

# The Chronicles

thrice-yearly newsletter with featured news and recent updates of Pettinaroli Group worldwide

## MCE 2024: AN INTERNATIONAL SUCCESS

### PROJECTS

Baps Hindu Mandir - Abu Dhabi  
Technology serving worship

### SUSTAINABILITY

Pettinaroli drafts its first  
Sustainability Report

### RECOGNITIONS

2024 starts with two awards

N°23 - MARCH 2024





HAPPY  
Easter  
DAY



PETTINAROLI

# EDITORIAL

*by Laura Fortis Pettinaroli - Presidente*

**Dear employees, suppliers and customers,**

2024 has begun amidst **quite a few difficulties**, in a surrounding where the work slowdown, due to the current global political and socio-economic situation, leaves many **doubts and uncertainties about how our industry** will develop in the near future.

It is enough to turn on the television or flip through a newspaper to realize **how complicated it is to make forecasts and predictions nowadays**, not only for the long term, but also for the short and medium term. In fact, every day we are literally "bombarded" by news of all kinds, in a context where media speculation is "running the show": the natural

consequences are **concern and uncertainty**, both on the side of the average consumer and entrepreneurs. However, Fratelli Pettinaroli and our **Pettinaroli Group is not going to falter**, not even for a moment, in front of this precarious situation! In fact, as most of you have heard me remark for several years now, **"we must never give up, because he who hesitates is lost!!!!"**.

Now more than ever **is time for us to invest for the future**. Work on the new automated warehouse here in San Maurizio d'Opaglio continues unabated and on schedule as expected. In the last few weeks, **the installation of the electrical and fire protection systems has been completed**, and the interior floor and wall finishes have recently begun. But, as always, we are not limiting ourselves to investing only in Italy: work has finally begun **in Denmark and in the United States to expand the warehouses** of our main branches as well.

Once again, I would like to extend **a special thanks to our loyal employees** who every day show great commitment and dedication to a company that, despite its strong growth, has always **considered them as part of the great Pettinaroli Family**.

**My warmest wishes for a peaceful Easter holiday season to all of you and your families.**



*On behalf of the whole Pettinaroli Family*

# SPRING'24

*by Maria Pia Pettinaroli - CFO*

**Dear readers, colleagues, partners and friends,**

once again we have the pleasure of representing, in the pages that follow, what each of us with passion and commitment, in our own sphere and with our own responsibilities, is accomplishing for the **continuous growth of the Company and the Group.**

The family's focus is on performance, achievements and future forecasts, but without ever forgetting **the satisfaction of all employees**, the quality of our products, production and energy efficiency, and environmental protection.

The **huge investments underway** are a summary of the goals for the years to come. **We love our Company and our territory**, so we are proud to make them known to the whole world.

**I welcome this opportunity to thank you and wish you and your families a peaceful and joyful Easter.**



*On behalf of the whole Pettinaroli Family*

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Anticipating the mandatory 2025 deadline, Pettinaroli publishes its first Sustainability Report in a framework of increasing transparency to stakeholders.



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Pettinaroli A/S's plant in Middelfart, Denmark, is doubling its space to ensure increasingly high-performance service to northern European markets.

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MCE Mostra Convegno Expocomfort 2024

The 43rd MCE closes with great success. Mostra Convegno Expocomfort, saw Pettinaroli, as usual, among the protagonists.

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# ABU DHABI - UAE BAPS HINDU MANDIR

## ABU DHABI - UNITED ARAB EMIRATES

Designed to welcome thousands of people every day, even a modern place of worship needs an air conditioning system that is up to its delicate task. This is the case of the **Baps Hindu Mandir in Abu Dhabi**, a temple built to provide a place of devotion for the large Hindu community in the UAE and inaugurated on February 14, 2024, with a **consecration ceremony** in the presence of **Indian President Modi**.

For the project, Pettinaroli supplied **Dynasty 92** series linear PICVs and equalpercentage EvoPICV **83 and 94F**. Thanks to the choice of Pettinaroli balancing valves, the building will be able to count on **reliable and long-lasting air conditioning management system efficiency**.



# SAN JOSÉ HILTON GARDEN INN

*Pettinaroli hydronic kits for  
the Costa Rican luxury hotel*

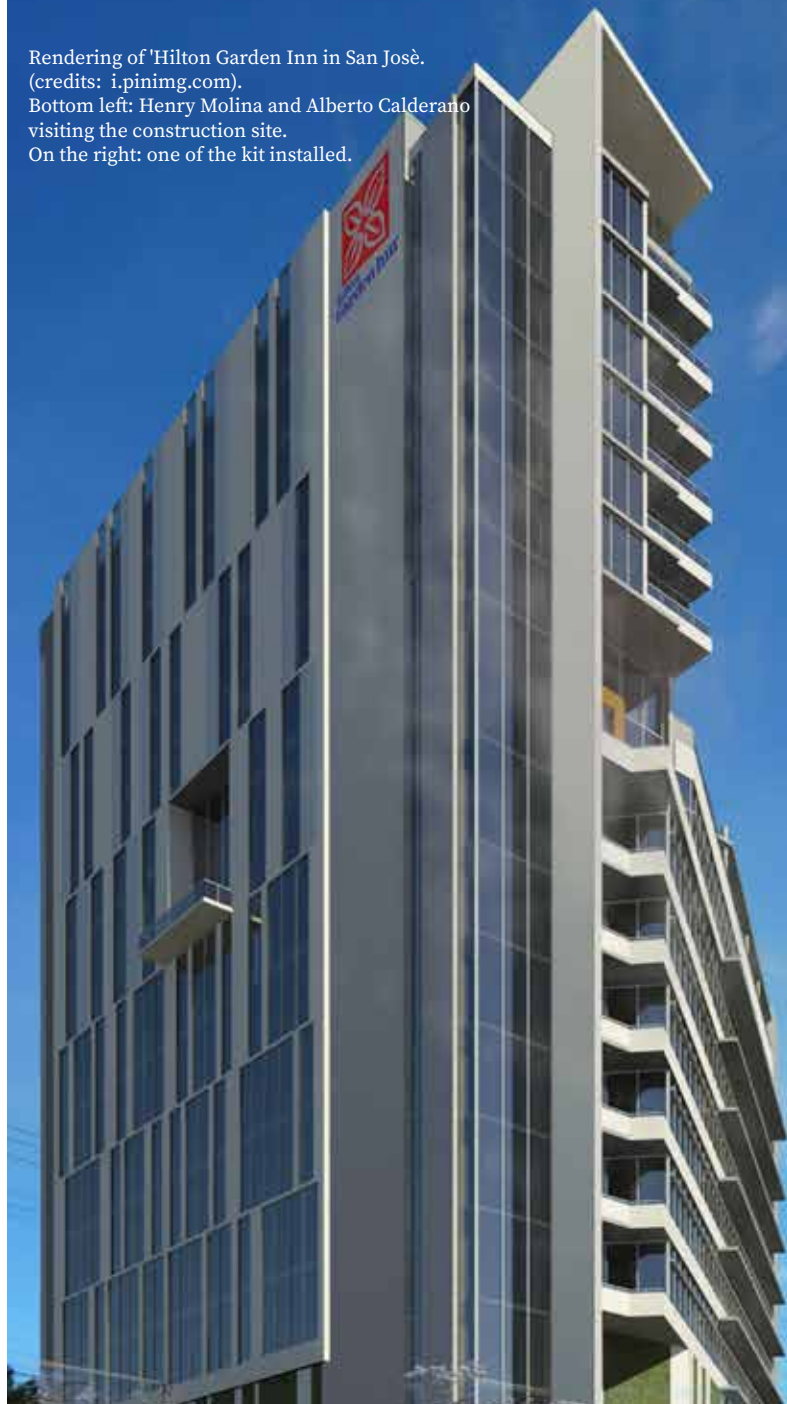
## SAN JOSÉ - COSTA RICA

Recently built (completed in late 2023), the new Hilton Garden Inn is located near the main airport of the Costa Rican capital San Jose. For the completion of the facility's air conditioning systems, Pettinaroli supplied **more than 200 XT702G kits from 1/2" to 1"**, with flow rates up to 14.5 GPM, complete with 24V electromechanical 3-point and proportional actuators. The project was carried out **in collaboration with local partner Nat Reps**, which was also responsible for supervising the development of the supply closely from sales, to delivery up to the commissioning.

## THE WINNING SOLUTION FOR THIS PROJECT

Pettinaroli's solution for this project proved to be unique and successful for at least two reasons: first, **the supply of a pre-assembled hydronic kit** that allowed to anticipate the installation, thus avoiding on site problems and delays; and second, **the commissioning and technical assistance** provided through our local partner which could follow the installation procedure directly on site.

Rendering of Hilton Garden Inn in San José.  
(credits: i.pining.com).  
Bottom left: Henry Molina and Alberto Calderano  
visiting the construction site.  
On the right: one of the kit installed.




 PETTINAROLI

THE CURTAIN IS DOWN ON THE 43RD EDITION OF MCE, WHICH CONFIRM ITSELF AS THE REFERENCE EXHIBITION FOR THE HVAC, ENERGY EFFICIENCY, RENEWABLE ENERGY AND PLUMBING SECTORS.

# MILAN MCE 2024

Pettinaroli's exhibition area at MCE 2024.  
On the Right: The Pettinaroli team and guests on the booth.

## MILAN - ITALY

The 43rd edition of MCE - Mostra Convegno Expocomfort, which returned to its usual late winter schedule, comes to its end at Fiera Milano. **More than 1.700 exhibitors and 121.000 visitors** with over 30% coming from abroad; very encouraging data on the health of the market, reflecting a positive scenario and an optimistic outlook for the future that confirms the event as **a fundamentally influential showcase for the hydronic and air conditioning sector.**

## THE PETTINAROLI SPACE AT MCE 2024

An equally distributed booth combining exhibition and hospitality the one designed by **Matteo Pettinaroli**. The rational arrangement of the large spaces in two sectors gave prominence to the products while allowing guests to be welcomed in the VIP lounge area allowing them to take also advantage of three meeting rooms made available for private meetings.

The success of the event was remarked upon by all sales team, who emphasized **the large turnout favored also by the more appropriate time frame of the event**, which returned to be held at the end of March and no longer at the beginning of July (as in the 2022 edition).

## NOT ONLY MCE: A FACTORY EVENT DEDICATED TO NEWS

It was not only the Milan trade fair event that characterized the MCE week. In fact, on Monday, March 11, a **training day** was held at Pettinaroli's headquarters in San Maurizio d'Opaglio for the **numerous guests**, many of them from Latin America.

After a welcome and a presentation of the company's history by **Luca Pettinaroli**, groups of visitors were led by staff on a guided tour of the production facilities. This was followed in the afternoon by a preview mainly dedicated to **the new products displayed on the MCE booth**.

### THE NEWS INTRODUCED BY PETTINAROLI

Close attention was given to the new **Energy Saver** series of metering kits, followed by a focus on the **Dynasty** range with smart actuators. Finally **TBV** and **EvoMAGic** concluded the roundup of products highlighted at MCE.

The day then concluded with the official presentation of the first Pettinaroli Sustainability Report.



# CHICAGO AHR 2024

*Jomar among the key players at the most important North American trade show for the HVAC-R sector*

by Luca Pettinaroli

## CHICAGO - UNITED STATES

**O**n January 22-24, the Jomar Valve and HCl's teams attended the AHR Expo, taking place in Chicago Illinois. This year, the American **largest and most important trade event for the HVAC-R** industry registered an overall attendance of 12.756 exhibitors, 35.278 visitors, out of which 6.662 coming from abroad, representing 154 countries. The "windy city" proved to be right spot to host representatives of the most unique industries as it was comprised of **professionals from many different sectors and career disciplines**. During the three-day event, the Jomar and HCl's teams were blown away

with the electric energy, cutting edge displays and demonstrations, and the powerful partnerships that we were able to nurture with our amazing customers, old and new partners, sales team and reps. **Our Group has been exhibiting at AHR for over 30 years** and each edition is the showcase of new hydronic and plumbing solutions for the market: at 2024 edition in Chicago, **Jomar Valve launched the new RecircSetter assembly** for recirculating sanitary systems, including the option for disinfection-flushing, and **our brand new high-performance threaded lead-free bronze ball valve** range meant for commercial specs.



From left: Zack Fromm, Jake Marinkovich, Brian Aichele, Stefano Richetti, Adam Stier, Nick Miller, Phil Robertson, Michael Abraham, Luca Pettinaroli, Matt Bianchi, Alberto Calderano, Giorgio Simonotti.

# RIYADH HVAC-R EXPO SAUDI

*Pettinaroli is back to exhibit  
in the Saudi capital*

## RIYADH - SAUDI ARABIA

From February 26-29, Saudi Arabia was the theater of the 8th edition of HVAC-R Expo Saudi. At the Riyadh Front Exhibition & Conference Center, companies from over 40 countries presented their **solutions dedicated to the construction sector and in particular HVAC applications**, for which the local market is expected to significantly grow in the coming years. Pettinaroli participated in the event with a booth dedicated to **balancing solutions**, presented by **Umesh Nair, Shehab Al Khatib and Paolo Montafia**, technical sales managers for the Middle East market.



From left: Shehab Al Khatib (Technical Engineer) and Paolo Montafia (R&D Engineer).

# LATE-WINTER EVENTS

## March closes with two exhibitions

### COLUMBIA - UNITED STATES

From March 18 to 20, **Giorgio Simonotti** (Pettinaroli Sales Manager - North America) and **Liborio Spagnolo** (Pettinaroli Technical dept.) joined **Bryce Mainville** (Jomar National Sales Manager - Gas) at the Southern Gas Association's 2024 Spring Gas Conference in Columbia, South Carolina.

**Jomar's Lockwing series** of products dedicated to natural gas distribution and management were on display during the three-day fair raising the attention of the participants.

The fair was also an **important meeting opportunity** to consolidate the business network with current partners and meet new and potential contacts.



### NANTES - FRANCE

On March 20 and 21, 2024 at the Beaujoire Exhibition Center in Nantes, the fifth edition of **the show reserved for ORCAB cooperative members** took place. More than 600 group suppliers joined the event spread over 4 halls.

**Pettinaroli France** took part in the event with a space located in Hall 4 dedicated to heating, ventilation and air conditioning, electrical and plumbing systems. **Aldo Ruga** (Sales Manager of the French branch) along with several agents managed the booth during the two-day exhibition.

The event, in the words of Aldo Ruga, "was a **great success** with the public and an important opportunity to meet the protagonists of a **very relevant business reality in the transalpine market** to whom Pettinaroli France always looks at with great interest."



# THE NEW METERING KITS ENERGY SAVER

*Pettinaroli launches hydronic kit series for air conditioning systems including the ultrasonic thermal Energy Meter and PICV valves*

by Federico Poletti

Energy Saver is Pettinaroli's series of **hydronic kits for metering and billing in air conditioning systems** that includes the ultrasonic thermal Energy Meter meter and PICV valves.

- √ **100% factory tested** with Pettinaroli warranty
- √ **Flexible and customizable** configuration
- √ **Elimination of assembly failure** and site delays

This pre-assembled kit provides all the necessary components **in one package**.

## Energy SAVER



## Energy SAVER COMPACT



The kit includes:

- **DYNASTY or EvoPICV** pressure-independent balancing and control valve for perfect combined management with thermoelectric or electromechanical actuator
- **Energy meter** for heating and cooling
- **FilterBall** (shut-off valve with filter included)
- **By-pass** for cleaning the main pipeline and shut-off valve

There is also the possibility to configure the kit with **numerous accessories** such as air vent, direct flush drain, additional pressure port, and insulation

But that's not all. The Energy Saver kits are also **equipped with an energy consumption meter**.

EM303 and EM403 are part of the new range of Pettinaroli **ultrasonic meters for heating and cooling applications** certified according to the MID directive.

Available with different types of communication protocols such as **M-bus Wired, M-bus Wireless, MODBUS, LoRaWan, BACnet**.

## Energy METER





## UPDATES FROM THE PRODUCTION

*by Marco Pettinaroli*

**SAN MAURIZIO D'OPAGLIO - ITALY**

**Marco Pettinaroli** (Operation Manager), summarizes the progress of ongoing work in the production departments, starting with the construction site of the new automated warehouse. **Work on the new warehouse is progressing on schedule.**

The installation of all ceiling systems, both electrical (including lighting) and fire-fighting systems, has been completed, and the flooring inside the building is being laid in these weeks. At the same time, **we are finalizing the specifications for the warehouse management software** and we are proceeding with the purchase of the hardware required for its operation. At this stage we are actively working with our consultants **to maximize the application of Industry 5.0 incentives**, which focus mainly on energy conservation and modernization of industrial processes.

As for the current production departments, in the turnery department, the **new cap drilling machine** has gone into operation. In the assembly, starting from the balancing area, on the other hand, **we have begun relocation work** aimed at taking advantage of the space that will be freed up as the new warehouse becomes operational.

On top: The exterior of the new automated warehouse.  
In transparency: inside view of the warehouse.



# Pettinaroli Staff new entries

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## Gerald Sula

*Engineer - Technical dept.*

Gerald Sula has joined Jomar Valve as the newest engineer on the team. Geri is a graduate from Michigan State university. Initially a pre-medical student, Geri transitioned his career to utilize his analytical problem-solving skills and previous experience in plumbing to grow his career. With his skillsets, ambition, and drive, we are certain Geri will make a significant contribution to Jomar.



# PETTINAROLI TO ISSUE ITS FIRST SUSTAINABILITY REPORT

The cover of the first Pettinaroli Sustainability Report.

## SAN MAURIZIO D'OPAGLIO - ITALY

**A**t Mostra Convegno Expocomfort in March 2024, Pettinaroli published its first Sustainability Report covering the year 2022.

### A CROSS-DEPARTMENT PROJECT

Through a remarkable **collective effort** that lasted several months and involved numerous departments within the company, **data and information related to Corporate Social Responsibility** initiatives were collected. This includes all those activities carried out to achieve determined **ESG (Environmental, Social, Governance) objectives** set by the general management. The goals that Pettinaroli has set are: compliance with the Laws in

force, continuous improvement of customer satisfaction, constant increase in Quality, rational use of energy sources and reduction of costs associated with them, abatement of environmental impacts related to processes, activities and products, prevention of accidents and safeguard of workers' health.

This is a **path that has been undertaken for a long time** and had found a first physical drafting as early as 2022 when, again in occasion of Mostra Convegno Expocomfort, the company launched its "**Sustainability Manifesto**." This document aimed to gather the initiatives undertaken by the company towards sustainability and communicate them to the public and stakeholders involved in the business.

## MANIFESTO VS REPORT: WHAT DIFFERENCES?

The Sustainability Manifesto presented by Pettinaroli in 2022 already included some of the information now reported in the Sustainability Report. However, there is a substantial difference between the two papers. While both are documents currently drafted on a voluntary basis, the Manifesto did not have an official status (lacking references to a specific regulatory framework).

The Sustainability Report, on the contrary, was drafted according to precise worldwide reporting standards (GRI Standards), drawn up by the Global Reporting Initiative (GRI), an international body established for the purpose of defining standards for reporting sustainable performance. For this reason, the data contained in the Sustainability Report has a higher degree of detail and confers an official status to the document.

## SUSTAINABILITY REPORT: WHAT IS IT AND WHEN WILL IT BE BECOME MANDATORY

The sustainability report is an annual non-financial reporting of all those **elements of governance that have a positive economic, environmental and social impact**. Specifically, it is the document that organizes and puts on paper the various Corporate Social Responsibility activities. The implementation of the mandatory Sustainability Report directive will take place **starting from 2024 in different stages**, depending on the size of the organization. For Pettinaroli, the obligation would have been prefigured in 2025. However, **the company has decided to get ahead of schedule** by anticipating the mandatory deadline and **voluntarily starting reporting from the year 2022**, in a framework of increasing transparency towards its stakeholders.

## THE YEAR 2022 AS A STARTING POINT

The choice of 2022 as the reporting year is related to the timing of the document's drafting. Given the company's choice to begin reporting on a voluntary basis and in advance of legal obligations, the redaction of the first Sustainability Report took **several months for data and information collection**, which began in the mid 2023. Therefore, it was decided to start from **the first year of which all official data were available i.e. 2022**. As a result, the publication of the 2023 Sustainability Report is already planned by the end of the current year, thus arriving at a proper time correspondence with the publication of data for the year just ended, starting with the 2024 edition. The 2022 edition constitutes **the beginning of a journey** to be pursued methodically and accurately, so that it does not remain just a declaration of intent or a snapshot of the current situation, but rather **becomes a useful tool for charting a more systematic, organic and comprehensive path of improvement**.





# ABU DHABI MASTERING DELTA T WITH EQ% TECHNOLOGY

by *Marcello Passoni*

**ABU DHABI - UNITED ARAB EMIRATES**

Last February 7, at the Beach Rotana in Abu Dhabi, **Umesh Nair** (UAE Business Development Manager) and **Marcello Passoni** (OEM Sales Manager) delivered a workshop on "**Mastering Delta T with EQ% technology**" to a large group of local Engineering Consultants. The evening proved to be a success thanks to the expert speakers who shared their valuable insights with the audience. The event, organized by partner **Dutco Tennant LLC**, was an opportunity to conduct some hands-on demonstrations on **how Pettinaroli PICVs can successfully handle Delta T variations**. The occasion was also a showcase for **the launch of the new TBV valve** and to highlight the benefits of thermal balancing in domestic water systems. Thermal balancing valves are **designed to automatically balance the various branches of centralized domestic**

**hot water recirculation circuits** to ensure the required temperature in each section, preventing legionella formation and limiting heat loss.



Upon: Marcello Passoni during the presentation.  
On top: Umesh Nair answering questions from the audience.

# PETTINAROLI DENMARK

## building extension is underway

### MIDDELFART - DENMARK

**W**ork on the expansion of Pettinaroli's facility in Middelfart, Denmark, has finally begun. The project aims to **double the production area** with the purpose of creating more warehouse space and allowing the possibility to carry out some assembly steps on site. **Kim Svaneborg** (CEO Pettinaroli Denmark) outlines the roadmap of the work as follows, "**On February 5th we broke ground on the building site in Middelfart.** The preparation of the land has been completed at soon the new warehouse will appear clearly visible. **The foundation has been made and on March 25th** the steel construction is put in place before exterior walls and roofing is done. The exterior of the building will be closed around middle of May and soon after the finishing inside can be completed. **We expect the new warehouse to be finished before the end of June** and during the Summer we will move our goods into their new "home". **Inauguration of the warehouse is expected to take place in the beginning of September 2024.**



On top: Excavation work for the foundation laying.  
On bottom: The rendering of the new Danish warehouse.



# THE 2024 OF PETTINAROLI STARTS WITH TWO AWARDS

*Pettinaroli receives the prestigious "Industria Felix" award for excellence in Italian entrepreneurship. Jomar is honored by Southwest Gas for the quality of its service*

## TURIN - ITALY

On Thursday, March 21, the 6th<sup>a</sup> edition of the "Felix Industry Award" dedicated to Liguria, Piedmont and Valle d'Aosta was staged at the "Giovanni Agnelli" hall of the Turin Industrial Union. Pettinaroli was awarded with the **High Budget Honor** as a competitive, reliable and sustainable enterprise. **Maria Pia Pettinaroli** (CFO) and **Marco Pettinaroli** (Operation Manager) collected the award on behalf of the company. During the ceremony, the survey conducted on corporate balance sheets by **Industria Felix Magazine**, an economics and finance quarterly of Il Sole 24 Ore, was presented. The award was given based on the analysis conducted on 2022 financial budgets. Although the world is going through rather unstable political and economic times, **Pettinaroli has proven to be a virtuous company** both in terms of production, environmental and social sustainability.



## LAS VEGAS - UNITED STATES

Viva Las Vegas. Ending the Southern Gas Association's 2024 Spring Gas Conference in Columbia, South Carolina, **Liborio Spagnolo** (Technical dept.), **Giorgio Simonotti** (Pettinaroli Sales Manager - North America) and **Bryce Mainville** (Jomar National Sales Manager - Gas) continued their journey to Nevada. The delegation representing the Pettinaroli Group reached Las Vegas to accept **the award that Southwest Gas wanted to give to Jomar for the quality and punctuality of service and deliveries**. Southwest Gas is one of the first major North American gas companies that adopted Lockwing valves and continues to choose Jomar as their primary supplier. **Congratulations to Giorgio, Liborio, Bryce, and all the employees** who work daily to ensure that Jomar solutions remain the gold standard for the natural gas industry.





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**PETTINAROLI**  
GROUP

# The Chronicles

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