

**PETTINAROLI**  
GROUP

# The Chronicles



# UPCOMING EVENTS

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**Refriaméricas 2022**  
From 20 to 21 luglio 2022  
Miami Airport & Convention Center (MACC)  
Miami (Stati Uniti, USA)



**MCE MOSTRA CONVEGNO  
EXPOCOMFORT 2022**  
28 GIU/JUN - 1 LUG/JUL  
28 GIU/JUN - 6 LUG/JUL DIGITAL EXPERIENCE

21  
expo  
acaire  
2022



**ExpoAcaire 2022**  
From 26 to 30 September 2022  
**CORFERIAS**  
Bogotá (Colombia)



**FRATELLI  
PETTINAROLI** s.p.a.  
CLIMATE SYSTEMS TECHNOLOGY



## Dear Collaborators, Customers and Suppliers

the many difficulties related to the procurement of materials and the slowdown of the production chain, together with the **international instability** due to war and pandemic, are lately putting a strain on the financial solidity of many companies in our sector.

During my 77-year working career, I have rarely witnessed historical situations as complicated as the one we all find ourselves in today. However, the relationships that Fratelli Pettinaroli has always had with its suppliers, with punctual payments and constant contact, now more than ever are **strategic strengths** for our group. Almost every day, in fact, I personally receive in the office the welcome visits of our friends and partners, drawers, moulders and component manufacturers. It is on their work and their punctuality that also ours depend, so as to try **to guarantee the best service** to our historical

and new customers, as we have always done in 84 years of company history, despite the objective period of difficulty.

Thanking, as usual, all of you for your trust and continued collaboration, **I sincerely wish you and your families a peaceful Easter season.**

*Laura Fortis Pettinaroli – President  
Fratelli Pettinaroli S.p.A.  
on behalf of the whole Pettinaroli Family*

## Dear friends, customers, suppliers and partners

There is a lot of talk about sustainable companies. **Sustainability** is based on three main factors: the **environmental, social** and **economic/financial** dimensions.

For some years now, we have been committed to thinking about how to reduce the impact of our production processes on the environment. We have therefore included the **"sustainability factor"** in our marketing and business strategies by adopting appropriate behaviors. These actions have also been certified by the prestigious **ECOVADIS** (sustainability rating), which evaluates four macro-parameters: environment, labor and human rights, ethics and sustainable purchasing.

It represents a **philosophy of growth** where family values intertwine with those of the company.

This progression certainly did not stop even while facing the pandemic crisis. Forecasts made at the beginning of the year predicted a decisive recovery, but now they have to deal with **the developments of the Ukrainian war** and **the sharp rise in the price of raw materials**.

Confident that the situation will however stabilize, guaranteeing us a 2022 of growth, **I wish you and your loved ones a Happy Easter!**



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



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### **AHR LAS VEGAS**

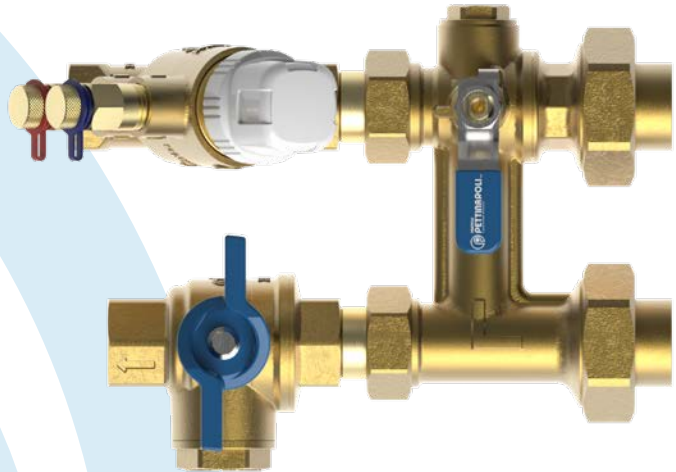
America's largest trade show for the HVAC-R industry is finally back live at the Convention Center in Las Vegas, Nevada, after the cancellation of the 2021 edition.



## #12

### **NEW XT702P KITS**

**L**aunched to meet the needs of the projects' market, XT702P kits combine the construction advantages of PCS with the convenience of a product that is always in stock.



## #15

### **15 YEARS OF JOMAR FOR ADAM**

**H**aving joined Jomar as a Customer Service employee, Adam has worked his way up through the ranks, due to his qualities that have led him to celebrate 15 years with the company, today as President.



# SCIENCE & TECHNOLOGY PARK - QATAR

Pettinaroli balancing valves have been chosen to manage the hydronic systems of the prestigious Qatari data center

**M**eeza, a joint venture of Qatar Foundation, is an established end-to-end managed information technology provider based in Qatar. Its mission is to become the leading IT **services and solutions provider** in the Middle East and North Africa. For this reason, and to help accelerate Qatar's growth through the provision of world-class IT services and solutions, MEEZA commissioned contractor Galfar Al Misnad Engineering and contracting, to build a massive **Data Center**. The project was located within the Qatar Science and technology Park in the municipality of Al-Rayyan. The consultant Qatar Design Consortium has identified in the **EvoPICV** Pettinaroli the best solution for the balancing of the hydronic systems of the building. Thanks to the great job done by our **historic partner Arabian Controls** (Gazzaoui Group), Pettinaroli PICVs' of the **series 91, 93, 83 and 94** (including actuator) have been secured, supplied and efficiently installed.



Inside Meeza's data center. (Credits: meeza.net)



The Qatar Science and technology Park. (Credits: qf.org.qa)

# PCS KITS REACH PERU



The construction site of the Hospital de Coracora. (Credits: gob.pe)

PCS kits have landed in Peru! The brilliant work of commercial expansion, carried out by the Sales Manager Spain, Portugal and Latin America **Alberto Calderano**, has brought Pettinaroli products to be known and appreciated also in South American markets. For this reason, PCS kits have been included in the specifications for the construction of two important **hospital buildings**. The two structures are part of a nationwide plan, implemented by the Peruvian government, to create health facilities that can directly serve the provinces located furthest from the capital, Lima. The first was the Hospital de Coracora in Parinacochas, while the second project involved the construction of the Nuevo Hospital de San Francisco in Ayna, La Mar. The supply has foreseen more than **120 XT704G kits** in NPT version complete with relative flexible hoses for the connection to the fancoils.

# THE TOWER PLACE - UK

**T**ower Place East and West are iconic London buildings designed by Foster and Partners and built around 2003. The buildings are currently undergoing a major refurbishment and Pettinaroli UK were selected to provide our **prefabricated valve assemblies** to replace manual balancing valves originally specified. Pettinaroli UK were selected for the high performance and quality of our product and also due to the **very tight time** constraints required to start the project. We understand the quick turnarounds that are expected of our customers and so have developed our operations to be able to supply substantial amounts of assemblies to site in as little as **48 hours** from order receipt. From the outset we worked with the customer to develop a bespoke solution that would fit into a very tight floor void but offer the functionality of controlling the water flow, while adding the ability to safely flush the fan coil.



The London Tower Place. (Credits: imago-images.de)





## SALON ORCAB - NANTES



Pettinaroli booth at Salon ORCAB 2022 in Nantes.

Pettinaroli France took part in the 2022 edition of Salon ORCAB.

The fair had last been held in 2019, before a forced two-year deletion due to the pandemic. On **March 2nd and 3rd** this year, the cooperative purchasing group's event finally reopened its doors at the Beaujoire Exhibition Center in **Nantes**, welcoming its members and suppliers and registering **over 8.000 attendees** over the two days. An excellent public success as underlined by **Aldo Ruga** (Sales Manager Europe) who represented Pettinaroli on the booth to let people know more about some of the leading products on the French market, such as the three series of **manifolds** and the **EvoMAGic** magnetic dirt separator.

## CMPX TORONTO - CANADA

The Canadian Mechanical & Plumbing Exposition (CMPX) has been held this year from Wednesday, **March 23rd** through Friday, **March 25th** at the Metro Convention Centre in **Toronto**, Canada. The event is the Canadian market's largest showcase for **HVAC-R products and services** and attracts many buyers, plumbers and industry professionals. During the three days of the 2022 edition, **Bryce Mainville** (Regional Business Development Manager) and **Giorgio Simonotti** (USA Supervisor) met the visitors at the Jomar booth, presenting them the products of the **plumbing range**.



The Jomar booth at CMPX (Canadian Mechanical & Plumbing Exposition) in Toronto.

# AHR LAS VEGAS - USA

From Monday, January 31st to Wednesday, February 2nd, 2022, America's largest annual trade show for the **HVAC-R** (heating, ventilation, air conditioning and refrigeration) industry finally came back live at the Convention Center in **Las Vegas** (Nevada), after the deletion of the 2021 edition. Due to the current pandemic situation that, although now more under control than in the past two years, still does not cease to rage, the expectations of visitors from abroad were very limited. However, despite the fact that AHR 2022 saw an overall drop of 40% in total visitors, compared to the record 2020 edition held in Orlando (Florida), the numbers were still very significant: **over 30.678 participants** during the three-day event and a total of **1.573 exhibiting companies** present. After two years of impossibility, Fratelli Pettinaroli managers joined their colleagues from Jomar and HCI



above, from left: Brian Aichele, Nick Miller, Jeff Reardon, Luca Pettinaroli.  
below, from left: Nick Miller, Noah Dinger, Adam Stier, Giorgio Simonotti, Bryce Mainville, Matt Bianchi.



in Las Vegas to welcome visitors, customers and long-standing American partners to our booths during the three-day event. The plural "**our booths**" is a must because, for the first time this year, Jomar and HCI had separate locations and spaces, although one in front of the other. **Jomar's** stand was also featured with a completely renovated structure in an island open on four sides. In addition to the display of product samples, the stand had several monitors for the video presentation of our ranges. Among them, the absolute novelty of this edition, was the launch of the new **Thermostatic Balancing Valve (TBV)**, the new thermal balancing valve by Pettinaroli made of CW511L brass, with NSF approval for drinking water and American NPT thread (scheduled for launch in Europe at the next **MCE** in July). The next edition of AHR is scheduled to take place in Atlanta, Georgia, in February 2023. **The video report of the 2022 event** is available on our YouTube channel.

# LATEST PRODUCTION INVESTMENTS



The transfer machine soon active in the Turnery department.

Despite the difficult global economic situation and the crisis affecting the raw materials supply chain, the demand for Pettinaroli products does not tend to decrease. In order to meet the growing demand, the company has invested and **keep investing** in the improvement of its production departments. For this reason, the turning and assembly departments will soon be equipped with new workstations. The new transfer machine assigned to the turning department is a **vertical CNC transfer** for CW511 brass machining, with robotized vision/loading system and piece washing on board the machine. The unit is composed of several working stations and tools and its use will be mainly targeted to **valve bodies from 1/2" to 1"** mounting. On the other hand, a machine for **valves from 2" to 4"** is being installed and tested in the assembly area. It will assemble the stem, lubricate the ball, place the seats and tighten the fitting with torques up to 2500 Nm.



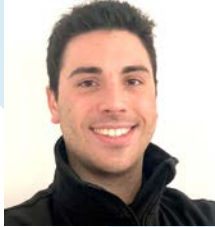
The machine assigned to the assembly department.

# PETTINAROLI STAFF NEWS



## **Alessandro Forni** (Production Times and Methods)

Fratelli Pettinaroli's assembly department reinforces with the hiring of Alessandro Forni. Under the guidance of Paolo Degiuli (Director of Production), Alessandro will be in charge of "times and methods", covering various strategic tasks, aimed at monitoring and optimizing the production cycle, including: time measurement, creation and modification of bills of materials, optimization of production cycles, completion of personnel records, insertion of times in the system and determination of costs.



## **Per Hansen** (Warehouse Associate)

has been employed to our warehouse where he, and our existing warehouse employee Brian, will make sure that orders are sent to our customers. Per has warehouse experience from prior positions.



## **Taimour Osman** (OEM Sales Manager)

Pettinaroli is pleased to announce that Taimour Osman has been appointed as OEM Sales Manager Pettinaroli UK. Taimour is bringing more than 28 years of multi-national sales experience across the HVAC industry and his contribution will be fundamental to enable the team in UK to achieve their strategic objectives. Before joining Pettinaroli, Taimour has served Automated Logic, Johnson Controls and Belimo Ltd as a business development and sales manager with sales track record. Please join us in congratulating Taimour for his new role.



## **Aldi Ameli** (IT Systems Support Specialist)

With a degree in Computer Information Systems, Aldi has several years of experience working as an IT System Admin, IT Field Technician, IT Tech Support, and IT Field Service Analyst. We are certain that with his wealth of information, Aldi will make an important impact on our organization.



## **Brandon Bradwell** (Warehouse Associate)

He has years of experience working in a warehouse setting, from being a package handler to an order selector, to a Warehouse Manager. We're excited for Brandon to join the organization.



## **Jake Crowley** (Business Development Manager)

Working alongside our sales team under the leadership of Noah Dinger, Jake will help build our Industrial, PEI, Fluid Power, Hose, and MRO segments. In this new role, we believe Jake will be able to excel and make a difference based on his previous experience with us and the industry.



## **Jeffrey Davis** (Purchasing & Operations Analyst)

He is a graduate of Wayne State University, in Business Administration with a major in Global Supply Chain Management. His most recent experience was for a steel bar company where he was employed as a buyer. We are certain he will become a valuable asset to our organization.



## **Javin Gasiorowski** (Warehouse Associate)

Javin has extensive experience working in a warehouse, most notably with Art Van Furniture, where he worked as a Warehouse Order Handler for 20 years. We are excited for him to contribute to our team.



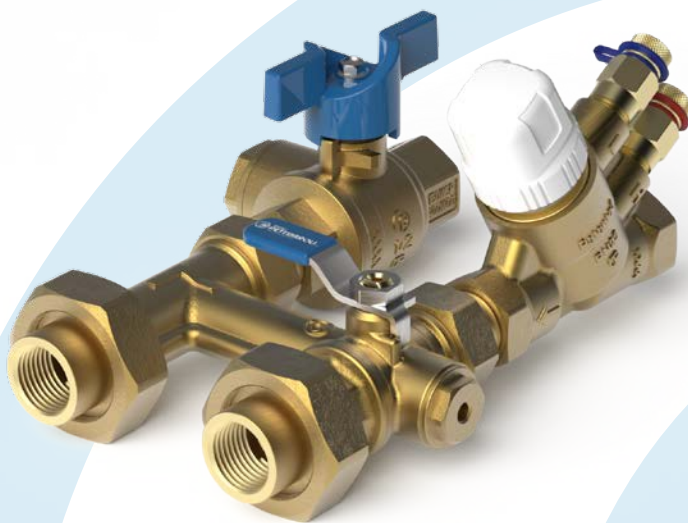
## **Tyler West** (Inside Sales)

Bringing with him a wide variety of experiences in customer service, sales, and administration, we are certain he will have a positive impact on our organization.



# THE NEW XT702P KITS

The PCS (Pettinaroli Commissioning Solutions) pre-assembled kits confirm themselves among the most requested products and, for this reason, the market needs an always **faster reaction** time in the orders shipment. The new XT702P kits are born to answer to the need of fast deliveries, that often results to be a **key factor** to win the contracts of **big projects**. Thanks to the know-how gained from the deep knowledge of the sector, the XT702P is the synthesis of the kit which can answer to most of the constructive requirements for HVAC systems. The XT702P derives from the will to make available products **always ready in stock**. Obviously, this makes this kit a **standardized** product, even though the PCS range has its main strengths in **customization and tailor made features**.



XT702P kit rendering picture.

## Corporate News



## COMMUNICATION: 2022 UPDATES AND EVENTS

The year 2022 for Pettinaroli Communication represents a year of innovation and a return to normal. Innovation in terms of some **new formats** launched on social networks and return to normal thanks to the **exhibitions** and events that finally still populate the calendar. The first novelty launched in January was the format "**100 seconds with Pettinaroli**" (available on LinkedIn and YouTube) in which the various sales managers present some of the products in the catalog, in a quick and detailed overview. The other much appreciated social news was the column "**I AM PETTINAROLI**" dedicated to the introduction of the faces of the company with the aim of showing and giving a face to the Pettinaroli staff. On the exhibition front, all eyes are on **MCE** (Mostra Convegno Expocomfort) in July, which will be back in regular operation after a two-year break due to the pandemic. The week of MCE will begin with a factory event and will continue at the brand new stand, designed to highlight the launch of some important **news** especially in the balancing field.



"100 seconds with Pettinaroli" videos logo.

# MEETING WITH A SPECIAL GUEST



from left: Andrea Pettinaroli, Luca Pettinaroli, Matteo Pettinaroli, Aldo Ruga, Semir Boughattas, Laura Fortis Pettinaroli, Ugo Pettinaroli, Marco Pettinaroli, Maria Pia Pettinaroli e Giulio Pettinaroli

On Tuesday, March 22nd, the Pettinaroli family received a welcome visit from **Semir Boughattas**. The CEO of the Czech company IVAR CS is a friend and long-standing partner of the company since the beginning of its activity in the early nineties. IVAR CS is about to celebrate its first **30 years in business**. Founded in 1992 by Semir himself, the company has always had a solid and fruitful **commercial partnership** with Pettinaroli. The visit was an opportunity to discuss the current market scenario and present and future business strategies. There was also time for an informal moment with all the members of the family and in particular with President **Laura Fortis Pettinaroli**, with whom the friendship relation is very strong. We would like to thank Semir once again for his visit and for his **precious and constant contribution** wishing him all the best for the next years that, we are sure, will be **full of successes** as the past thirty years have been.



Laura Fortis Pettinaroli and Semir Boughattas

# A LOOK AT THE TAPS & VALVES INDUSTRY AMIDST DIFFICULTIES AND FUTURE EXPECTATIONS

Interviewed by "Il Sole24 Ore" Ugo Pettinaroli reflects on the present and future economic scenarios, suspended between the increase of raw materials and the difficulties in exports due to the Ukrainian war.

**A**ccording to the indicators, the structural situation of your industry in 2021 was good. How did the first months of 2022 until the beginning of the war in Ukraine go for you? How much, in this pre-conflict period, did rising energy and raw material costs, and in particular brass, weigh on your business? The first two months of 2022 have been positive for our exports and, although we do not yet have macro data for our sector, the trend seems to be still strongly upward. The increase in energy and raw materials has been and still is an extremely relevant and difficult factor to manage. To what extent have the outbreak of war, and the consequent economic tensions and difficulties, impacted your sector? Does the sky-high price of brass really risk bringing your sector to its knees? Unfortunately, in addition to brass bar, the price of which has almost doubled since the pre-pandemic period, our companies are facing serious supply problems for other materials. Steel, for example, or nickel, whose price has doubled in recent weeks with serious implications for the supply of our galvanic factories. Same thing for cast iron, necessary for the fusion of many industrial valves and coming mostly from Russia. I must therefore admit that the scenario is very worrying, not to say terrible. In the outlook for the future, if the scenario for the war in Ukraine will be that of a conclusion within the short term with the recognition of the autonomy/independence of the pro-Russian territories and the commitment of Ukraine to neutrality, to what extent would it be possible to "contain the damage"? Some losses are unfortunately already very extensive. About ten companies of our district, operating in our sector,



Ugo Pettinaroli (CEO Pettinaroli Group).

exported from 20% up to even 40% of their production to Russia and Ukraine. It will not be easy for them to relocate such a production to other markets; therefore, I would say that even in 2022 and 2023 they will see a strong decrease in exports. In case of a peaceful resolution, there may be a new demand for taps and valves in Ukraine, but only in the medium and long term. On the other hand, as far as the Russian market is concerned, due to the oil and gas embargo, I see the situation as more complicated and I would say that the buyers who preferred our Made in Italy products will tend to China, India, our competitors in Turkey and other territories that will presumably gravitate towards the pro-Russian sphere of action. In short, a very important business will be completely compromised. **Vice versa, in the hypothesis of a scenario in which, despite formal agreements to resolve the war, an internal Ukrainian situation similar to that of "Afghanistan" persists, what could the prospects be for the companies in the tapware district that are so strongly export oriented?** At the moment I wouldn't have too many illusions, the damage is done, many jobs will be at risk and the recovery time will be very long. I think it is improper to speak of similarities with Afghanistan. Many of our companies will not recover from the shock caused by the conflict, let's hope that some companies in our sector and in the engineering industry in general, especially in the oil and gas industrial valves sector,



will not be forced to shut down permanently. Wanting to analyze the prospects in detail, I would say that: In Ukraine, the emergency financing of \$1.4 billion, already requested from the IMF, will presumably be diverted to other necessities rather than to manufactured goods in the engineering sector. Russia, for its part, will inevitably suffer the effect of international sanctions and, given the drop in financial assets and the collapse of the ruble, its default is extremely probable. At that point the geopolitical axis will inevitably be shifted towards China for many years to come and with very strong repercussions on the balance of trade between Europe and USA. All this, after two years of pandemic and disequilibrium due to the very different growth rates of

the various countries involved, could even lead to recession or stagflation. **What are you entrepreneurs asking from politics?** We ask politics in Italy to pay more attention to the problems of our sector, with particular focus on energy sources. We need to remedy the mistakes of the past and have a vision of the real needs of a field, such as that of taps and valves, which weighs heavily on the economy and employment. There are over 25.000 workers in our two clusters, Cusio-Valsesia and Lumezzane-Brescia. On the occasion of the CEIR congress in Brussels, next 9th and 10th May, we will bring to the table of European politicians and decision-makers our requests concerning sustainability, energy saving and circular economy; themes that are already of major interest and relevance for many of our companies.

## 15 YEARS OF JOMAR FOR ADAM

**Starting as a customer service employee, today Adam turns 15 years at Jomar (as President)**

**O**n February 25th, Jomar Valve and HCl hosted a surprise luncheon for Jomar Group President Adam Stier to celebrate his **15 year anniversary with the company**. Unbeknownst to Adam, the team collaborated behind the scenes to commemorate this remarkable milestone. The departments, managers, and members of the Pettinaroli family shared well wishes and personal experiences with Adam across his tenure via a **special video message**. Adam was also presented with a framed display of business cards from each role he has held since beginning at Jomar. From starting off in Customer Service to working his way up to President, Adam has had quite the journey! Jomar Valve, HCl and the Pettinaroli Group are excited to see what lies ahead for the company under his guidance and leadership. **Congratulations, Adam!**



above: Adam receives the award for his 15 years in the company.  
on the left: Stills of the celebration party dedicated to Adam.

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