMENT**

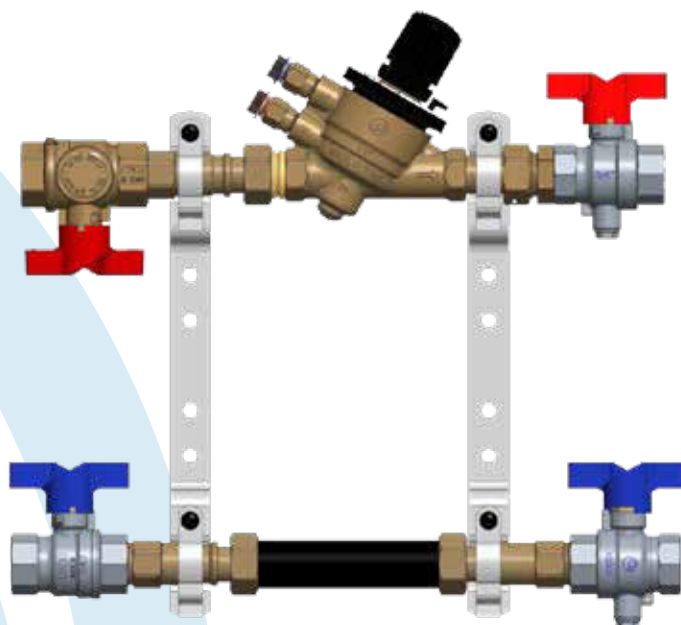
The assembly department is enriched with a new semi-automatic assembly and testing line for 1 1/4", 1 1/2" and 2" ball valves.



#I0

KIT KCH FOR CENTRALIZED SYSTEMS

KCH Kits ensure minimal energy consumption, improving system efficiency and allowing the freedom of individual installation even in a centralized system.



#I2

" VISITING" THE COMPANY REMOTELY? NOW YOU CAN!

Pettinaroli overcomes the restrictions imposed by the pandemic by opening the doors of its facilities through a video Factory Tour and the innovative Video Live Visit broadcasted live from production.

ABOVE DUBAI'S CLOUDS IN THE NEW SLS HOTEL & RESIDENCE



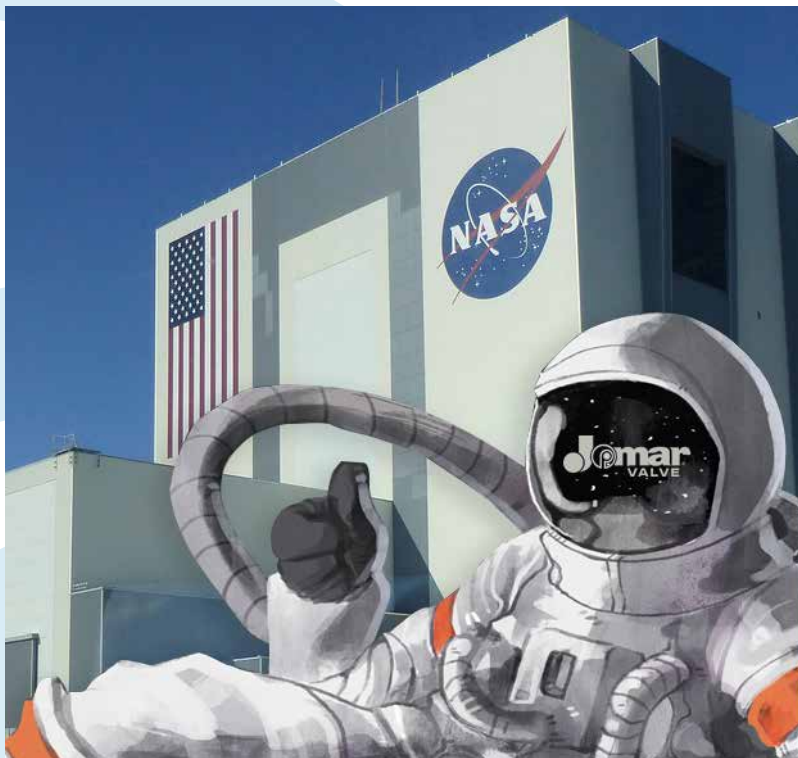
Drone view of the Dubai SLS Hotel rooftop (Photo credits: sbe.com)

Pettinaroli Middle East secured a prestigious project in the United Arab Emirates. The **SLS Hotel & Residence** in Dubai, already known since its conception to be the fourth highest hotel in the world. **336 metres high**, the structure houses a hotel, residential units, SPA, restaurants and rooms spread over more than **75 floors**. Pettinaroli was included in the project specifications by the consultant NEXT Engineering, supplying over **3.200 XT series kits** to the contractor GUNAL Construction Dubai. The choice of Pettinaroli XT kits was particularly relevant given the **very tight schedule** for the project. The installation of the kits **speeded up the schedule** of the MEP contractor by making it easier to connect the fan coil units through the narrow inspection hatches located in the apartments. Possible problems resulting from **Delta T** were also avoided through the installation of the **91 and 93 series equippercentage EvoPICVs** provided as part of the kits.



The Dubai SLS Hotel (Photo credits: constructionweekonline.com)

A NEW JOMAR PROJECT ON THE LAUNCH PAD



Ferguson Enterprises entrusted Jomar Valve with the supply of press valves for a particular and prestigious project in Florida. The recipient of the order was the National Aeronautics and Space Administration (NASA), which recently started a renovation work on some of the systems inside the **Kennedy Space Center at Cape Canaveral**. Modern Plumbing installed **1/2" and 1" stainless steel trim press valves** in a compressed air system that supplied air to a **clean room** where astronauts would be able to safely put on their **space suits**.

100 LIVERPOOL STREET

Pettinaroli UK, a successful project to start 2021

Designed by Hopkins Architects 100 Liverpool Street is a prestigious high end development in London with 433.000 sq ft of premium office space, 90.000 sq ft of prime retail a rooftop restaurant and 5 outdoor roof terraces. Pettinaroli UK were chosen to supply **over 700 units of the 40mm assembly kits** for the project to very tight timescales. Pettinaroli UK's technical team worked with the M&E contractor to design and select **a suitable valve assembly** for the job with our sales representative **Rudi Scott** giving great support throughout. This significant project again proves the **quality products and great service** that Pettinaroli UK are able to provide major customers and prestigious projects on tight timescales.



Rendering picture of 100 Liverpool Street Building (Photo credits: modulo.net)

NEW ENTRY IN THE ASSEMBLY DEPARTMENT



The new ball valve assembly machine during the installation phase

The assembly department has been enriched with a new semi-automatic mounting and testing line for **1 1/4", 1 1/2" and 2" ball valves**. The machine is composed of a main rotary table including the component **loading** and valve assembly stations; a secondary rotary table where **leak tests** are carried out; a warehouse for parking the valves during the necessary waiting phases; external stations for performing the **burst test** and lever assembly. The transfers of the valves between the tables, the warehouse and the external stations are carried out by **two anthropomorphic robots**. At the beginning of the cycle, the operator has the task of loading the valve body, the fitting and the ball on the main rotary table positions and loading the normal or lockable lever on the position. At this

point, **the system automatically assembles the components**. The assembled valve is then transferred to the parking warehouse for the time necessary to allow the glue used to seal the device and fitting to dry. The next step is the passage to the **test table** through the thread brushing station. Valve testing includes a **first leak test with the valve half-open** (performed in a bell) and a **second leak test with the valve closed** (performed by a burst test). Assembly of the successfully tested valves is finally completed at stations outside the tables. The valves are returned to the main table to be taken back to the operator station where they are unloaded manually. In spite of the large number of delicate passages, when fully operational, the machine cycle time is just **20 seconds per piece**.

PETTINAROLI GROUP STAFF NEWS

HCi
Hydronic Components Inc.

Mona Ben Aoun

recently graduated from the University of Windsor with a degree in mechanical engineering. She brings to the HCi team the experience in **HVAC, quality control and CAD** gained during her previous internships.



Michael Mocerì

has a professional background in **architectural design and construction engineering**. His experience in the construction industry will bring a wealth of new knowledge to our technical team.



Massimiliano Randetti

from January 2021 joined the company's production staff as the new **head of the assembly department**, bringing with him many years of experience gained in local manufacturing companies of sanitary taps and fittings.



Brian Spencer

after a year of successful employment with the company, has been promoted to head of Pettinaroli UK's technical department. Brian will lead a team of qualified engineers in providing pre and after sales and technical support in various projects.

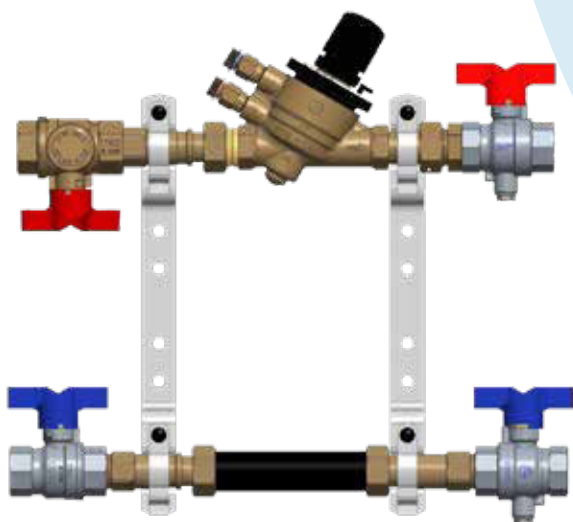


FARTELLI
PETTINAROLI spa
CLIMATE SYSTEMS TECHNOLOGY

PETTINAROLI
UK

KIT KCH FOR CENTRALIZED SYSTEMS

The **KCH Pettinaroli kit** with valve EvoPICV 91, allows precise regulation of the flow rate delivered by the system to each house and incorporates the provision for a system of measurement of energy actually consumed. This means **energy saving** and at the same time **maximum comfort!** The kit combined with the central heating system provides numerous advantages: it guarantees minimum energy consumption, improves **system efficiency** and allows **the freedom of individual installation** (even in a centralised system); in addition it reduces losses and improves comfort. By incorporating an energy meter, together with the EvoPICV valve, it also allows **the metering of the energy actually consumed** and at the same time a fair distribution of the central heating costs among all users. The EvoPICV Series 91 pressure-independent dynamic balancing valve maintains a constant flow rate in the home and is **both a zone valve** (when connected to a room thermostat and on/off actuator) **or a control and regulating valve** (when connected to a room thermostat and proportional actuator). UC versions of the kits are also available, aimed especially at the Spanish market and equipped with **FilterBall and PICV Dynasty 92 Series valve**. The brochure of the range is available on the company website www.pettinaroli.com.



II kit KCH for the energy metering in centralized systems

It guarantees minimum energy consumption, improves system efficiency and allows the freedom of an individual installation

Advantages of Pettinaroli metering kits:

Automatic balancing:

User: the total flow rate feeding the home is always kept constant.

Installer: there is no need to balance the various sections of the plant.

Regulation of the flow rate and temperature of the house with a single valve.

Quick installation: filter, shut-off valves, flow sensor housing, flow control valve and zone valve in one product, ready for installation.

Temperature control with **a single thermostat for the entire house.**

Small size due to valve with integrated temperature and flow sensor housing.

Energy metering: 110 mm brass pipe can be removed and replaced with a suitable energy meter, thanks to the two removable 3/4" fittings.

Wide range of flow rates (from 15 l/h to 1500 l/h) depending on the model.

EVOSIX: THE VIDEO ANALYSIS IS NOW ONLINE



Scan the QR CODE above to watch the VIDEO. A product from EvoSIX range.

The Pettinaroli EvoSIX six-way ball valve (art.63/2S) was conceived from the experience gained in **large air conditioning projects** carried out throughout Europe over the last decade. A single valve offers several **important advantages** such as: 25 different **Kv configurations** in one product (thanks to the interchangeable discs included), **double fixing system**, **direct connection to hoses** and **quick actuator assembly**. The video review of the 63 series products explains all the advantages and possibilities of use in HVAC systems in the range and is now available online on **Pettinaroli YouTube channel**.

EVOMAGIC RANGE IS NOW COMPLETE

EvoMAGic XL version is now market ready

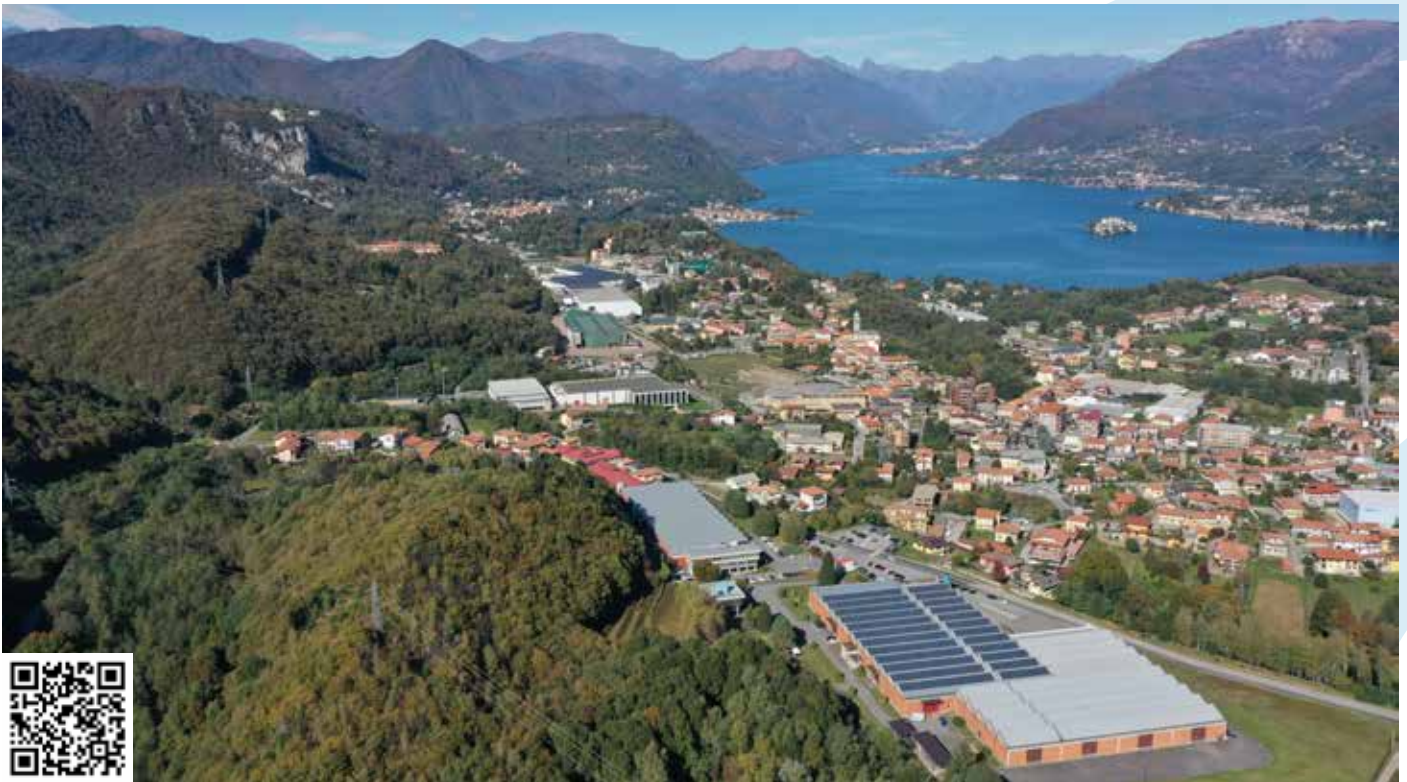
The **EvoMAGic** series of compact magnetic dirt separator filters, easy to install under the boiler, even in limited spaces, is finally complete. The whole range of products is now market ready following the commercialization of the **XL version** (art. K103/2 and 103), specific for thermal power plants. After the launch of the K102V/1 - 102V for vertical installation and K102H/1 - 102H for horizontal installation, the range has now been completed with the DN 25 model **with 360° rotary joint** that allows the installation of the deflector in multiple configurations: horizontal, vertical or oblique. The **video review** of the EvoMAGic product line is available on **Pettinaroli YouTube channel**.



EvoMAGic XL dirt separators, art. 103 e K103/2



" VISITING" THE COMPANY REMOTELY? NOW YOU CAN!



Scan the QR CODE above to watch the VIDEO. Drone view of the Pettinaroli facilities. The Orta lake on the background

Pettinaroli does not give up opening its doors even in times of pandemic and launches the new video Factory Tour and the Video Live Visit from the production

The continuation of the pandemic and the related restrictions have denied (and continue to deny) the physical presence of customers and visitors inside the company. This situation has made it necessary to find **new ways** to allow those interested to get to know Pettinaroli in depth by "visiting" its production facilities. Once again, digital tools came to aid, providing some valid possibilities that were promptly taken into advantage by the Communication department. The first step was the creation of a **video Factory Tour** presented by the third generation of the Pettinaroli family. The footage, released in mid-March through a subscription webinar, is now available on the company's YouTube channel and will also be posted on LinkedIn through a seven-part journey. The Factory Tour starts with the study and the realization of prototypes by the R&D and machining departments, narrated by **Matteo Pettinaroli** (Communications) and then continues with the presentation of the acceptance department and quality controls by **Andrea Pettinaroli** (Quality). The central part of the tour, driven by **Marco Pettinaroli** (Operations), is dedicated to the turnery and assembly with particular attention to manufacturing and

production processes, both industrial and artisan, which are a fundamental added value that distinguishes Pettinaroli products. The tour then ends inside the museum where **Luca Pettinaroli** (Marketing & Sales) leads guests to discover the antique equipment and memorabilia that have made the history of the company. The second innovative tool to remotely "visit" the plants is the **Pettinaroli Video Live Visit**. Through this method (done via virtual meeting on Google Meet, Microsoft Teams or other platforms) the guest can select the day, time and department of the company he wants to see and be led through the factory being able to observe **live** machining and production processes in progress. Pettinaroli Video Live Visit takes the remote visit experience to the next level by showing the production departments at work **live and without any filter**, also adding the possibility to interact with the presenter and being able to ask questions and receive answers in real time. The first live broadcasts, already conducted successfully, have underlined the great potential of this format. The medium promises to be useful also in the post-pandemic future for all those who want to see the production plants even though they are unable to physically reach the factory.

NEW CATALOGS AND VIDEO REVIEWS

Relevant new entries in the commercial documentation and on the Pettinaroli YouTube channel

The renovation work of Pettinaroli's commercial documentation continues unabated. After the release of the French Tarif Public at the end of 2020, it is now the turn of the **Spain and Latin America catalog**. In addition to the usual graphics refresh, the new tool has been structured with a subdivision of products designed to make consultation **easier and more immediate**. The article categories have changed, in fact compared to the general catalog, alongside the HVAC, some products of the **other ranges** have now been included. In this edition it will be possible to find also manifolds, EvoMAGic dirt separators, metering kits (in particular the UC series dedicated to the Spanish market) and all the related accessories. Right after the Spain and Latin America catalog, the one dedicated to **Switzerland** is currently being completed. It will be featured with the same news as the Spanish catalog, while the products included will obviously be those specifically dedicated to the Swiss market. Other than new catalogs, there was also the launch of **new videos** on the Pettinaroli YouTube channel during the last weeks. In particular, the 3D video reviews of **PCS kits** and **EvoSIX six-way valves** are now available in English, Italian, French and Spanish.

Catálogo HVAC
2021



FRATELLI PETTINAROLI
CLIMATE SYSTEMS TECHNOLOGY

The cover of the new HVAC Spain & Latin America catalog

Scan the QR CODE below to watch the VIDEO.



Pettinaroli
Video Live
Visit takes
the remote visit
experience to
the next level

EVOSIX



EvoSIX: 63 Series six-way ballvalve

The video review of the 63 series EvoSIX available on Pettinaroli YouTube channel

AN INCREASINGLY CERTIFIED QUALITY

The ECOVADIS certification, anticipated in the last issue of The Chronicles, is now a reality! Pettinaroli also begins 2021 by confirming its range of certified products and expanding it with new international approvals


In March 2021, Pettinaroli has expanded its range of products certified according to **ASME B16.44** and **ANSI Z21.15/CSA 9.1**, for the U.S. and Canadian markets; the extension of **ACS certification** has been obtained for 1 ¼" x ¾" manifolds, from 2 to 8 outlets, for the French market. **NF Certigaz** certification for gas valves has also been renewed for France. As for new approvals, the **DVGW** authorization process is underway for the valves intended for the German market and the **KIWA** certification for the Danish area. Regarding system's approvals, following the surveillance visits held in March 2021, **BSI** expressed a positive opinion for the extension of **ISO 14001:2015**, the renewal of **ISO 9001:2015** and the confirmation and transition to **ISO 50001:2018**. As of the end of 2020, Pettinaroli has begun the process of notifying products within the **SCIP** (Substances of Concern In articles as such or in complex objects (Products)) database on the **ECHA** (European Chemicals Agency) portal. This notification process has been made mandatory by Directive 2018/851 and provides that, as of January 5, 2021, companies supplying articles on the European market, containing **SVHC** substances on the candidate list in a concentration greater than 0.1% w/w, must provide information on these articles to ECHA. Last, but not least, was the achievement of **ECOVADIS** certification in early 2021. This platform aims to improve companies' environmental and social practices by leveraging on the influence of global logistics chains. This is done by receiving feedback on corporate



social responsibility practices through assessments on four topics: **environmental, social, ethical and supply chain logistics**, providing insight into strengths and opportunities for improvement. ECOVADIS also allows companies to compare their business performance with that of their main competitors. **Pettinaroli has placed itself a significant percentage points above the industry average.** On the basis of the result obtained and the feedback received, the company management is planning targeted future investments in order to advance its performance for each of the four themes with a **view to continuous improvement of its rating.**



The Association announces its new communication tools and plans for 2021




CEIR

REPRESENTING, DEFENDING, SUPPORTING, PROMOTING


THE EUROPEAN VALVES AND TAPS INDUSTRY

CEIR is the European Federation of national manufacturer associations. Established in 1959, CEIR is a real European excellence in terms of **innovation, technology, safety**


CEIR is the European trade body dedicated to




Valves




Fittings



Taps




Hoses




Actuators

+300




Sanitary n. 80

+50,000




Building n. 70

+160




Industrial n. 160




Employees

11 billion euro


Employee generated production (in 2018)



Sanitary taps and valves
(6.50 bn € production value)





Building valves
(930 mln € production value)





Industrial valves
(3.73 bn € production value)

The top EU manufacturing countries remain

Italy, Germany for sanitary taps and building valves sectors

Italy, the United Kingdom, Germany and France for the industrial sector

13
NATIONAL ASSOCIATIONS
 Representing major and smaller manufacturers

FRANCE
 Fédération Française des
 Industries
www.fifi.com.fr

SPAIN
 Fluidex
 Sólida
www.fluidex-spain.com

ITALY
 AIF
 Aiflor
www.aiflor.com/eng

UNITED KINGDOM
 The Ballpoint Manufacturers Association
 Ballpoint
www.ballpoint-manufacturers.org

UNITED KINGDOM
 The BEMA Water Safety
 and Hygiene Group
 London
www.bema.org

RUSSIA
 NFIA
 In Penning
www.nfia.ru

SPAIN
 Agriaval
 Valencia
www.agriaval.es

GERMANY
 VETEC - ANA
 Mannheim
www.vetec.de

FRANCE
 EVOLIS
 EVOLIS - Meubles de
 la Normandie
 Caudebec
www.evolis.org

SWEDEN
 VVS
 VVS Färdskutens Företag
 Stockholm
www.vvsfabrikerna.se

PORTUGAL
 AIMMAP
 Almada
www.aimmap.com

SWITZERLAND
 Verband Schweizerischer
 Anreizeinrichtungen
 Bern
www.vsv-veitland.ch

TURKEY
 FOMISO
 Ankara
www.fomiso.org.tr

the association, which in Europe is getting stronger and more united, so to act as spokesman at European Institutions of member's requirements and provide them visibility and reliability worldwide. CEIR President, **Carlos Velazquez**, congratulated with Ugo Pettinaroli and AVR association for the professional job made in the Marketing Committee. The Marketing Committee was followed by the **CEIR Board Meeting**, on Tuesday, March 9th. The Board of Directors deliberated on the few guidelines to regulate the way in which production activities are carried out on European territory during the pandemic situation. As already happened last year, regrettably also the annual **CEIR Joint Conference 2021 will take place virtually** on Tuesday, May 25th, as a joint meeting of European associations CEIR (taps and valves), EUROPUMP (pumps) and PNEUROP (compressors).

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