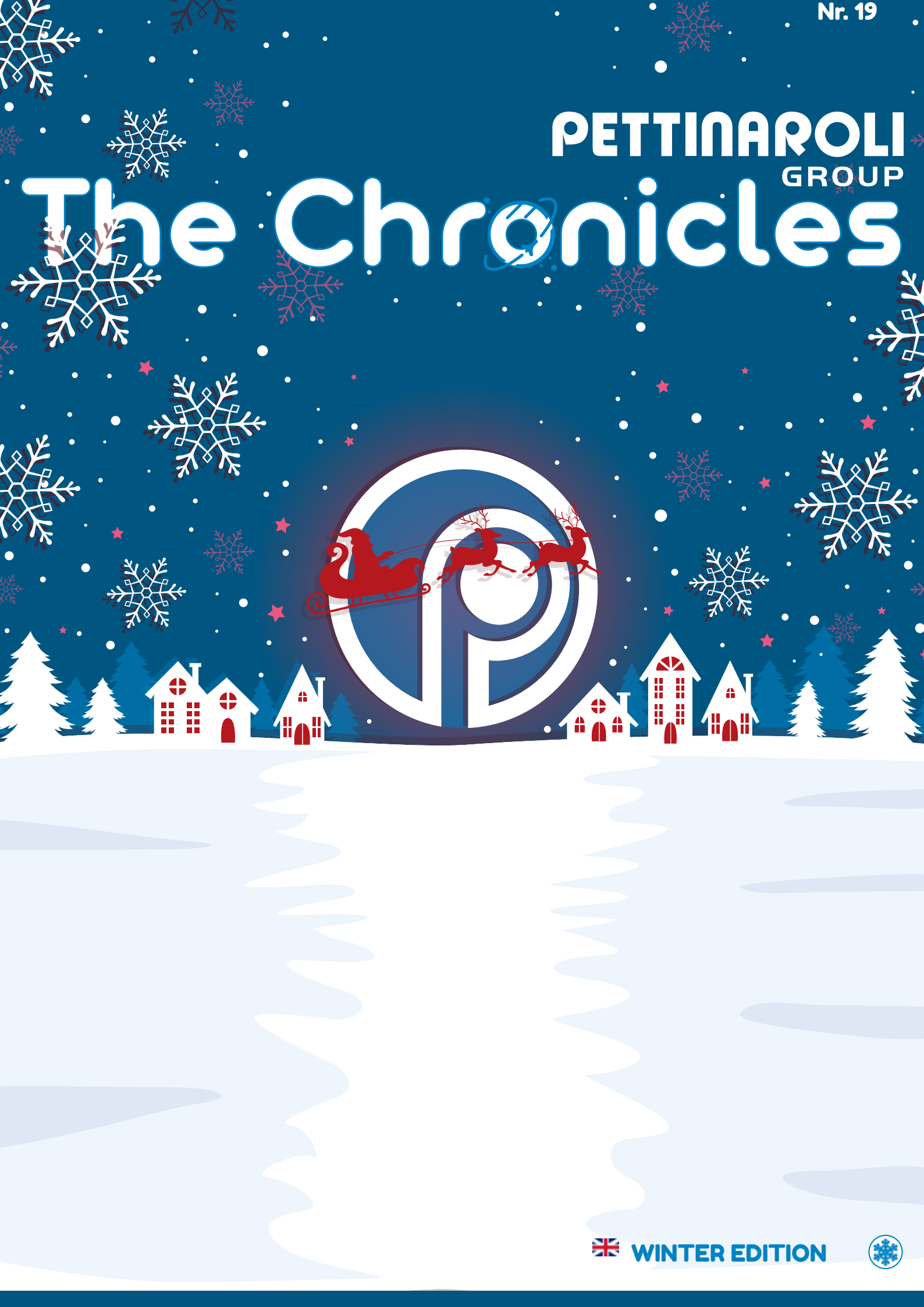


PETTINAROLI
GROUP

The Chronicles



WINTER EDITION



FILTERBALL

NEW
51FG
lead free



0.1% LEAD

Winter 2022



Dear Readers,

we have quickly approached the **holiday season**, closing another year in the history of our Fratelli Pettinaroli, which I have seen born, raise and over the years make great steps forward, always **striving to leave nothing and no one behind**.

Always holding high **the values and teachings** of my husband **Giuseppe** and my brother-in-law **Mario**, we in the Pettinaroli Family have tried all these years **to constantly keep our commitments to our customers, employees and suppliers**.

In 2023, we are heading into the **85th anniversary** of the company's history. It is important for me to remark how proud I am of our **key employees**, who with dedication make their contributions day by day in all company departments. In particular, our **operations managers** in recent years have progressively structured the machining, turnery and assembly departments with new equipment and a park of the cutting-edge machines **that would certainly make my husband and brother-in-law proud**, if they were here today to see it. The brand new **Monster Machine** in the turnery is **a true jewel of state-of-the-art technology** and we invite all customers to visit us soon to see it at work.

As we prepare for an 85th year of **virtuous growth**, I sincerely wish all of you and your families **a peaceful Christmas and a happy holiday season**.

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

Dear friends, customers, suppliers and partners,

2022 is coming to an end. It has been **a year full of challenges**, with the steep increase in the cost of raw materials, inflation, the energy crisis and **an uncertain and tumultuous global scenario**.

On top of all of this, we also had to face **the change of our decades-old ERP software**, with a new more modern system. Its implementation encountered a lot of problems and set-backs, which created **an extra workload** for us and for all our staff.

In spite of all of these issues, thanks to **the great effort** of all our team members, both in Italy and worldwide, of our distributors, agents and customers, we were able to close this year with **a considerable growth**, in line also with the positive trend we have had in the past few years.

On the eve of its **85th anniversary**, the Pettinaroli group is **bigger and stronger than ever**. And for this **we thank all of you** who work by our side with determination and passion. We consider you as **a part of our family** and we are looking forward to imagining and **building an even better future together**.



*Maria Pia Pettinaroli – CFO
Fratelli Pettinaroli S.p.A.
on behalf of the whole Pettinaroli Family*



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INTERCLIMA - PARIS

Pettinaroli SAS is back exhibiting at Interclima - Paris. A great success with the public to strongly affirm its identity as Spécialistes du Génie Climatique.



#I3

**THE RENEWED
FILTERBALL**

More than 30 years after its invention, FilterBall is renewed in materials to be more "green," while maintaining the features that have made it a massively successful product.



#I4

**PETTINAROLI UK
ACADEMY**

The Academy project was born in Birmingham to make all the experience gained by Pettinaroli UK in this field available to HVAC design professionals.



THE NEW ENGIE FRANCE HEADQUARTERS

Powered by 100% renewable energy sources and equipped with the latest energy-saving heating and cooling systems, the **Engie Campus** will occupy 95.000 m² of office space on 1,3 hectares of green space and terraces, creating a new oasis of biodiversity in the center of the La Defense business district in Paris. **Pettinaroli SAS** was specified as the supplier for the **12.000 valves and hoses, 6.000 mini manifolds** and more than **35.000 various fittings and tees**. After construction started late last year, the first deliveries began in November and the project is scheduled for completion in **2024**. The supply to this major project geared to environmental sustainability again underscores Pettinaroli France's commitment to increasingly establish itself as **Spécialistes du Génie Climatique**.



Rendering of the new Engie France headquarters. (Credits: leparisien.fr).

URBAN BCN 22@ - BARCELONA



Rendering of the Urban Bcn 22@ (Credits: qidstudio.es).

The project, called **Urban Bcn 22@ Offices & Hotel**, includes 22.900m² of office space and a 12.200m² hotel. As explained by the architectural firm **QID Studio Arquitectes**, which is in charge of the project, this construction consists of **multiple buildings** that are connected through a common ground floor. The area consists of a taller block, destined to become a **Hotel** overlooking Calle Perú, and **two office complexes** characterized by a linked two-volume configuration. Pettinaroli was specified to supply more than **1.000 XT702G pre-assembled kits**, including insulation shell and actuator, for this project designed according to criteria of **sustainability, energy efficiency and comfort research**.

THE UBC ECOSUSTAINABLE PROJECT

HCI recently shipped 310 Dynasty PICVs to the **University of British Columbia (UBC)**, for installation in their new Faculty-Staff Housing. UBC is ranked **13th out of more than 1.400 institutions** globally when assessed against the United Nations Sustainable Development Goals. As such, the expectations by UBC are world class when it comes to **energy savings** and **temperature control** in all of their new construction. Pettinaroli's PICV met and exceeded all of the **specified requirements** outlined by UBC making it an easy choice for this progressive university latest building



Rendering of the new UBC building. (Credits: UBC).

S70 VALVES FOR NEW NGCP HEADQUARTERS



The new NGCP headquarters in Quezon City. (Credits: wingatchalian.com).

Pettinaroli has just completed the supply for a major project in the **Philippines**. This is the renovation and refurbishment of facilities at the new headquarters of **NGCP** (National Grid Corporation of the Philippines), a leading player in the supply of energy to the Philippine national grid. The choice of Pettinaroli's **S70 refrigeration valves** was made through close collaboration with contractor **ABSI**. The opportunity to receive visiting Philippine engineers and to be able to show them the site, facilities and production processes were crucial factors in order to demonstrate **the quality** in the manufacture of the products. The S70 valves were therefore considered **a better alternative** to those currently on the market, and the delivery included **450 units**.



INTERCLIMA - PARIS



From left: Sebastien Blondel, David Julien, Aldo Ruga, Stefano Richetti.

The **Interclima 2022** trade fair took place October 3rd to 6th in Paris. Back in its renovated historical venue of Parc des Expositions - Porte de Versailles, the event had **Pettinaroli SAS** among its protagonists. At the French subsidiary's booth, members of the sales team with **Aldo Ruga**, **Sebastien Blondel** and **Florence Boyssou** were present along with technical support from Eng. Stefano Richetti. During the 4-day Parisian exhibition, Pettinaroli SAS was able to display, among others, the new products in its **HVAC** range such as the new **Dynasty MxM** and the **TBV** (thermostatic balancing valve), strongly reinforcing its identity as "**Spécialistes du Génie Climatique**".

AHR MEXICO - GUADALAJARA

For more than 25 years, **AHR Mexico** has been the international air conditioning, heating, ventilation, and refrigeration trade show, a **benchmark for Mexico and Latin America**. The 2022 edition was held September 20th to 22nd in the city of Guadalajara and was attended by **over 11.000 visitors** from more than 40 countries around the world. Pettinaroli was present at the event with a large exhibition space at the booth of its partner and distributor **Grupo Cosielsa S.A. de C.V. Alberto Calderano** (Sales Manager Spain, Portugal and Latin America) was able to meet with the many attendees and showcase the new additions to Pettinaroli's **HVAC** range, especially the new **Dynasty** valves, which are increasingly popular in the Latin market.



From left: Alberto Calderano, Hector Trejo Morales, Hector Trejo Picazo.

CIBSE BUILD2 PERFORM - LONDON

Build2 Perform is recognized in the United Kingdom as the most important event in the building services industry. Sponsored by the Chartered Institution of Building Services Engineers (CIBSE), the seventh edition of the fair was held on November 29th and 30th at the London Excel exhibition center in the British capital. **Pettinaroli UK** was there with a space dedicated to **innovative HVAC solutions** for energy efficiency and water saving such as the **Vortex4** kit and **TBV** thermostatic balancing valves. Present on the booth **Richard Warburton** and **Brian Spencer**, assisted by engineers **Paolo Montafia** and **Martin Lowe**. The Pettinaroli UK team was also able to present the **Academy project**, recently launched in the UK branch.



From left: Paolo Montafia, Martin Lowe, Andrew Parker, Taimour Osman, Brian Spencer, Richard Warburton.

EXPOACAIRE - BOGOTA



From left: Alberto Calderano, Omar Andres Espitia Giraldo.

The 21st **Expoaire** trade show was held September the 26th through the 30th at the Centro Internacional de Negocios y Exposiciones CORFERIAS in **Bogota**, Colombia. For more than two decades, Expoaire has been the leading trade show for the **air conditioning, refrigeration and ventilation** industry for the Latin American and Caribbean markets. Pettinaroli was attending the event with a booth headed by **Alberto Calderano** and **Omar Andres Espitia Giraldo** who, alongside the consolidated range of **HVAC** products, were able to present the latest innovations including the new **TBV** thermostatic balancing valves and the completion of the **Dynasty** range with the new entries **DN40**, with 9.000 l/h flow rate, and **92 X/2** with MxM threads.

ASPE CONVENTION & EXPO - INDIANAPOLIS



On the right: Lauren Berenato among the presenters of ASPE technical sessions.

On September 16th-21st, Jomar Valve attended the **American Society of Plumbing Engineers' Convention & Expo** in Indianapolis, Indiana. This important industry event is where the plumbing design community convenes to learn, connect, and grow. **Lauren Berenato**, **Matt Bianchi**, and **Ethan Shull** represented the Jomar brand at the booth, showcasing a wide variety of valve solutions, including a special display on the all-new **RecircSetter™(TBV)**. Making this year's event even more exciting is that **Lauren Berenato** had the opportunity to **present at the technical sessions**. Selected out of over 80 submissions, and one of only four women presenters overall, Lauren and her co-presenters held a standing-room only session about the Hottest Code Changes in 2022.

INNOVATION CONFERENCE - MANILA

The **Pettinaroli Innovation Conference** took place on Friday, October 21st in the beautiful venue of the S-Kitchen Sheraton Hotel in **Manila, Philippines**. In the presence of a select group of local consultants, **Luca Pettinaroli**, **Paolo Montafia**, and **Jacopo Archetti**, with the contribution of **Jeluz Corro**, showed participants the technical potential of the **HVAC** range. After a brief historical introduction about the company and an overview of the current production and sales network, the focus of the presentation shifted to the **EvoPICV** and **Dynasty** range, investigating their advantages and possible applications in **PCS** pre-assembled hydronic kits. The success of the evening once again underscored the **wide appreciation** that Pettinaroli's HVAC products are receiving in Southeast Asian markets.



Standing from left: Luca Pettinaroli and Paolo Montafia during the presentation.

PETTINAROLI STAFF NEWS



Fabio Patané (Admin & Accountancy)
since November, he joined the administrative staff. After a few years of experience as a front and back office assistant in the tourism sector, he decided to resume his Economics studies and continue his work experience in the administrative dept. of Fratelli Pettinaroli S.p.A. As an attentive and determined person, we are confident that Fabio will make a positive impact within the team.



Andrew Parker (OEM sales manager UK)
With more than 20 years in different sales and BDM roles with outstanding track records, Andrew is bringing his experience and enthusiasm to help the UK OEM hydronic industry to advance with more efficient solutions to preserve energy consumption and water waste, by increasing comfort and healthiness of buildings.



Jesper Larsen (Sales Employee)
Jesper Larsen is our new sales employee from 1st of November. He will be responsible for our customers in the Copenhagen area. Jesper is already a familiar face with many years of experience in the industry and he brings a precious contribution to the team.



Logan McKeage (Assembler)
Logan McKeage has joined the HCl team as an Assembler. He has held various apprenticeships and comes to the team with several warehouse certifications. We are certain he will make big things for our organization.



Brendan Berryman (Customer Service Rep.)
Brendan Berryman has joined Jomar as a Customer Service Representative. He brings with him years of experience working with customers face-to-face as well as via phone and email. With a strong work ethic and an eagerness to learn, we are certain he will increase the quality of our customer service department.



Tyler Diaz (Digital Marketing Specialist)
is the new Digital Marketing Specialist. Tyler's most recent position involved the design, development, and implementation of communication materials. She is also an avid photographer and videographer. We are certain that Tyler will be an added value for our marketing department.



Monica Palacios (Business Dev. Manager)
is the new Business Development Manager for the Southwest Region. She brings with her a successful sales career with 15 years of industry experience in both manufacturing and as a manufacturer's rep. We are excited having Monica in our team.



Dave Skelton (Quality Technician)
Dave Skelton has joined Jomar as a Quality Technician. Bringing with him several years of experience as a quality technician, quality control inspector, and quality engineer, we are certain he will be a great addition to our quality department.



Marc Thomas (Warehouse Assembler)
he joined Jomar as a Warehouse Assembler coming to the team through our partnership with Dutton Farm, a local nonprofit organization that advocates for the rights and inclusion of adults with disabilities over the years. We are thrilled that Marc is now part of our team.



A NEW ENTRY IN THE TURNERY DEPARTMENT

The new transfer for ball valve machining was recently implemented in turnery

The turnery department was recently equipped with a **new transfer machine** designed for ball valves machining. This new "**Monster Machine**" is one of the most massive in the company reaching dimensions of over **6x10 meters**. The machining center is robotic with **devices for industrial automation**. In fact, there are 2 robots with vision capable of autonomously handling the parts during the various processing stages. The machine is structured with a **vertical axis rotary table** complete with more than a dozen work stations. The cycle time for loading, machining and unloading of pieces is **extremely short** and will be able to beneficially impact production time.



The transfer machine, most recent arrival in the turnery department



THE RENEWED FILTERBALL



The new FilterBall will be in CW511L brass alloy.

There are products so revolutionary that they irreversibly mark an era, and **FilterBall** has done just that in the world of hydronics. More than 30 years after its invention, the valve with integrated filter remains **one of the most successful products** in the Pettinaroli range. The secret of this longevity is certainly to be found in its versatility, which makes it a product that can replace three (two Y-filters and one ball valve) on its own. Its **compactness** also allowed it to adapt perfectly to **HVAC-related uses**, for example when used in **PCS** pre-assembled kits. But innovation is a **crucial factor** for even the most affirmed products. That is why in **2023** FilterBall is also preparing to change its skin. Attention to the environment and consumer health aspects has prompted Pettinaroli to rethink FilterBall in a "lead free" brass alloy that will also maintain its **anti-dezincification** properties. Therefore, the new FilterBall will be made of **CW511L brass**, marking a **green future** for this historic product as well.



FilterBall advertising on 1991/1992 product catalogue.



PETTINAROLI UK ACADEMY

Inaugurated in Birmingham, the Academy dedicated to hydronic systems balancing



Birmingham Lord Mayor Maureen Cornish and Pettinaroli Group CEO Ugo Pettinaroli inaugurate the Academy with a ribbon-cutting ceremony.

Understanding how balancing products work and their proper application are key factors in **the design of efficient, high-performance air conditioning systems**. Conscious of the complexity and relevance of these topics and backed by decades of experience in the field, **Pettinaroli UK** recognized the importance of **making all its know-how available** by developing a series of courses aimed at preparing participants for the design, installation, flushing and commissioning of terminal units. This gave birth to the idea of developing **an academy** with the aim of **training and keeping up-to-date** plant engineering professionals of all levels, both theoretically and practically. **Martin Lowe**, who has been working with Pettinaroli UK for more than 20 years on the development of the most efficient and innovative plant balancing solutions, was appointed as the head of the Academy project. Martin, who personally edited the initial course program and drafted the teaching materials, will play the

role of technical speaker being also **qualified by CIBSE to deliver valid CPD** (Continuing Professional Development) courses. Under the supervision of **Marcello Passoni** (Pettinaroli UK Coordinator) and thanks to the work of **Pettinaroli UK's technical team**, which set up the appropriate environments and equipment within the branch, the Academy project then took shape moving rapidly toward its realization. The **Grand Opening** ceremony was then held on **Tuesday, November 15th** at the Hamstead headquarters. In the presence of a few dozen selected guests, **the Lord Mayor of the City of Birmingham, Maureen Cornish**, cut the ribbon inaugurating the Academy and describing the initiative as "a project of **great importance** both for the city of Birmingham and the whole United Kingdom, at a time when it is more necessary than ever **to spread knowledge** about how to create buildings that can **optimize and reduce energy consumption**." The **Pettinaroli Group CEO, Ugo Pettinaroli**, was also attending the

ceremony and wanted to emphasize in his speech how "having a properly trained staff is a **crucial factor** for any successful company, especially for those operating in an industry that is constantly and rapidly evolving like **HVAC**. That is why we chose to establish the Pettinaroli UK Academy, committing ourselves to make our **deep knowledge** available to our customers **helping the UK hydronics industry** to create healthier places where people live, work, learn and play." The Academy Grand Opening was also an opportunity to emphasize how **sustainability and people's health** are core values for Pettinaroli UK business philosophy. In fact, in this regard, during the opening ceremony **the company donated a £1.000 check** which, as explained by **Richard Warburton** (UK Operations Manager), "is meant to be a supportive act towards the community we are so proud to be a part of, in this case helping **Katharine House Hospice** to cope with rising energy costs in these difficult times".



Martin Lowe showing the operation of the teaching rigs for hands-on practice.

Already scheduled for late November and early December are the **first pilot courses**, aimed at refining the program that will see the Academy fully operational by early 2023. The dedicated **brochure** and all information are already available by contacting the specific email address **academy@pettinaroliuk.com**.



From left: Richard Warburton, Ugo Pettinaroli, Luca Pettinaroli, Marcello Passoni.

A STEADY GROWTH FOR JOMAR & HCl

2022 has been another strong year for Jomar/HCl. While not as challenging as the previous two years, key issues such as labor shortages, cyber threats, and inflation are still strongly impacting our industries. Despite all this, I have a very **positive outlook for 2023**. With the tremendous support of Pettinaroli, Jomar and HCl maintained a strong inventory position relative to our competitors. This has allowed us to not only service our existing businesses, but also **to capture new**. On the other hand, the diverse product range that we offer allows us to tap into many types of markets, granting us **new opportunities** to grow our business (HVAC, Gas, Propane, Plumbing, Mechanical, OEM, Industrial, etc.). There will be **economic headwind in 2023**, but having these two pillars will help lead us to such growth: **diversity and inventory**. Jomar and HCl keep seeking for improvement. For Jomar, we are in the middle of a **third major upgrade** in our warehouse. With the addition of more pallet-flow racking and the exit of HCl in late 2021, Jomar was able to add an **additional 600 pallet locations**, maxing us out at 4,025 slots. New packing stations and an **automated LTL lane** for pallets are

also on their way. Further, because of the consistent collaboration between Pettinaroli and Jomar/HCl operations, Jomar has been able to increase 2022 turns and dramatically **lower our backorders** to levels lower than pre-pandemic. For HCl, we are continuing to streamline our **quotations and takeoff processes** to remain efficient and productive in both sales and operations. Present challenges and opportunities, make hard to look down the road and prepare for future demands, analyze risks, and foster sustainability. However, this will be our challenge for next year and for years to come. My hope is that our Group will continue **to invest in technology** towards efficiency, sustainability and waste reduction. At Jomar and HCl, we are excited to take on what 2023 has in store for us as we continue **to make an impact and set the bar higher** than before.



Adam Stier
President - Jomar Valve

PETTINAROLI A/S CONTINUES ITS POSITIVE TREND



Kim Svaneborg Pedersen
CEO - Pettinaroli A/S

2022 came on top of an unusual, good year 2021 in Northern Europe and we were quite reluctant to even dream of repeating last year's **excellent performance**. Many competitors failed to deliver their customers due to **general shortage of raw materials** and electronic components in the markets. The distribution centre

in Denmark proved its great value as we were able **to keep up deliveries at highest service level**. Of course, we knew that the situation eventually would come to our corner of the World and 2022 also quickly turned out to be **a struggle** delivery wise. Despite the difficult situation we have been able **to keep performing** at the highest level ever and 2022 seems to end a bit better than **the record-breaking** 2021. And I have only two words for this: **dedication and team-effort**. In Northern Europe the **Sustainability Megatrend** has hit the markets big time and we are expecting **new business opportunities** deriving from the

trend. With production within the EU, we are considered "**local supplier**" and it gives us a preferred position at the customer level. The awareness of a healthy and sustainable environment requires Pettinaroli both **be innovative** and to step up and take responsibility for our planet and for the generations to come – but **taking responsibility has always been in our DNA** and we are certainly prepared for a brighter future. It is with a big smile that we approach the Christmas time and with a good feeling for a better tomorrow. We wish all a **Happy holiday** and a prosperous 2023.

FRANCE FOCUSES ON "GENIE CLIMATIQUE"

This year has seen an increase in the evolution that we are trying to stimulate more and more in Pettinaroli France. Several of our agents have reorganized themselves by adding staff to their teams **to increasingly monitor the construction part** as opposed to sales through distribution. Two important regions have thus passed on and we have already seen a significant development of the portfolio which evolves from traditional products (valves, heating fittings and manifolds) to **new HVAC ranges**. Pettinaroli is in the process of being recognized as an actor in **climate engineering**. We sell static balancing, dynamic balancing and now we are starting to sell sanitary thermal balancing. Added to this are our pre-assembled kits and easy connection kits that have been sold for years in Paris. In short, we are in the process of increasing more and more the percentage of **sales of the HVAC range** compared to the traditional products. This development was particularly noticed during the **Interclima** trade fair, which was held in October, and which was both **an important showcase and a great success** for us. We still suffer

from lack of recognition, but **we are gaining legitimacy** and we are firmly determined to continue this development to be more and more active on this range of products. In this regard, the new tagline "**Spécialistes du Génie Climatique**" is aimed at making us more identifiable in this new guise. **This does not mean that we are abandoning distribution**, quite the contrary, but rather that we are going to integrate its products into the offer we offer them. Another important point is the **projects in Paris**, the market seems growing, as you know we have won the big project with Vinci : '**Campus Engie**' and we have made many offers for Spie, Engie Axima, Vinci... with valves, fittings and manifolds. We are confident that our strategies will be successful and **Pettinaroli SAS will be in action on these projects** on 2023.



Sebastien Blondel
Operations Manager - Pettinaroli SAS

A YEAR OF REVOLUTION AT PETTINAROLI UK



Richard Warburton
Operations Manager - Pettinaroli UK

2022 has been an exciting year of change within Pettinaroli UK. We have welcomed **Taimour Osman** and **Andrew Parker** as Regional Sales and OEM Sales Managers respectively to increase our presence in the market and further **build relationships** with key customers in order **to boost sales** into 2023, after 2 years

heavily disrupted by the pandemic. We are already seeing great inroads that both Taimour and Andrew are making with both old and new customers and we hope this will continue into next year. **Sales have grown strongly** however it is clear that we are facing increasing price pressures from our competitors especially on larger contracts. We aim to develop **alternative sales avenues** in 2023 including OEM customers to diversify into different sectors. The goal is to create **multi channel sales** generating stable revenues more robust against single market volatility. In January we successfully launched our '**100 seconds**' videos on LinkedIn

which have aided us growing our presence on this social network. In November we inaugurated the **Pettinaroli UK Academy** that will aim to spread our extensive knowledge of Hydronics systems to the markets both in the UK and worldwide. Training will be addressed at different levels with face to face, remote and online training. The Academy will provide candidates with knowledge while **generating brand exposure** and awareness of Pettinaroli's products. During 2022 Pettinaroli Group technical team also developed a new range of components for our new '**Vortex4**' **40mm bypass PICV assembly**. This new device will incorporate a new high Kv bypass along with more efficient components, designed to incorporate the Dynasty valves. This will bring us back to the forefront of valve assemblies in the UK and offer customers **a range of USP** over our competitors. In addition to this we are currently in active collaboration with the Italian design team on new product developments for the UK market. Ultimately we exhibited at the **CIBSE Build2 Perform**, held at Excel in London on the **29th and 30th November**. The event showcased the new Vortex4 assembly, TBV and the Academy while our very own **Martin Lowe** delivered a 45minute **CPD** to a mass audience on '**Embracing Circular Economy**'.



PETTINAROLI SUPPLIER EVENT 2022



The awards presented by Pettinaroli to Strategic Suppliers for the year 2022.

Supply chain sustainability and future scenarios are the focus of the first **Supplier Event** organized by Pettinaroli on Thursday, **December 15th**, at its headquarters in San Maurizio d'Opaglio. Recent political, social and economic developments are leading to an increasing awareness towards **sustainability** issues. In practical terms this trend results in the need for business to anticipate regulations that, in the coming years, will push companies becoming progressively **virtuous toward the environment and society**. Both in Europe and globally, **Corporate Social Responsibility** is climbing the ranks becoming increasingly central to every company's business strategies. Today more than ever, large purchasing groups and multinational corporations select their suppliers on the basis of **sustainability scores certified by third-party bodies** (Ecovadis is one example). Of course, **synergy with the suppliers** network becomes crucial in order to keep sustainability standards as high as possible. This is why Pettinaroli wanted to set up a day in which to reward **strategic suppliers**, whose fundamental contribution is key factor in the company's success, while at the same time opening a **fruitful discussion** with them about the scenarios that, today and in the near future, will be crucial in **maintaining high competitiveness**.

Here following the list of suppliers awarded as **"Pettinaroli Strategic Supplier Of The Year 2022"**:

ALMAG S.P.A.

METALLI PRESSATI S.R.L.

BIANCHI F.LLI S.P.A.

ERBEA S.R.L.

GUARNIFLON S.P.A.

JOHNSON CONTROLS SYSTEMS AND SERVICE ITALY S.R.L.

LAV.EL.GOMMA S.R.L.

LUIGI MAURI S.R.L.

M.R.G. S.R.L.

OLI-SISTEMAS SANITARIOS S.A.

P.G.S. S.R.L.

SFERC S.R.L.

SCATOLIFICIO MORA S.R.L.

JOHNSON SUPPLIER RECOGNITION AWARD

The partnership between Johnson Controls and Fratelli Pettinaroli has now continued for **more than a decade**. Pettinaroli's debut into the **HVAC** field, with the first **PICV** introduced to the market during 2008, kicked off a **long-lasting and positive partnership**. Pettinaroli was able to benefit from the business relationship with a **world-class brand** with a solid and established structure behind it. Johnson Controls, on its side, has encountered in Pettinaroli **a partner** capable not only of **supplying quality products** with proven reliability over time, but also focused on developing innovative solutions that are increasingly efficient and high-performing. For this reason, on November 15th, during the **JC EMEA Supplier Conference 2022**, the American multinational wanted to recognize Pettinaroli with the **"Continuous Improvement Award"**. **Andrea Pettinaroli**, on behalf of the company, picked up the prestigious award from **Piotr Kaczmarczyk** (EMEALA Procurement/Category Manager - JC).



Andrea Pettinaroli receives the "JC Continuous Improvement" award.

AVR GENERAL ASSEMBLY 2022

The annual **General Assembly** of our industry association **AVR** (Italian Association of Valves and Taps Manufacturers) was held again this year in presence at the Hotel Acquaviva in **Desenzano del Garda** on **November 18th** to celebrate the **70th anniversary** since its foundation. **"In Search of a Lasting Balance in a World in Full Transition. Opportunities for the Italian Valves and Taps Industry"** was the title of this year's event, a phrase that in itself suggests the complexity of the issues addressed, reeling from a period of great change and significant instability on the energy and economic fronts. Opening with the usual welcome greeting from **AVR President Sandro Bonomi** (Bonomi Industries Srl), the day turned out to be a moment of gathering for all members, in the presence of **important guests** from the academic and political scenes, both Italian and European, as well as an opportunity to debate important issues in the sector, such as **energy efficiency, lead, hydrogen, energy transition and materials in contact with drinking water**. Particularly noteworthy was the speech **"An Outlook to Europe"** during which **Ugo Pettinaroli** (CEIR Marketing Commission Chairman) emphasized the relevance and strategic role that Italian manufacturing has at the

European level. The assembly concluded with the awarding of companies with more than 50 years of association loyalty and with the ratification of the 2023-2024 institutional positions: **Luca Pettinaroli** was in fact **reappointed Group Leader of the AVR Marketing Committee** for the next two years.



Ugo Pettinaroli during his presentation at the AVR General Assembly 2022.

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