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### Mission

To improve the business performance of our customers



We offer customers the experience, organisation and skills of a Group that has been operating at both national and international levels for decades. We use highly qualified personnel and advanced tools to design and build complete, made-to-measure solutions that fulfil the customer's needs and meet the core values of how we work.

We have an ambitious objective: to be crucial to our customers' success.

SAIP is one of the world's leading corporations that designs and builds sustainable polyurethane processing systems, machines and technological solutions.

Prerogatives such as: belonging to a well-established Group, several decades of experience in the Italian and overseas markets, large investments in research and development, partnerships, collaborations, recognitions, all make SAIP a company that our customers can rely on and trust for their strategic choices. SAIP not only offers customers cutting edge, made-to-measure technology, but also an actual, cohesive system of knowledge and operational skills. In this way, customers make the most of the product, optimise their services and achieve a real competitive edge. This is why SAIP builds long-lasting relationships.

FOR US AT SAIP, TRUST MEANS EVERYTHING.



WALTER POZZI
President



# **Strategy**

Technology, synergy and valuing resources

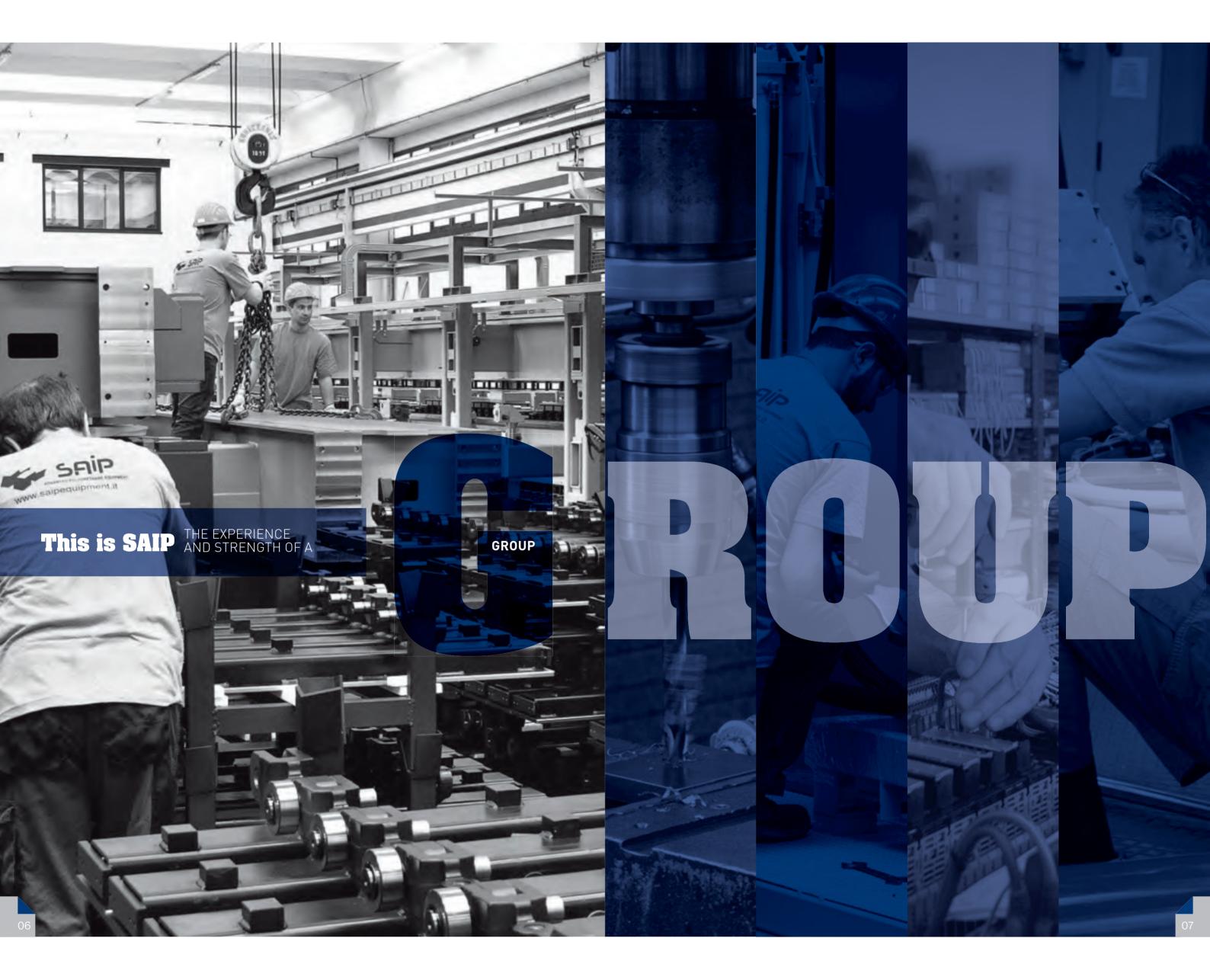
With our extensive knowledge of the technology in the sector, we are able to fully exploit its potential, continuously working to achieve innovative, made-to-measure solutions.

The world of polyurethane is rich in opportunities that we have identified and developed, which has also included establishing partnerships to significantly raise the quality of our solutions.

Today, the close and natural interaction between the Group's companies is a great source of professional and commercial wealth: companies from various backgrounds, of the highest level, possessing significant and specific competences that are complementary to ours in the field of architecture, electronics, chemistry and research. Pozzi Industries is an aspect, completely consistent with the SAIP mission, that broadens the borders of our strategy. We also know that education, experience and personal commitment are the basis of a good result. Valuing resources and continuous training are strategic to team work, and are at the core of the SAIP production process.



The fundamental elements of our strategy: full knowledge of the technology together with an innovation-oriented attitude, pursuing Group partnerships and synergies for an increasingly complete and qualitatively superior offer, valuing and continuously training human resources.



**Targets** 

A single company, a single Group countless applications.

FOCUS ON

Polyurethane is a material that is currently used in various ways in a great many objects that are part of our daily life. IT IS an extraordinarily versatile material which, thanks to the various technologies developed by SAIP and the POZZI INDUSTRIES Group, is used in an infinite number of applications, even replacing traditional materials.

The common denominator of the sectors where SAIP Equipment naturally applies and deploys all its potential is the need to insulate: from thermal to acoustic insulation.

Today, the demand for innovative and efficient solutions in terms of thermal insulation and energy savings in the building and refrigeration fields is increasingly specific and qualified.

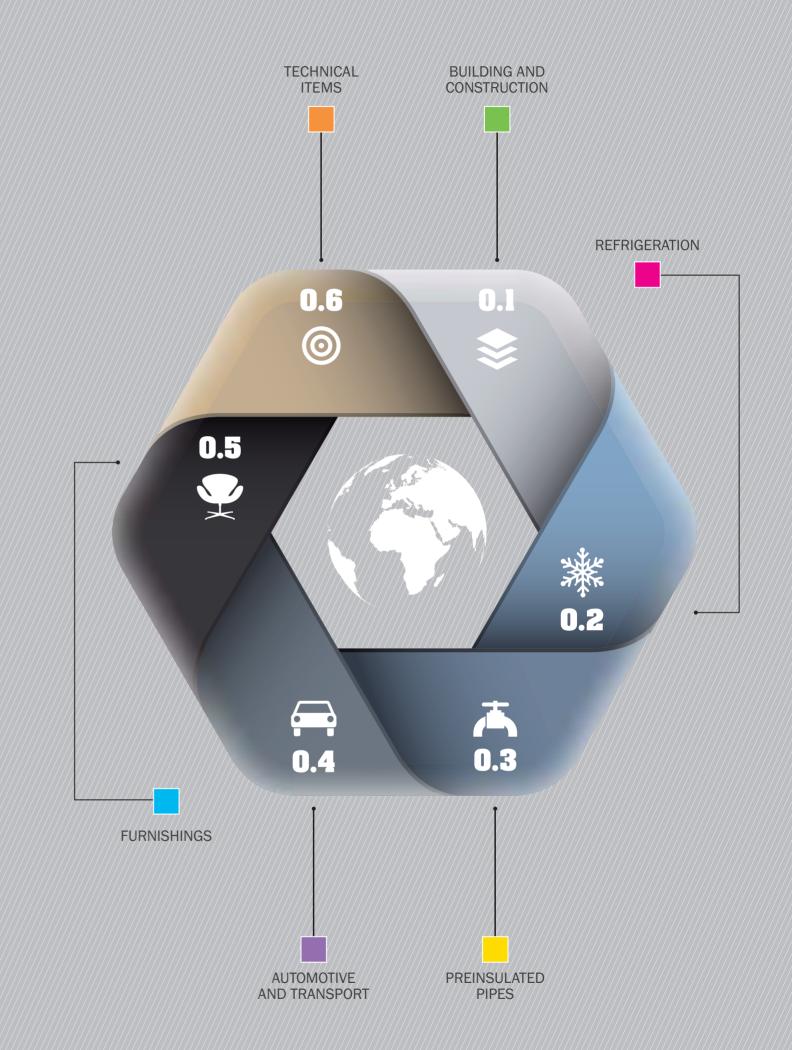
SAIP is able to offer suitable technologies to cover the needs of these markets with complete, customised solutions that ensure energy efficiency.

Pipe insulation is another specific sector that uses SAIP technology, chiefly in large-scale works where extreme conditions and those of the POZZI INDUSTRIES Group, take field, takes on challenge finds solutions to custom

of use require high performance and absolute precision.

SAIP technology is also used to build everyday objects and elements: everything from means of transport, to office and home furnishings, sports equipment and water crafts, to name just a few.

SAIP is a flexible Company that, on the strength of its own skills and those of the POZZI INDUSTRIES Group, takes to the field, takes on challenges and finds solutions to customer needs.





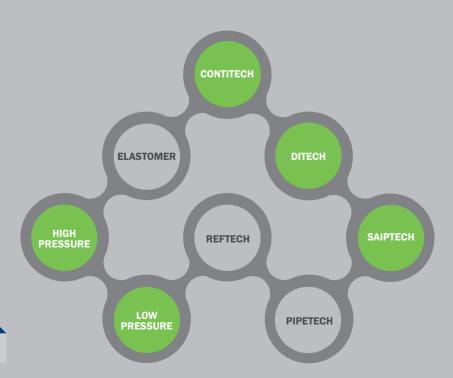
# **Building and construction**

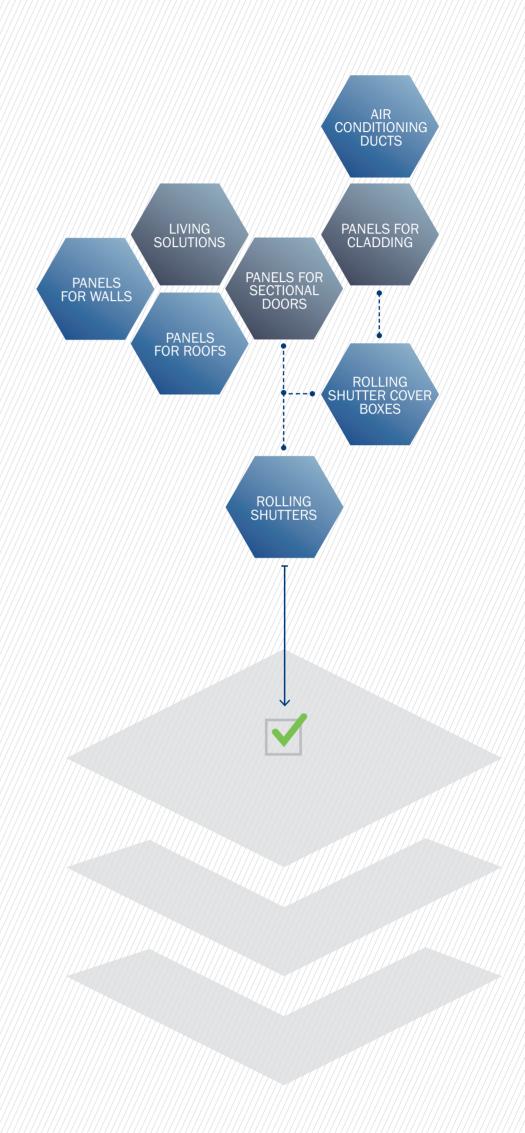
Customised solutions, rigorously tested, which save energy, provide thermal insulation, are sound-absorbent and fireproof and are used for an almost countless variety of applications in the variable environmental situations that the sector covers. SAIP responds with a complete solution that fulfils the requirements of panelling, rolling shutter, door and air duct manufacturers, etc.

Energy savings, thermal efficiency, fire-resistance: these are SAIP's main objectives in the building and construction sector. Polyurethane provides excellent insulation. It can ensure optimal temperature and humidity levels for long periods of time, regardless of the conditions outside.

Polyurethane panels can be used equally well in environments with very high or very low temperatures. They are used in a very broad range of products: panels for insulating walls, insulating panels for roofs, cladding panels, sectional panels for the main doors of civil and industrial buildings, panels for air conditioning ducts, etc. The optimal production method in relation to the intended use, performance and specific requests, has always been central to SAIP research, resulting in efficient, truly customised solutions, for continuous or batch production of panels with rigid or flexible surfaces.

SAIP also designs and builds foaming machines that are used to insulate rolling shutters and cover boxes for windows and more.



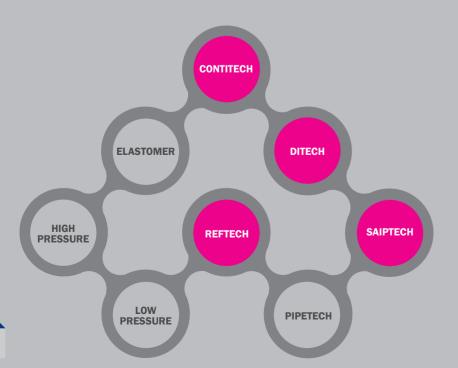


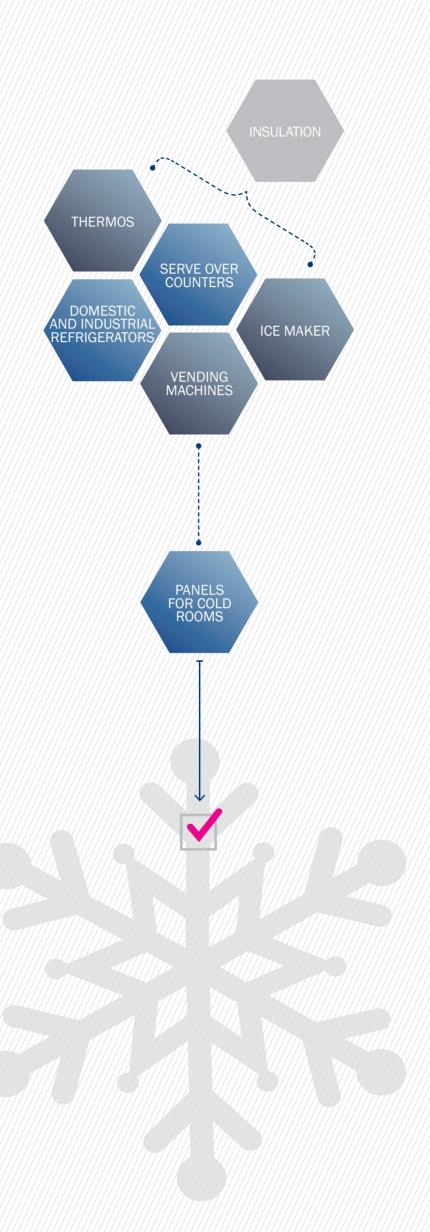
# Refrigeration

Competence, experience and results in commercial refrigeration, domestic refrigeration and everything that concerns the cold chain. Different parameters, same approach: we take care of the entire project, from design to construction.

At the highest levels of technical ability in developing and building suitable solutions for domestic and industrial refrigeration and, in general, every aspect of the cold chain. Thanks to the great number of systems that SAIP has installed, the company is able to offer complete solutions for the insulation of industrial and domestic refrigerators, serve over counters, panels for cold rooms, for cold, freezer and deep freezer storage rooms, ice-machines, vending machines, thermoses, etc.

SAIP expertise offers the customer the service of developing and building the entire project, simply starting from the idea of the final product.







# **Preinsulated pipes**

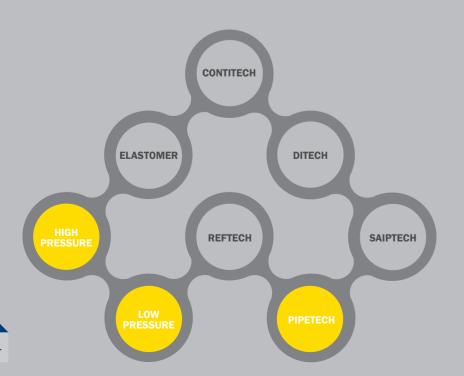
This is the large-scale sector. Oil lines, gas lines, ducts intended to carry the most diverse types of liquid or gas materials, often in extreme conditions. A sector where relying on performance is essential.

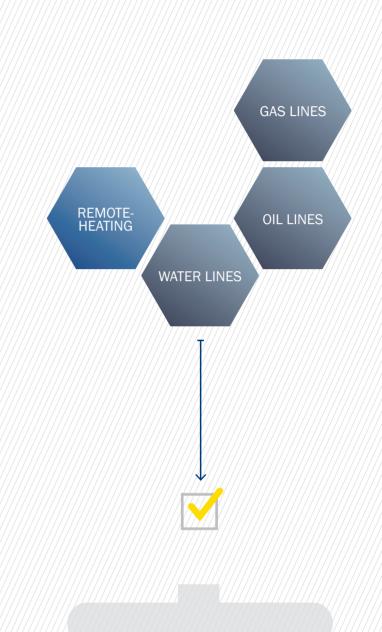
SAIP was chosen by the main players in the sector as the ideal partner to tackle the most difficult challenges in building large-scale projects.

We are talking about oil lines, gas lines, lines that carry water, steam and other high and low temperature fluids; large-scale projects involving significant economic investments, where mistakes simply cannot happen.

SAIP not only provides high performance, reliable and innovative technological solutions, but also assists customers by teaching their operators specific skills to get the most out of the machines and optimise performance.

For this reason SAIP technicians are qualified to work in safe conditions on platforms and ships. As our technicians are personally able to assess the operating conditions and the surrounding environment of the machines, they are able to provide specific consultation and suitable assistance.







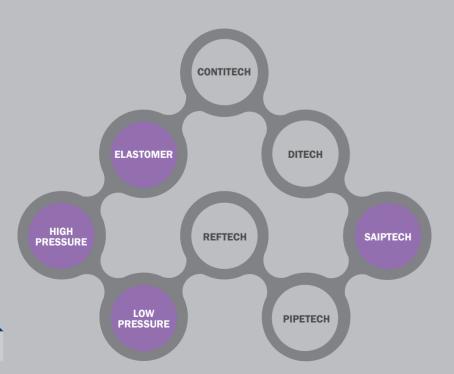
# **Automotive and transport**

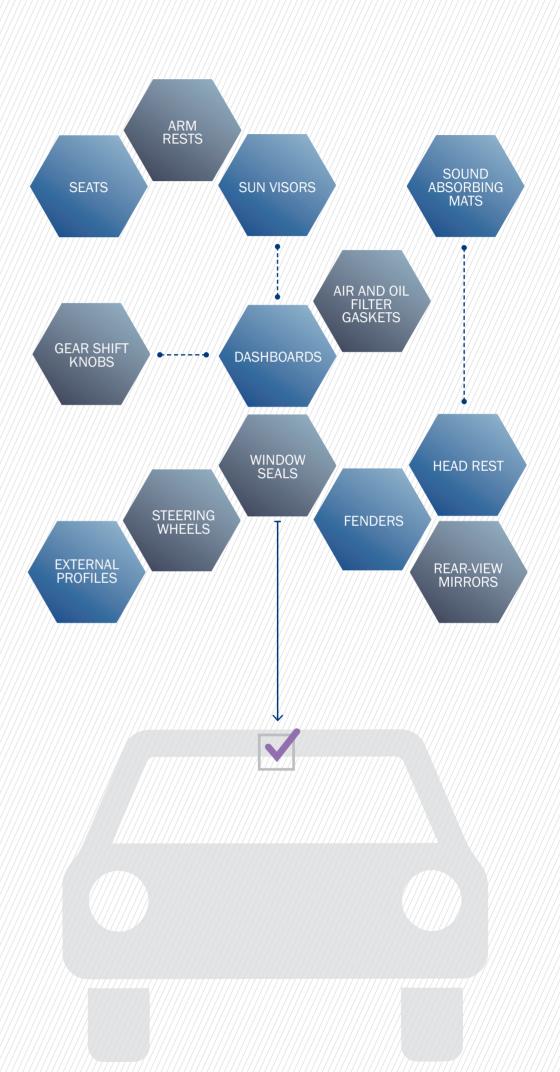
Auto vehicles, tractors, motorbikes, trains, earth moving machinery, aircraft: a broad selection of parts, finishes, tools and objects designed and built with the aim of providing greater safety, resistance, quiet-operation and comfort.

There are multiple polyurethane applications in the sector: from interventions aimed at making means of transport safer and eco-friendly, to solutions intended to make them quieter, more comfortable, aesthetically pleasing, suitable for long transfers or prolonged use. A partial list includes: air and oil filters, seats, arm rests, fenders, dashboards, external profiles, head rests, gear shift levers, sun visors, side view mirrors, sound-proof mats, steering wheels, window seals, etc.

The available technologies considerably help eliminate or reduce vibrations and noise, lower the weight of the vehicle and improve the appearance, while benefiting the safety and comfort of the driver and passengers.

Also, and especially in this sector, SAIP designs and builds specific and customised systems for the optimal production of each part.







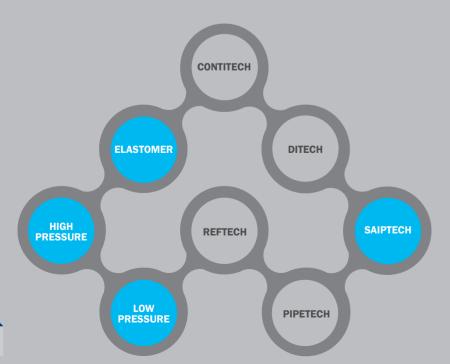
# **Furnishings**

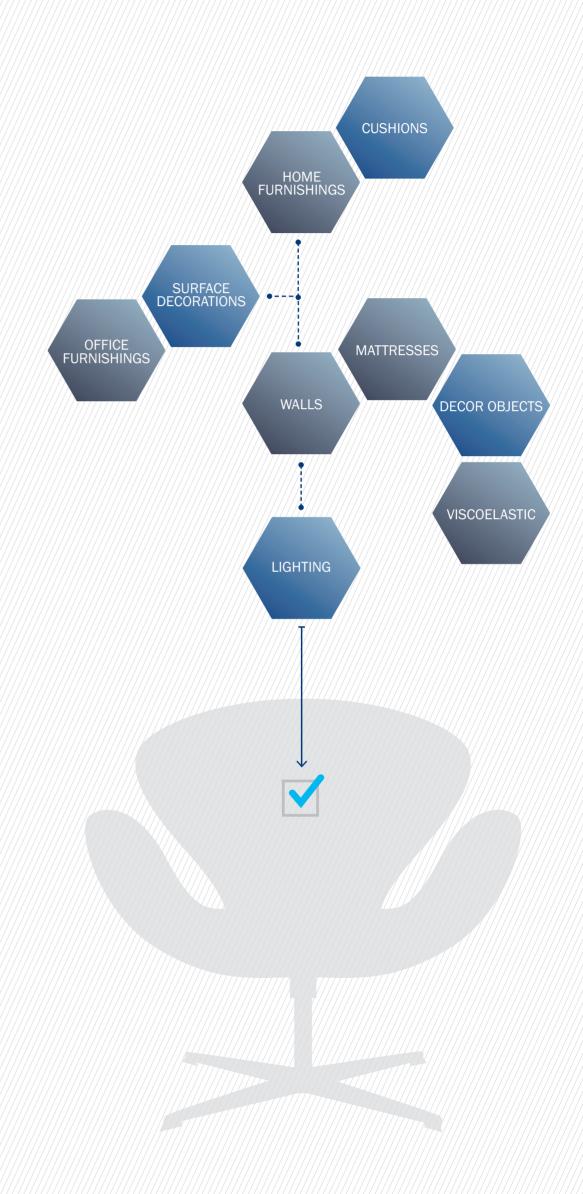
The typical pieces of home furnishings, office and shop furnishings, generally made with wood and other materials, re-interpreted through innovative technical skills and high-level partnerships.

Designers and the furnishings industry are very familiar with the advantages of polyurethane: it is a pliant, versatile, structural material that opens new frontiers in the creation of furnishings and quality products and accessories offering comfort and aesthetics: armchairs, seats, mattresses and cushions, decor objects, partition walls, interior decorations, lighting; as well as: faux wood parts, frames, bed headboards and footboards, furniture decorations, profiles, kitchens, viscoelastic products.

Most of these manufactured products can be decorated and embellished using DIP-PRINT technology, which is used to decorate and customise any surface, even three-dimensional.

Thanks to its experience and qualified partnerships, SAIP is able to provide complete, turn-key projects.





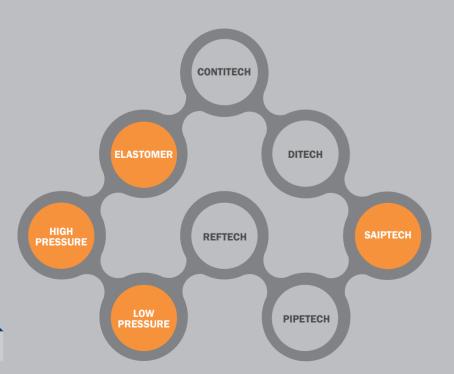
## **Technical items**

An almost infinite variety of industrial applications: sports, sailing, fashion, medicine, etc. SAIP has developed numerous technological solutions that can be customised based on the specific needs of the project.

This sector brings out the best of SAIP's versatility, as there are truly multiple applications.

#### Some examples:

SPORTS: skis, elastomer wheels for in-line skates, bike and motorbike seats, shooting targets, boxing glove padding, materials for surf boards, climbing grips, etc.; SAILING: floats, padding for seats, padding for mats, bumpers, sleeve bearings, elements for acoustic and thermal insulation, etc.; MISCELLANEOUS: orthopaedic materials, mannequins, shock absorbers, vibration dampers, gaskets for electrical panels, objects for model building, packaging and much more.



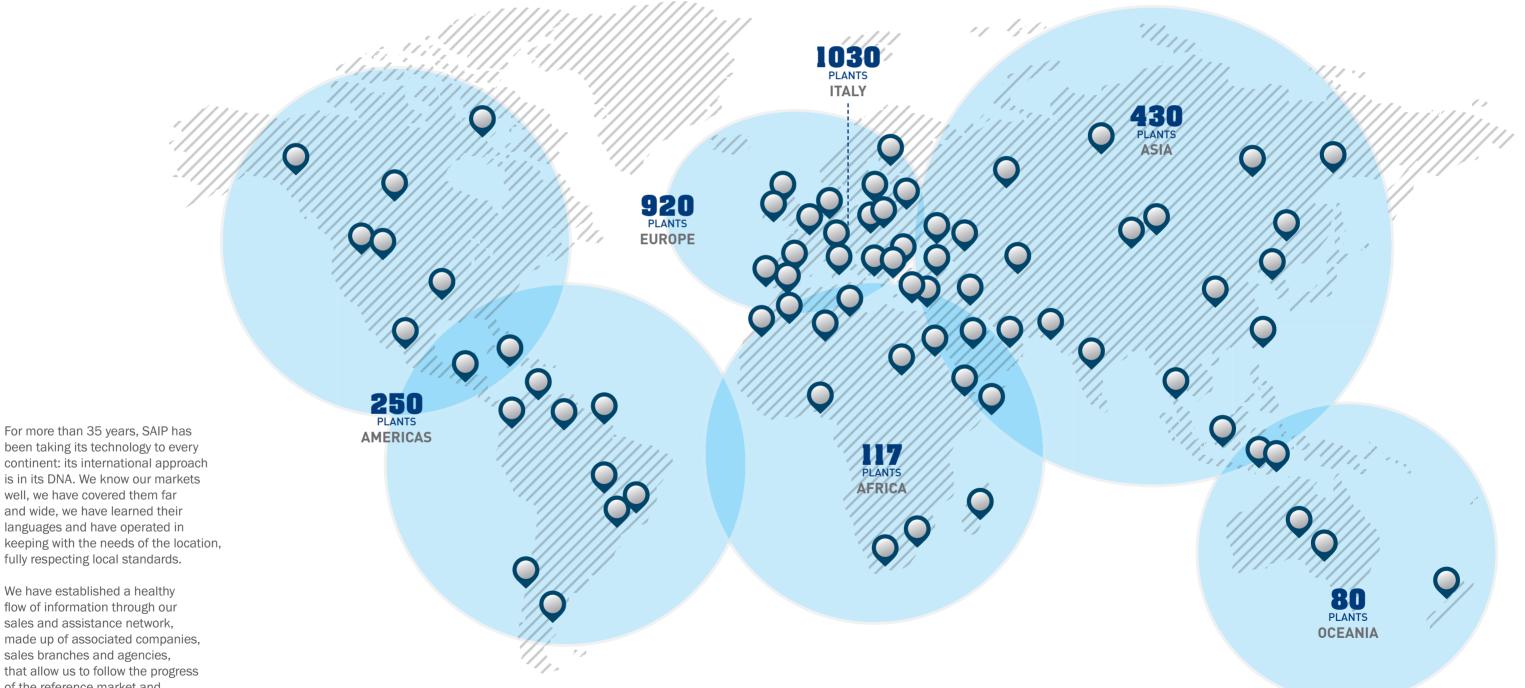


### **Markets and sales networks**

World-wide presence



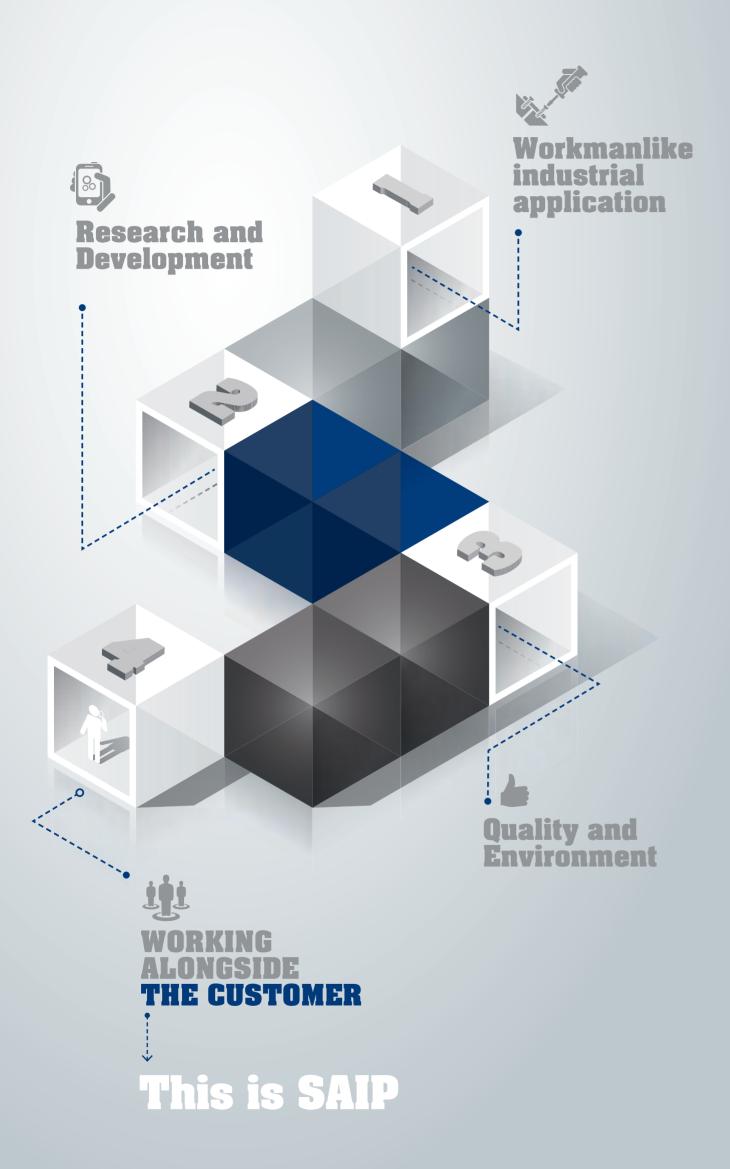
An innate tendency to go beyond boundaries, knowledge of the reference markets and their languages.



been taking its technology to every continent: its international approach is in its DNA. We know our markets well, we have covered them far and wide, we have learned their languages and have operated in keeping with the needs of the location, fully respecting local standards.

We have established a healthy flow of information through our sales and assistance network, made up of associated companies, sales branches and agencies, that allow us to follow the progress of the reference market and support its trends.





### How we work

Our values



The work performed at SAIP, which is fully industrial in its organisation and processes, and highly workmanlike in the fine tuning and finishes of its product, has the on-going support of intense research and development and is particularly attentive to the themes of quality and respect for the environment, all aimed at establishing a close rapport with the Customer.



### THEREFORE, EVERY DAY WE ARE SERVING AND WORKING FOR YOU

We aim to assess and qualify our company based on how we work and the values that our actions and relationships with the outside world are based on. The model that we identify with considers these values as distinct concepts, where none prevail over the others, and through our consolidated experience, they interact to create an advantage.

The result is our way of doing things and the type of rapport we establish with the customer.

### 05.A

# Workmanlike industrial application

FOCUS ON

Highly industrialised organisation and processes, proudly performed with a workmanlike approach, in terms of attention to detail. A single objective: to interpret the customer's requests as well as possible.

In fact, this is another way of explaining how SAIP works exclusively with and for the needs of the customer; a way of explaining how our personnel interpret their daily tasks. Our organisation and processes are industrial and leading-edge; we deliberately

adopt a workmanlike approach, focus on attention to detail and the best customisation.

As workmen and women, we build everything in-house, with full mastery of the skills: mechanical, electrical and electronic.

We respond personally, always.

An industrial application is the

drive that pushes us to find cutting-edge technological solutions and propose innovation. For us, this is the only way to guarantee our coherence with our mission and the commitment that we have taken on.









### 05.B

## **Research and development**

FOCUS ON

This is such as essential aspect of our work that a separate company was founded, entirely dedicated to research, testing and training: independently performing its activities and providing exceptional expertise in the development of panel production methods.

We are generators of ideas, a meeting point between different cultures that now work in synergy at Pozzi Industries: we deal with chemistry, mechanics, electronics, architecture and we carry out research. SAIP invests considerably in its human and economic resources for the purposes of research and development, which are an integral part of its culture. Research for innovation is an authentic, essential requisite that is developed at SAIP through

extremely intense activity.

SAIP collaborates with the major producers of polyurethane, steel and other raw materials.

Aware that the best solutions stem from synergies, the company pursues new partnerships and endeavours to take new paths, whilst maintaining its independence, first and foremost in the interests of its customers. One of these paths led to CEDEPA, the first and largest centre in the world for the technological development of panel production

methods. In partnership with the Dow Chemical Company, SAIP has founded an extremely innovative project which, thanks to research and exchange of information, has led to surprising results for our customers. The CEDEPA facility is located in Tudela, Spain, with an area of 4,000 sq.m. It is equipped with a continuous panel production line that can be used for testing, technical and practical training activities. CEDEPA: proof that SAIP firmly believes in research.













### 05.C

# **Quality**

FOCUS ON

Quality is not only official certifications, no matter how prestigious. At SAIP, quality is an innate attitude. We consciously pursue on-going improvement.







Quality, intended as the pursuit of continuous improvement, has always distinguished how we work at SAIP.
UNI EN ISO 9001:2008 certification, obtained from a prestigious certifying agency, is a direct result of our way of working and represents a guarantee of the coherent set

of commitments towards the customer and the company itself. Customer-orientation, the corner stone of the new standard, is implemented through a careful recording system of requests and complaints alike, which SAIP considers an opportunity for improvement and constructive growth.

Through the implementation of our management system we guarantee our customers high quality standards by checking and testing every step of the product in-house and making use just of certified companies. Continuous improvement is the crucial requisite of how we work and equally essential in pursuing our mission.



### 05.D

# **Respect for the environment**

FOCUS ON

For us it is second nature, as it is natural for us to respect the territory we live in. A value, an attitude that we also wish to extend to our customers.

We at SAIP are very attached to our territory: it is a land of rare natural beauty and, as such, requires attention, care and participation. We also aim to create awareness among our customers on environmental issues, so that they may make responsible choices. From the very beginning, for its customers, SAIP

has always decided to exclusively develop eco-sustainable technologies, referring to the highest international standards and the best industrial practices: we design cutting-edge machines and plants for the success of our customers' businesses without ever losing sight of our value.

For many years SAIP has been one of the official suppliers of the United Nations: it successfully participates in various projects funded by International agencies, such as UNIDO, UNDP, the WORLD BANK and, in particular, it has participated numerous times in the "Ozone depleting substances Phase-out" project.





### 05.E

# Working alongside the customer





FOCUS ON

Dialogue is always open: the SAIP customer is never left to his own devices. For us the Customer is both the starting and the finishing point, the drive, the objective of our work: we share a path, where the customer can always count on us.

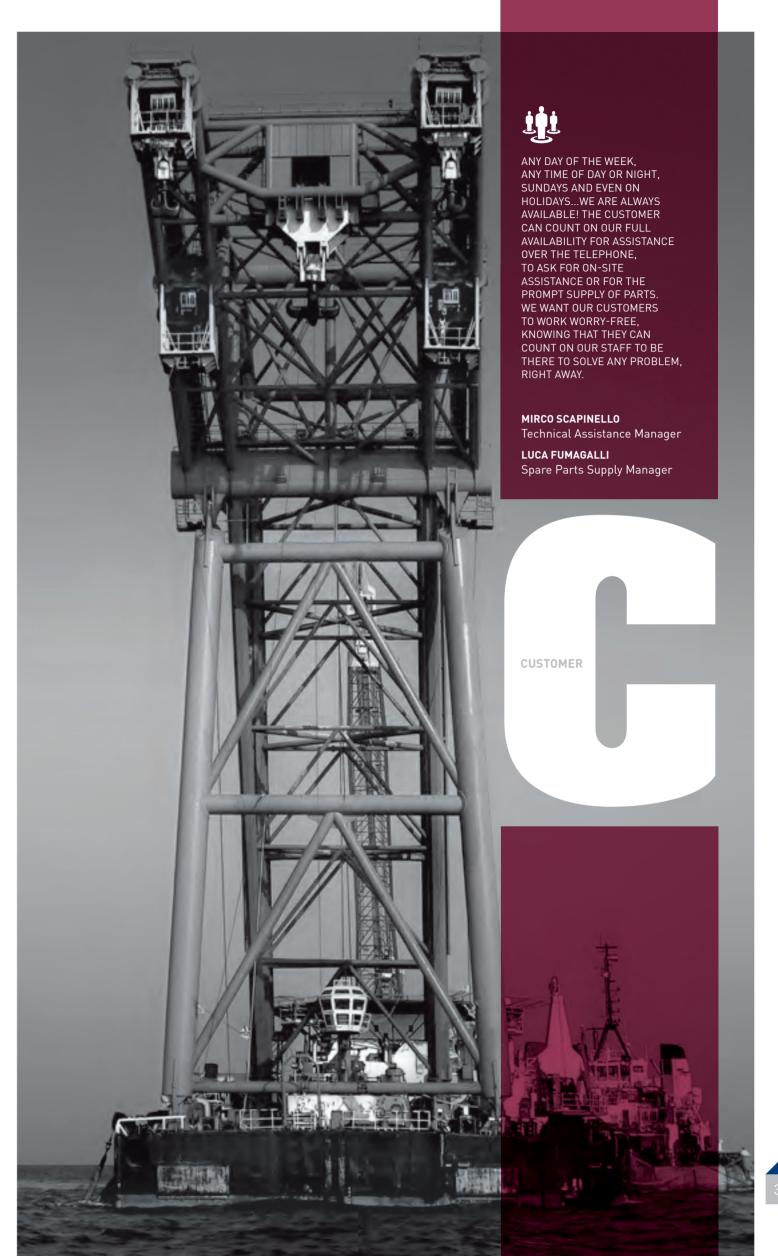
Working alongside the customer, the common denominator of how we work, means being a Partner, not only a supplier, who you can share aims and objectives with, benefiting from a real added value.

We work together from the start: from the moment we have a feasibility analysis, based on customer requirements,

we develop the best solutions. The composition of the potential technical team - the individuals who will carry out and develop the project - is decided at this preliminary phase.

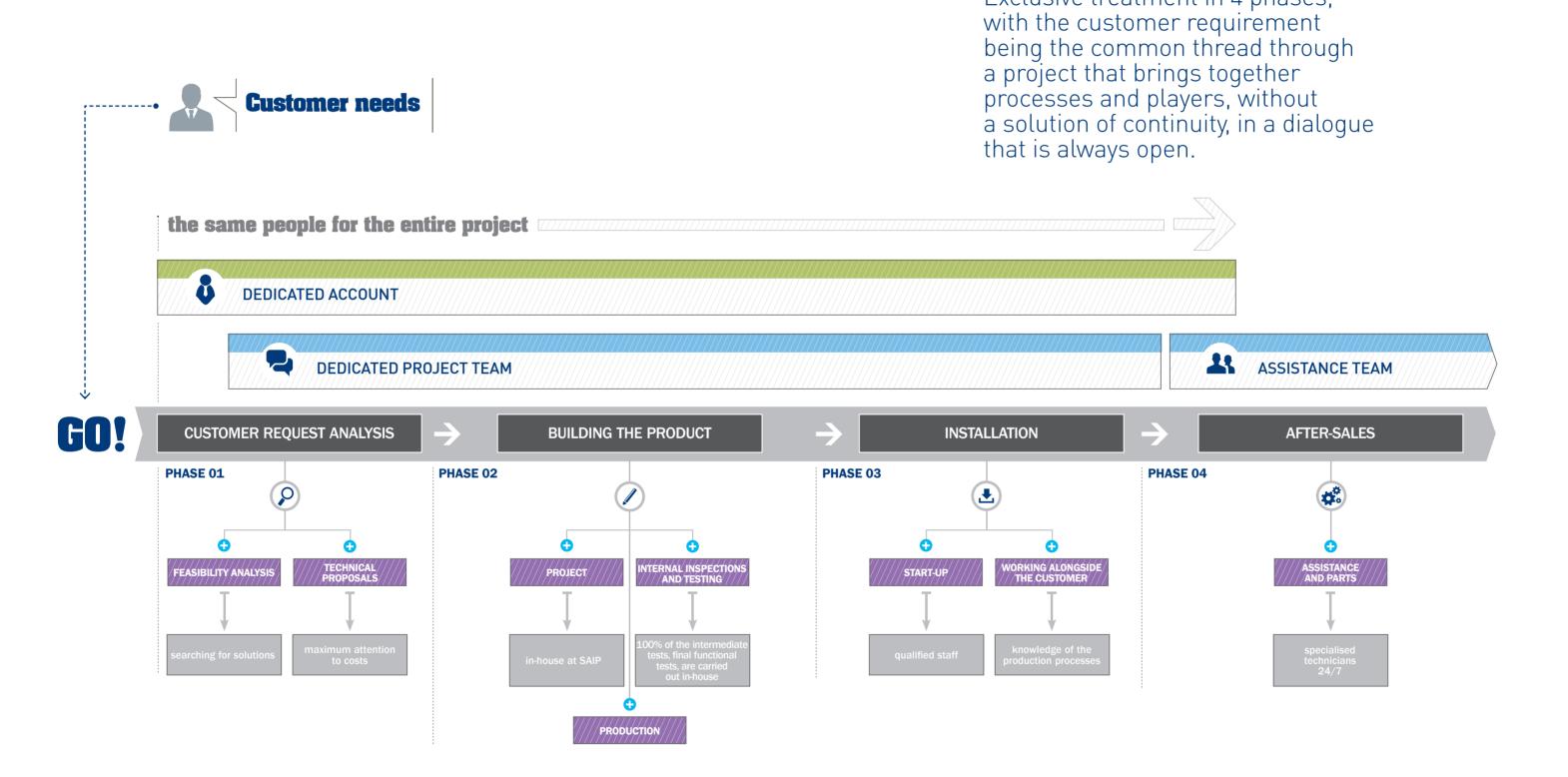
It is a dedicated team, a personal channel that you interact with and work with to define every single aspect. The customer always has the same contact person,

who knows his history, requirements and project. This privileged channel will always stay open. At SAIP we take our projects seriously. For us this means being available at all times, providing at every step, even after final testing, availability, support and our presence so that the customer achieves the best results.





### **Exclusive treatment**



Exclusive treatment in 4 phases,

40















### 06.A

# **Exclusive treatment:** four phases

#### Analysing the customer request

This phase involves an analysis of the customer's requests; a dedicated account carries out, in collaboration with the technical staff, a feasibility analysis, where SAIP's pro-active approach in the search for alternative solutions, its extensive knowledge of production processes and its focus on costs come into play. The technical proposals are drawn up. The dialogue begins, customer and account speak the same language.

#### **Developing the product**

The second phase is handed over to a dedicated project team and is organised into three essential steps:

Design: each project is managed by a team of engineers who develop every aspect of it, mechanical, electric and electronic; we design everything in-house and everything is always strictly tailor-made.

We consider this a guarantee of quality and reliability.

Production: thanks to skills established over time, the extensive and well-equipped company facilities, cutting-edge systems, we guarantee high efficiency and effectiveness, the best of the Made in Italy brand. We only use qualified and certified suppliers that we work with closely.

**Final inspection and testing:** production operations are divided by strict intermediate functional tests and careful testing, carried out entirely in-house. We do not compromise on quality and safety.

Product installation: our flagship service! Our installation technicians, our people, are very aware that this phase makes all the difference. Start-up at the customer's headquarters is carried out by competent and expert SAIP staff who know the system well as they were involved in the project from the beginning of the design and production phase. SAIP technicians work alongside the customer, training their operators to be able to manage the machine or system skilfully and independently, and to get the best performance from it. The customer can work confidently, knowing that he can always count on someone who has an extensive knowledge of the installed technology and production processes.

**After-sales:** this is an essential concept for us at SAIP. It is the basis for the long-term relationships that we aim to establish. The customer can count on our help any time it is needed:

**Technical assistance:** a dedicated line, operating 24/7, prompt maintenance, immediate first assistance provided by SAIP technicians in case of need. We also use a worldwide network of qualified agents and technicians who are able to guarantee specific assistance and prompt service.

**Spare parts:** a specialised department is available for the immediate supply of spare parts and options.

THE DIALOGUE CONTINUES: WE ARE ALWAYS THERE FOR OUR CUSTOMERS.







# **Our history**



Our history is made of people from a manufacturing and industrial tradition, of developers who, by nature, are innovation-oriented. A history that has made us capable of facing any challenge with confidence, enthusiasm and optimism.

Founded in 1978, SAIP is based in Inverigo, in the province of Como, just a few kilometres from Milan. This territory produces high quality products and boasts a long-standing manufacturing tradition, and has always featured a healthy work ethic. Work at SAIP has been intense from the very beginning: the innovative approach and the strong development abilities have made our business and commitments grow quickly, creating new needs: more space to carry out design and production according to the company philosophy. SAIP offers its services as an engineer of change and an ideal partner in implementing and managing innovative turn-key projects. In order to do so, it needs suitable facilities and means.

Accordingly, in 1993, the current headquarters in Inverigo were inaugurated and in 1997 a new industrial warehouse was built for the continuous panel production systems. The facility now covers an area of approximately 10,000 sq.m.

In 1994, the company started developing and selling its first systems: continuous lines, foaming systems, foaming presses and so forth, working increasingly towards more complex technologies.

In 2006, SAIP certified its quality system, according to UNI EN ISO 9001:2000 (TUV – SINCERT) standards on the design, production, installation, sales and after-sales of polyurethane processing equipment, and, in 2009, the company also obtained UNI EN ISO 9001:2008 (TUV RHEINLAND – ACCREDIA) quality certification. In the framework of the United Nation's ODS PHASE-OUT project, in 1996, the company won its first contract for CFC to HCFC conversion and, in 2001, its first contract for HCFC to HC conversion.

SAIP has gradually broadened its horizons by developing product lines, employing specific technology, which, in terms of corporate organisation, have grown into actual, vertically structured departments.

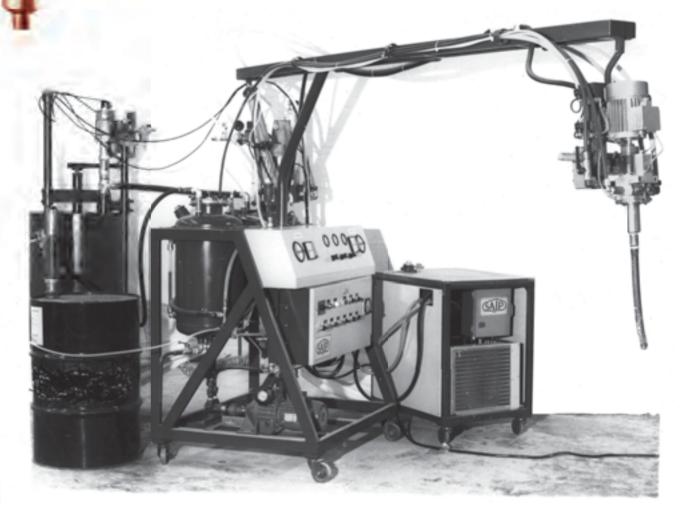


A company that upholds the Made in Italy brand.

In 2011, the idea for CEDEPA was fostered, the first and only centre in the world dedicated to the development of new panel production technologies.

And in 2013, POZZI INDUSTRIES was founded, with the aim of offering customers the very best technical skills from the companies in the group, and translating their ideas into concrete

projects. We succeeded in achieving great results and pursuing significant objectives; but it is the challenges that continue to drive us and our interest in exploring new territories and to be the best that we can be. At SAIP we love our work and take pride in doing it well. We believe our success depends exclusively on the success of our customers.



#### 07 · Key dates

#### 1978

### SAIP WAS FOUNDED

The company was founded by a group of professionals who had been working in the polyurethane sector for many years.



#### 1993

#### A LARGER FACILITY

The company's currentheadquarters were inaugurated in Romanò di Inverigo.

กจ

#### **WUN**OPS

#### 1996

#### SAIP BECAME A SUPPLIER FOR THE UNITED NATIONS

SAIP won its first contract for CFC to HCFC conversion and becomes an accredited supplier for the United Nations.

05

#### 2000

### REFRIGERATION PROJECT

SAIP started producing complete foaming lines for commercial and domestic refrigerators.

07

#### 2001

#### SAIP BECAME A SUPPLIER FOR THE UNITED NATIONS

SAIP won its first contract for HCFC to HC conversion.

08

#### 2005

#### FOAMING PRESS PROJECT

SAIP started producing foaming presses.

10

# TÜV

#### ACCREDIA

#### 2009

#### CERTIFICATION FOR OUR QUALITY MANAGEMENT SYSTEM

SAIP obtained certification for its Quality Management System, in accordance with standard UNI EN ISO 9001:2008 The certificate was issued by TUV RHEINLAND – ACCREDIA.

2

#### POZZIINDUSTRIES \_\_\_\_\_MADE IN ITALY\_\_\_\_\_

#### 2013

#### POZZI INDUSTRIES

All of the family companies and brands brought together for a single objective: exploit the synergy of skills and offer customers complete solutions to develop their projects and ideas.

14

→ TODAY

#### 02

#### 1985

### THE MARKET DEVELOPED

During the eighties the national and European markets developed in terms of high and low pressure foaming machines.



04

#### 1994

#### THE FIRST DBL LINE

SAIP started producing the first continuous panel production lines.

# A NEW INDUSTRIAL PRODUCTION PLANT

1997

The new division dedicated to continuous panel production systems was inaugurated. Today the SAIP facility covers an area of approximatel 10,000 sq.m.



09

#### 2004

#### PROFILING SYSTEM PROJECT

SAIP started manufacturing Profiling Systems for continuous sandwich panel production lines.



11

#### 2006

### QUALITY SYSTEM CERTIFICATION

SAIP obtained certification for its quality system, in terms of the design, production, installation, sales and after-sales of polyurethane treatment equipment, in accordance with standard UNI EN ISO 9001:2000. The certificate was issued by TUV -SINCERT.

10

#### **2011**

CEDEPA

# The first and only centre in the world dedicated oresearch and levelopment of innovative solutions for pane

celdelpa



48



ADVANCED POLYURETHANE EQUIPMENT







This is SAIP

### **Pozzi Industries**

A top Italian company



A natural alliance founded on the common philosophy of always offering the customer the best. Diversified skills that work in synergy to offer innovative and technologically superior solutions, to develop any project.

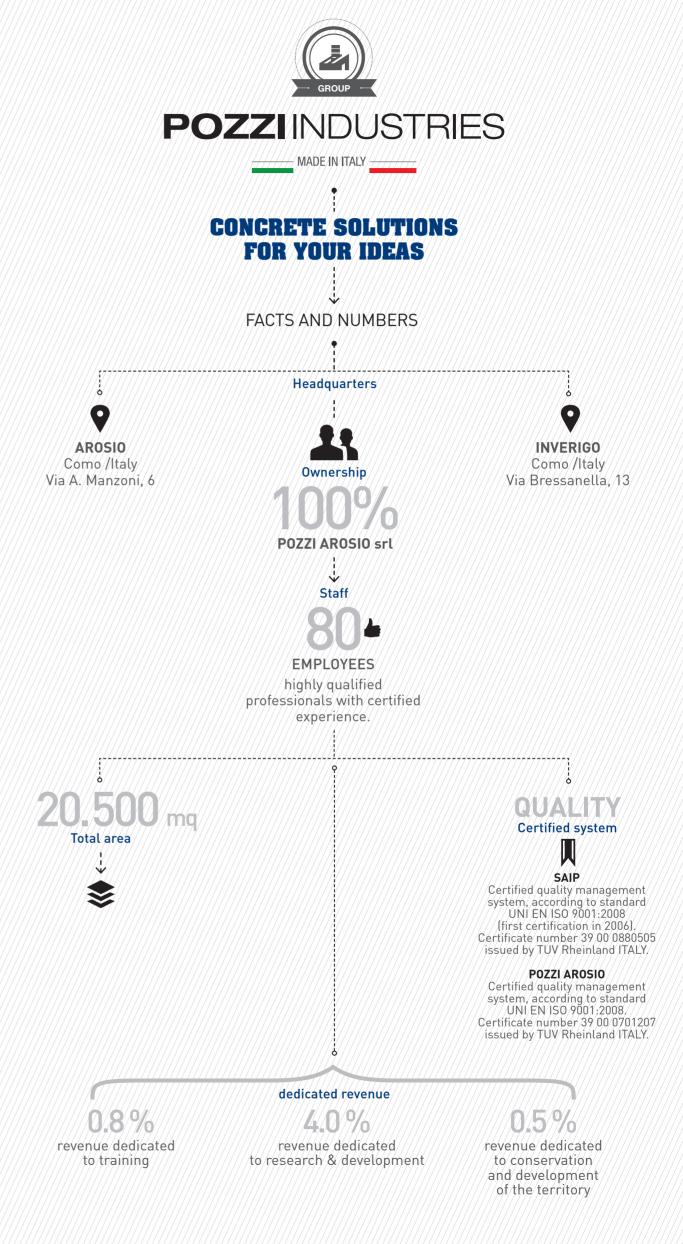
A solid, well-defined, carefully organised group, the successful expression of the long-standing synergy and full integration between the many and diversified skills that surround polyurethane treatment: chemistry, machines, plants, research, decoration and surface finishes.

Each element of the Group is a leader in its own division: when together, mutually strengthening each other in their mission, they create a range of solutions that constitute the state of the art of the technology and applications in the sector. Along with SAIP, these are the leaders that comprise the group: ensuring targeted assistance Pozzi Arosio - polyurethane systems, Agile - integrated market, Ce.de.pa - panel development center, Dip-Print – surface decoration, Epta - smart coatings.

Pozzi Industries is involved in every phase of industrial polyurethane processing. A Group that can provide quality solutions for standard requests made by individual customers and also organise complete and synergetic interventions for complex needs. A Group that works worldwide anywhere, a Group that has always carried out its research and aims solutions for the South American to offer its customers real added value. Pozzi Industries: A Multi-faceted and Targeted Culture,

A Single Corporation, An Italian

Corporation.





MADE IN ITALY

### about us



#### SAIP

Since 1978 SAIP has been designing and building plants and machines for the polyurethane industry: the company's propensity for innovation and high quality standards has guided it in its search for technologically advanced, sustainable solutions which are always made-to-measure and always aimed at improving the business performance of its customers. SAIP has of highly qualified staff and a worldwide sales network, guaranteeing its customers prompt and targeted technical assistance for their needs.



#### Pozzi Arosio

Pozzi Arosio is a chemical company based in Italy since the early fifties, a System House operating in the international polyurethane industry.

Over the years we have built a consolidated team of highly expert individuals in polyurethane systems: we are able to offer different customised industrial solutions based on the most

systems: we are able to offer different customised industrial solutions based on the most complex customer needs. We have built a pool of companies that are able to offer a complete range in the sectors of furnishings, automotive, transport, sailing, building, sports and free time, etc. From the initial project to after-sales service: Pozzi Arosio is the best partner offering complete industrial solutions, strictly Made in Italy.



#### Agile

Agile is the result of a Joint Venture between POZZI INDUSTRIES group and a Brazilian local Partner that has over 30 years of experience in the Polyurethane Industry. It has arisen from the need in the South American market to have a single point of contact for an Integrated Solution that includes: Polyurethane Systems, Equipment and a highly professional Consultancy Service for the study, planning and implementation of Turnkey Projects.



#### **Dip Print**

"Everything comes from water": DipPrint® is a three-dimensional water-based decorative graphic technology that can be used for any type of surface and material such as plastic, metal, wood, polyurethane, glass. It is the only existing printing technique for uneven surfaces that leaves the model intact. DipPrint® uses special pigments applied to a water-soluble film to draw the required decoration, with minimal impact on the environment.



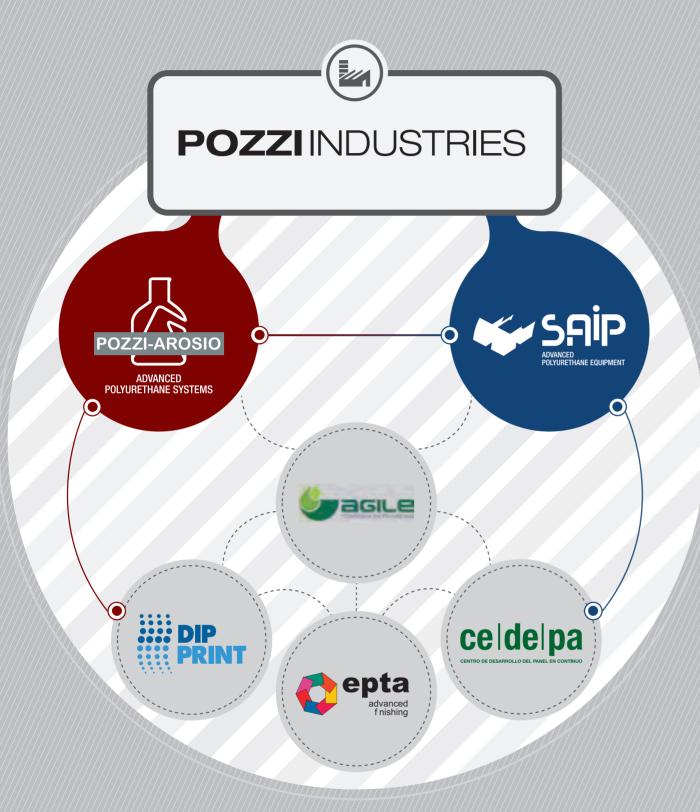
#### ce | de | pa

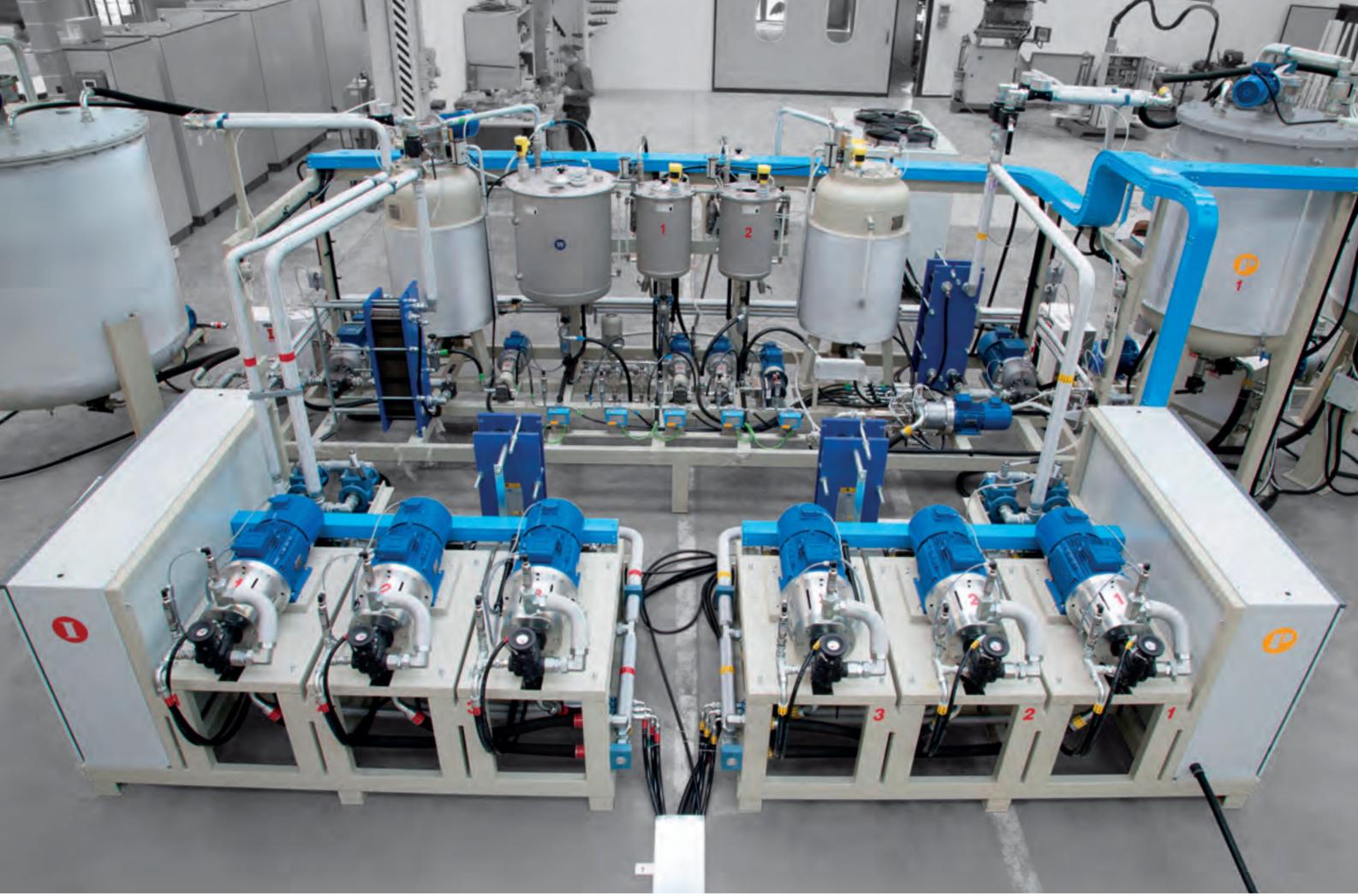
ce|de|pa is the first and only centre in the world completely dedicated to the research and development of new solutions for polyurethane panel production. It is a cutting-edge line, built on an industrial scale and designed to perform testing and prototyping activities and allow the players in the building industry on a worldwide scale to accelerate the development of new solutions for the production of polyurethane panels for thermal insulation.



#### **Epta**

A true finishing expert for complex challenges and special projects. EPTA supplies its customers with customised surface finishing solutions that are always innovative, to both perfect existing techniques and develop new ones.





DETAILS MAKE THE DIFFERENCE





## **SAIP** solutions

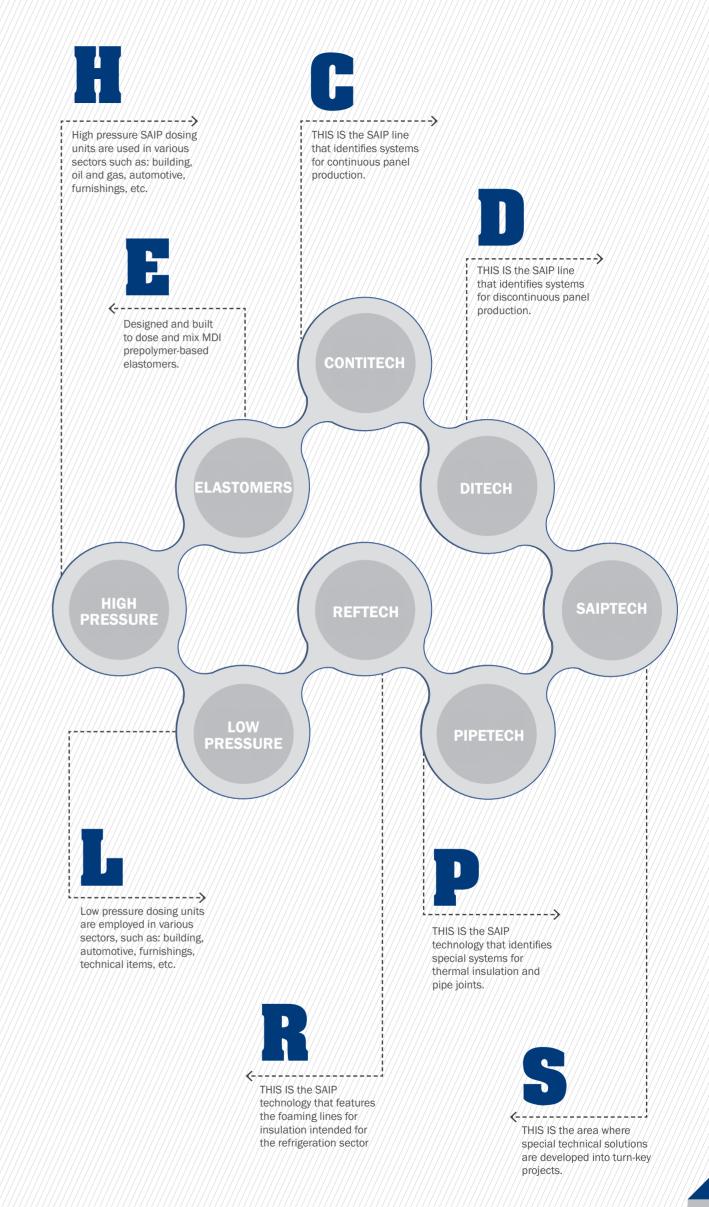
Advanced polyurethane technologies

FOCUS ON

SAIP offers its services as the supplier of customised innovative solutions: the company designs and builds made-to-measure systems and machines for every use and application of polyurethane.

Complete solutions for continuous and discontinuous production of sandwich and composite panels, complete solutions for the insulation of domestic and professional cabinet and refrigerator doors with expanded polyurethane, special systems for thermal insulation and pipe joints, specific technical solutions for turn-key projects and much more.

The range also includes a vast set of technologically advanced and extremely competitive dosing units: high pressure dosing units, low pressure dosing machines and low pressure elastomer dosing machines. SAIP works alongside its customers to translate every need linked to the application of polyurethane into the best functional project.



### **Contitech**

SYSTEMS FOR CONTINUOUS panel production

CONTITECH is the SAIP technology that develops systems for continuous panel production. Each CONTITECH system is entirely designed and built based on specific customer needs.

It is comprised of a series of machines and equipment organised into groups by production process: each machine or piece of equipment is designed to operate autonomously to modulate and size the units that it contains, as well as the entire system.

Each system, each unit, each single machine, each piece of equipment is designed and built based on specific customer requests, the product the customer wants to achieve, the raw materials that are used, the desired finishing and quality as well as productivity.

CONTITECH technology includes continuous production systems to produce panels with rigid (pre-painted galvanised steel, aluminium, etc.) or flexible external surfaces (bituminised paper, aluminium etc.) or a combination of rigid and flexible surfaces. The core of the panel can be expanded polyurethane, phenolic resin, mineral wool or polystyrene.

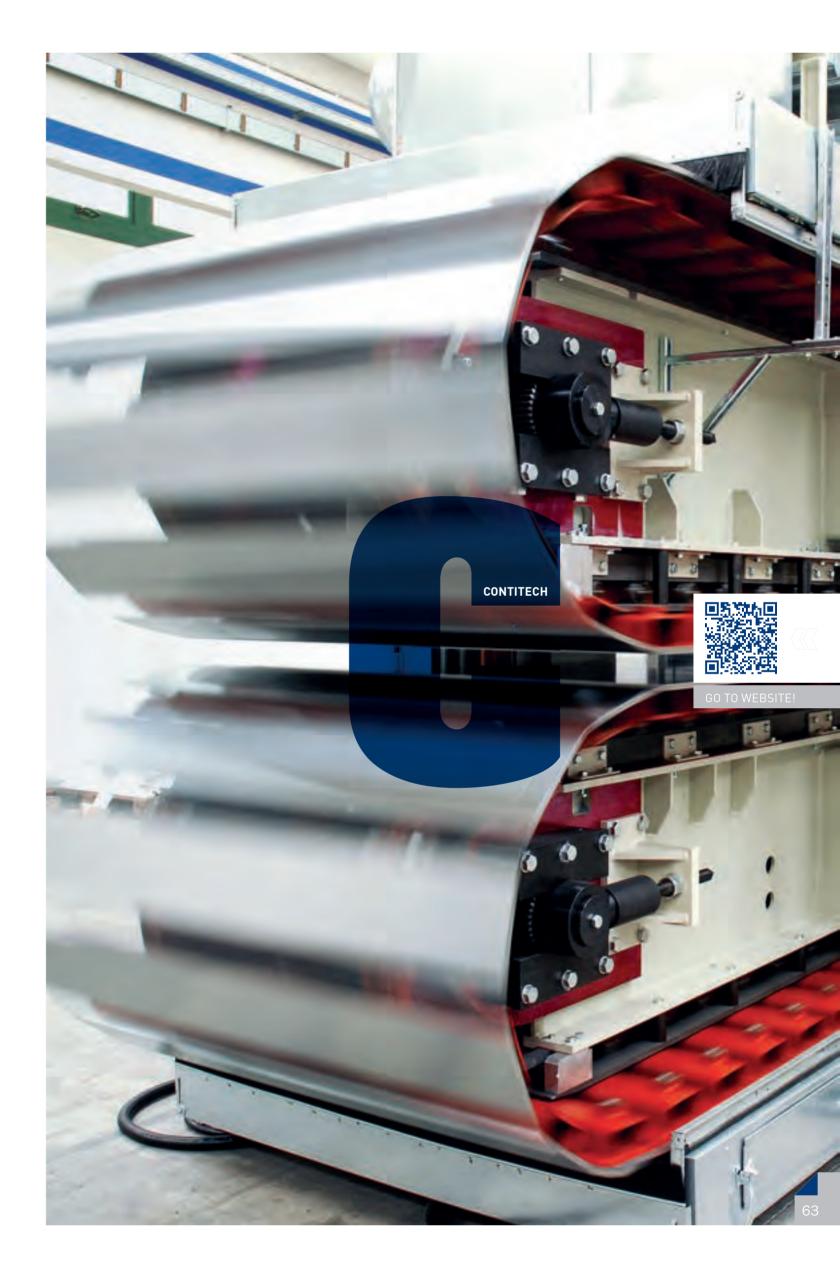
Continuous CONTITECH systems are a real management solution for continuous panel production. They are the result of consolidated experience in designing and building polyurethane processing systems, of long-standing collaboration with major manufacturers of polyurethane and steel systems, as well as the presence of SAIP technicians coming from the panel production sector.







ROLL FORMING AREA PANEL FORMING AREA





### Ditech

# SYSTEMS FOR THE DISCONTINUOUS **production of panels**

This is the SAIP technology that develops systems for discontinuous panel production. DITECH systems are entirely designed and built based on specific customer requests.

The "discontinuous" process is used for the production of panels with rigid, flexible or composite surface with rigid expanded polyurethane core, when a special design and limited production volumes are required.

SAIP designs and builds different types of production lines, providing various solutions for foam dosing, depending on the design of the panel, the production method and the required efficiency.

During the discontinuous panel production process the polyurethane mixture is dispensed into the space between the two rigid surfaces inside the two levels of a fixed press by a low or high pressure two-component foaming machine, which can either be made-to-measure, depending on the employed foaming method, or standard.

DITECH technology provides turn-key solutions for the discontinuous production of rigid-surface architectural panels with polyurethane core, to adapt existing lines for the use of pentane as an expanding agent, for chemical product storage and management systems, auxiliary equipment and much more.

#### DETAILS HIGHLIGHT







ROLL FORMING AREA

DOSING AND PANEL FORMING AREA

DITECH LINE - OVERVIEW



### Reftech

# complete foaming lines for domestic and commercial refrigerator insulation

REFTECH is the SAIP technology that provides solutions and develops complete foaming lines for expanded polyurethane insulation of all equipment used in the domestic and commercial refrigeration sector: cabinets and doors for refrigerators, serve over counters and cold rooms, vending machines, ice machines, thermoses, etc.

SAIP offers complete solutions and customised systems that include:

- complete foaming systems for cabinets
- complete foaming systems for doors
- foaming moulds for cabinets and doors
- single foaming masks and moulds
- handling system
- raw material storage system
- polyol / expanding agent mixing unit
- mixing and dosing machines
- product design and industrialisation
- turn-key solutions

SAIP designs and builds complete solutions that offer considerable flexibility, guaranteeing high efficiency and quality service whether the aim is to achieve highly automated solutions or highly customised products, for low volumes.

#### DETAILS HIGHLIGHT



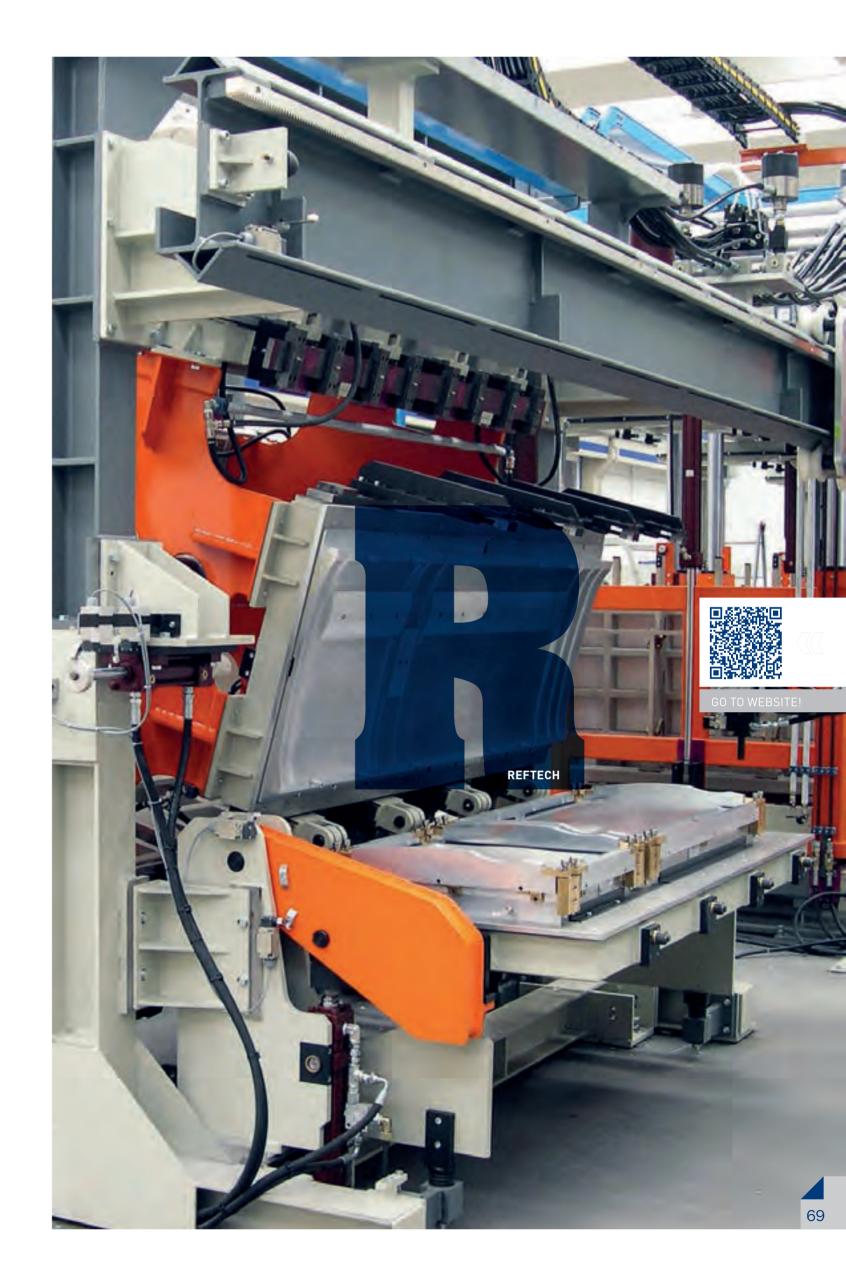
SYSTEMS FOR CABINETS

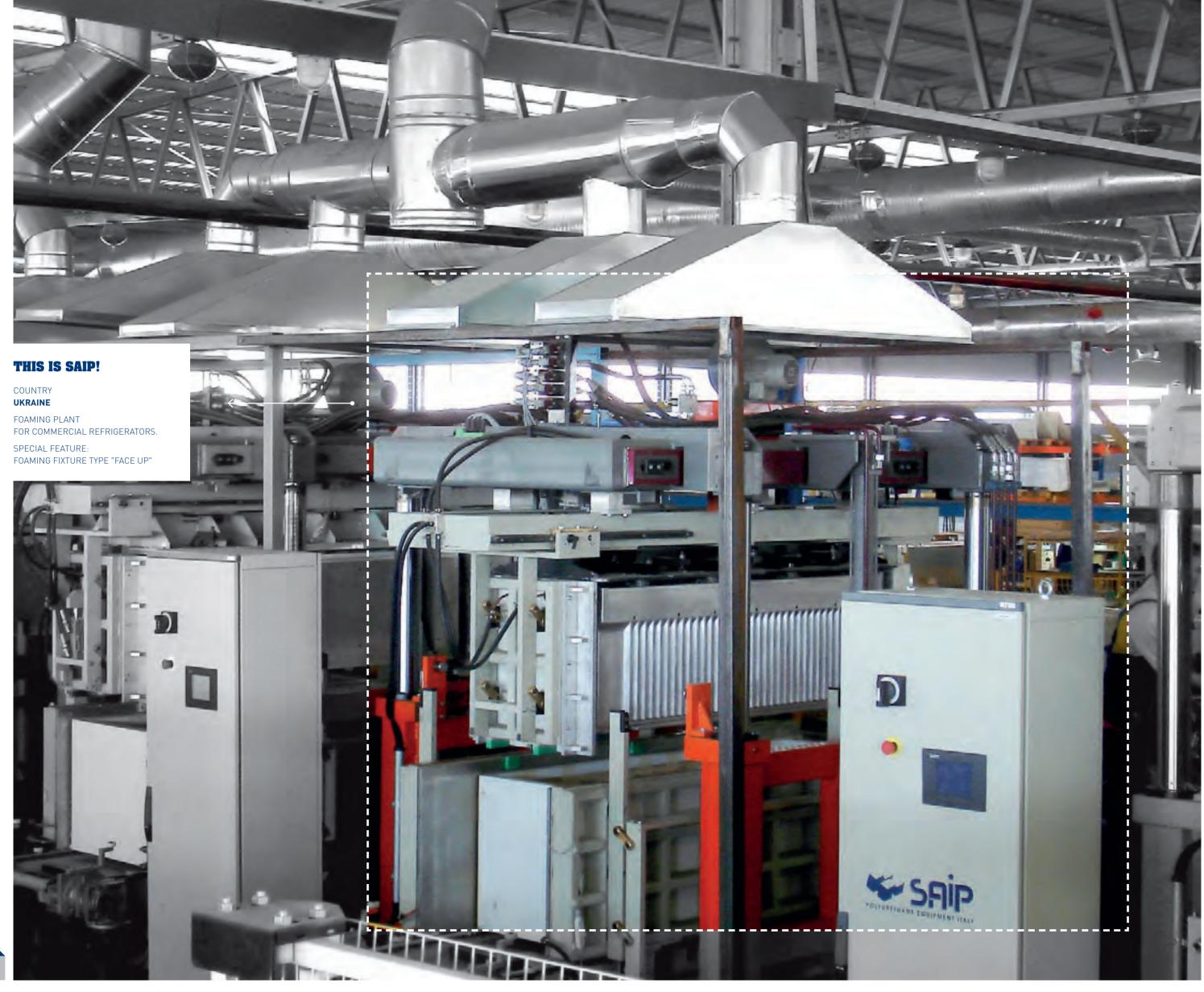


SYSTEMS FOR DOORS



FOAMING AND THERMOFORMING FIXTURES AND MOULDS





Pipetech
SPECIAL SYSTEMS FOR
pipe insulation and joints

PIPETECH is the SAIP technology that designs and builds specific systems for the thermal insulation of pipes (PIPE IN PIPE), the protection, the insulation and the reinforcement of the pipe joints (PIPE JOINT) and other special specifications for a multitude of uses and destinations.

This technology is applied in the commercial and industrial building sector, in the oil & gas industry, in the plant engineering sector and, generally, in large-scale works.

It is used for oil lines, gas lines, lines that carry materials in liquid or gaseous form and high and low temperature fluids; generally in large-scale projects involving significant economic investments, where mistakes simply cannot happen.

Over the years SAIP has developed important partnerships with the major European players in this sector, working alongside them in the development of projects and customised plants. SAIP trains the operators first hand to learn the skills required to work autonomously, guaranteeing qualified assistance 24/7, as well as the prompt supply of spare parts and auxiliary materials.

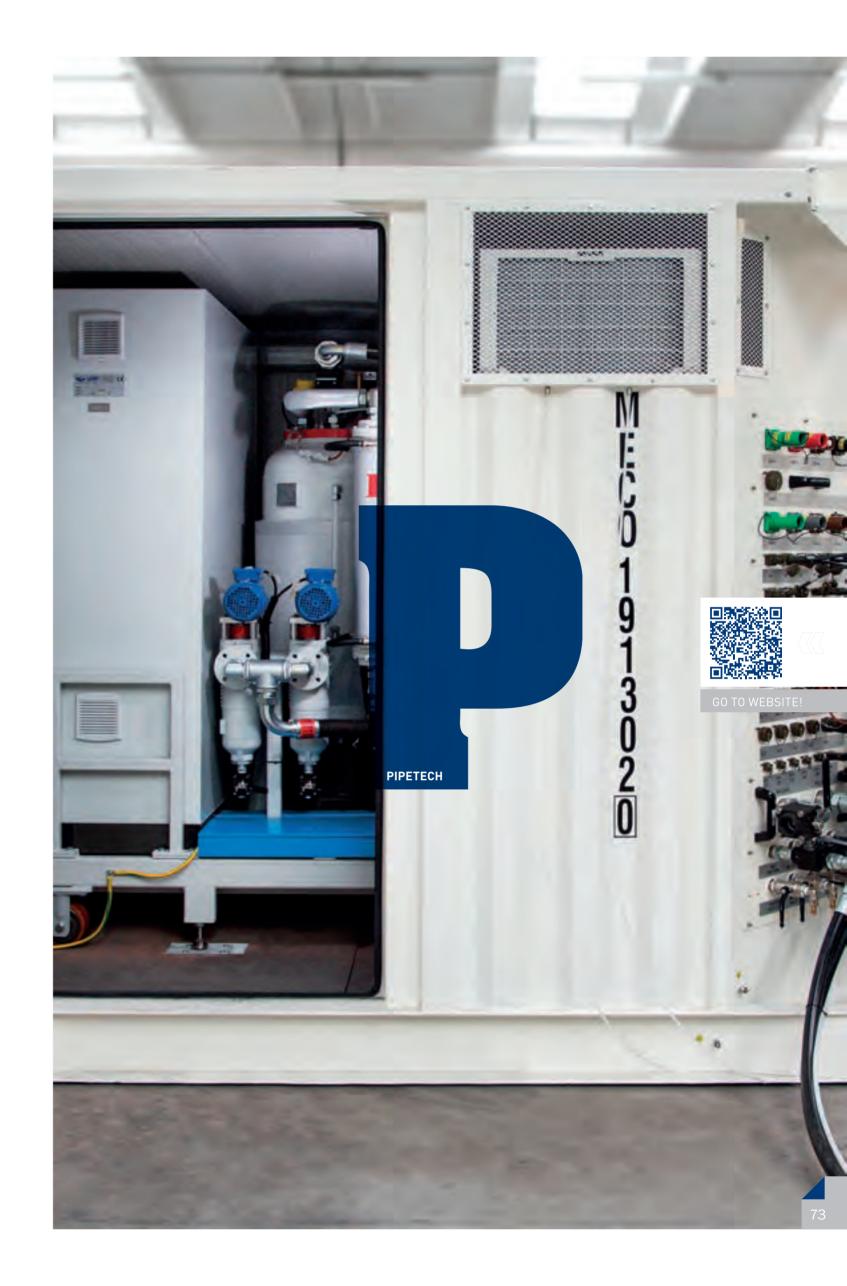














Saiptech
CUSTOMISED TECHNICAL SOLUTIONS FOR EVERY
polyurethane application

#### From the idea to the turn-key solution.

There are productions situations where customisation reaches extreme levels of detail.

SAIPTECH is the synthesis of all the skills of SAIP: chemical, engineering, relating to production processes and final product, in the various sectors where polyurethane, epoxy and silicone resin applications are employed. SAIPTECH is technology at the service of ideas, where solutions are developed and built, based on specific customer needs, translating into turn-key projects.







**MOULD PRESS** 

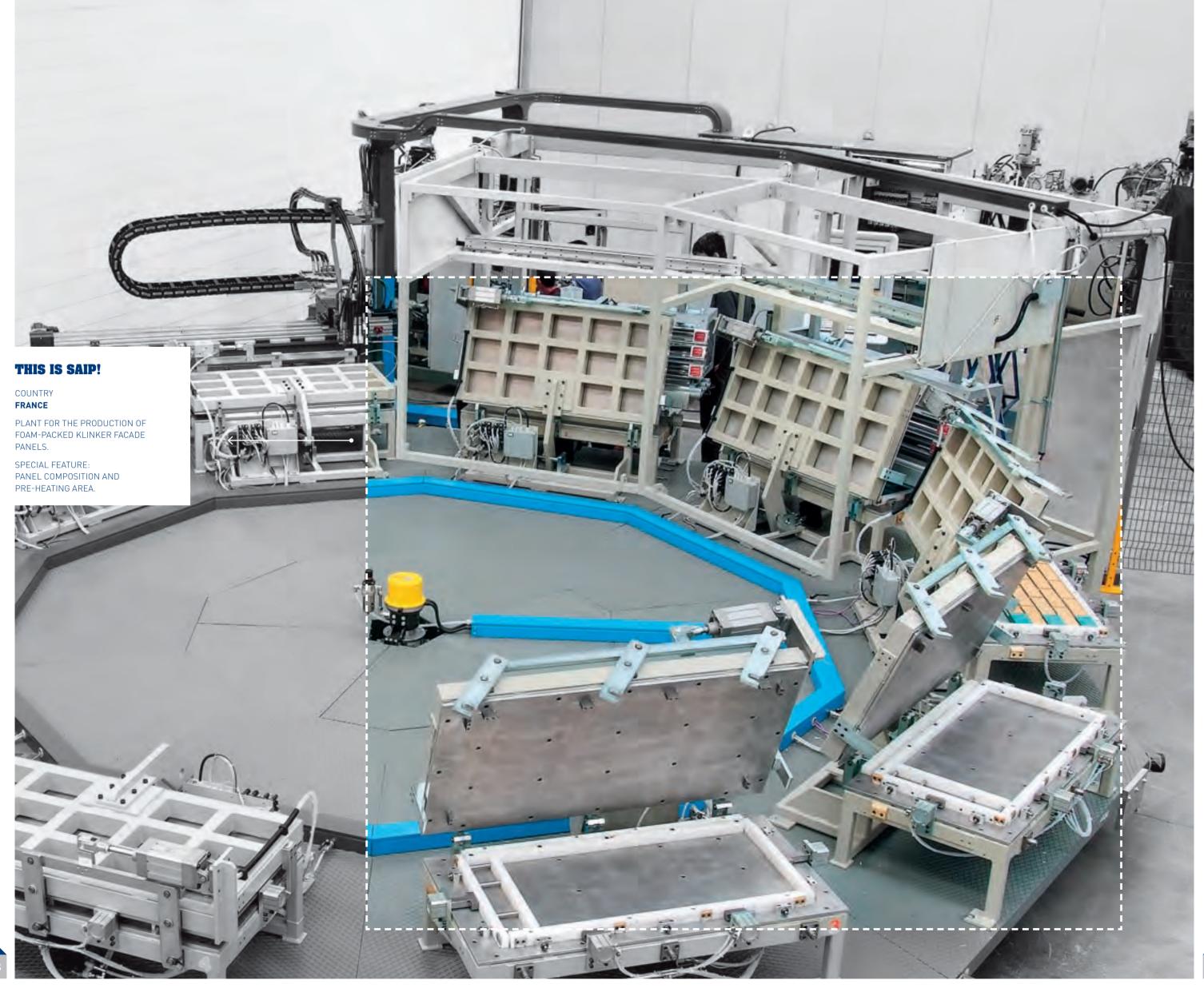


MULTI-STATION ROTATING TABLE



**MOULD PRESS** 





# **High Pressure**high pressure dosing units

High pressure dosing units are used for the multitude of applications of new generation polyurethane foam with expanding agents, in various sectors such as building, oil & gas, automotive, furnishings, technical items, etc. They are fitted with a series of control systems that are able to guarantee top performance and correct operation in every condition of use. The work flows vary between 6 and 200 kg/min and the component ratio varies between 1:5 and 5:1. Flow and component ratio adjustment is both automatic and manual; the process parameters are managed from a PLC and PC or industrial Touch Screen.

The mixing head is the heart of the dosing unit: SAIP designs and builds self-cleaning high pressure mixing heads in various models and sizes, to fulfil every requirement in the application of expanded polyurethane through pouring, with open moulds as well as closed moulds, guaranteeing reliability and long service life.

Since the high pressure heads are lightweight and small they are extremely simple to handle and can be easily assembled on robots or manipulators for automatic foaming. They mix the components at high pressure and decreased flow in a mixing chamber that is then mechanically cleaned by a hydraulically-operated piston.

#### ( ) DETAILS HIGHLIGHT

















# **Low Pressure**low pressure dosing units

These are used for numerous applications in various sectors, such as building, automotive, furnishings, technical items, etc. Designed and built to dose and mix polyurethane foam, the low pressure foaming units available in the range, featuring sturdy build and easy operation, guarantee reliability in any production environment. They are available in various models with flow rates between 7 and 300 kg/min and a component ratio that varies between 1:5 and 5:1. The process parameters of the low pressure dosing units are managed from a PLC and a touch screen operator panel.

The change in flow rate and component ratio is managed by a mechanical system with manual adjustment or by an electronic component flow rate adjustment system. The components in the low pressure mixing heads are mixed in a designated chamber by a mechanical stirrer.

Unlike high pressure mixing heads, which are fitted with self-cleaning systems, low pressure heads need to be equipped with a solvent-free washing system after every work cycle to remove the residues from the mixing chamber.

Low pressure mixing heads essentially differ by the shape of the mixer and the size of the mixing chamber, which vary according to the machine's capacity.

#### DETAILS HIGHLIGHT













# **Elastomers** dosing units

#### LOW PRESSURE DOSING UNITS FOR ELASTOMER DOSING 2- AND 3-COMPONENT EL SERIES

Designed and built to dose and mix MDI pre-polymer based elastomers, the EL series low pressure machines are designed and developed to provide the user with easy use, precision and reliability. They are sturdy and adapt to any condition and production environment.

EL series low pressure machines are available in various models with flow rates of up to 20 kg/min., variable component ratio and operating temperatures of up to  $100\,^{\circ}$ C.

Basic 2-component machine, other versions for 3 components + 2 colours. EL series machine process parameters are managed from a PLC and from a SAIP T.S. operator panel. Flow rate and ratio variations are managed by an electronic system with automatic process parameter adjustment.

#### DETAILS HIGHLIGHT

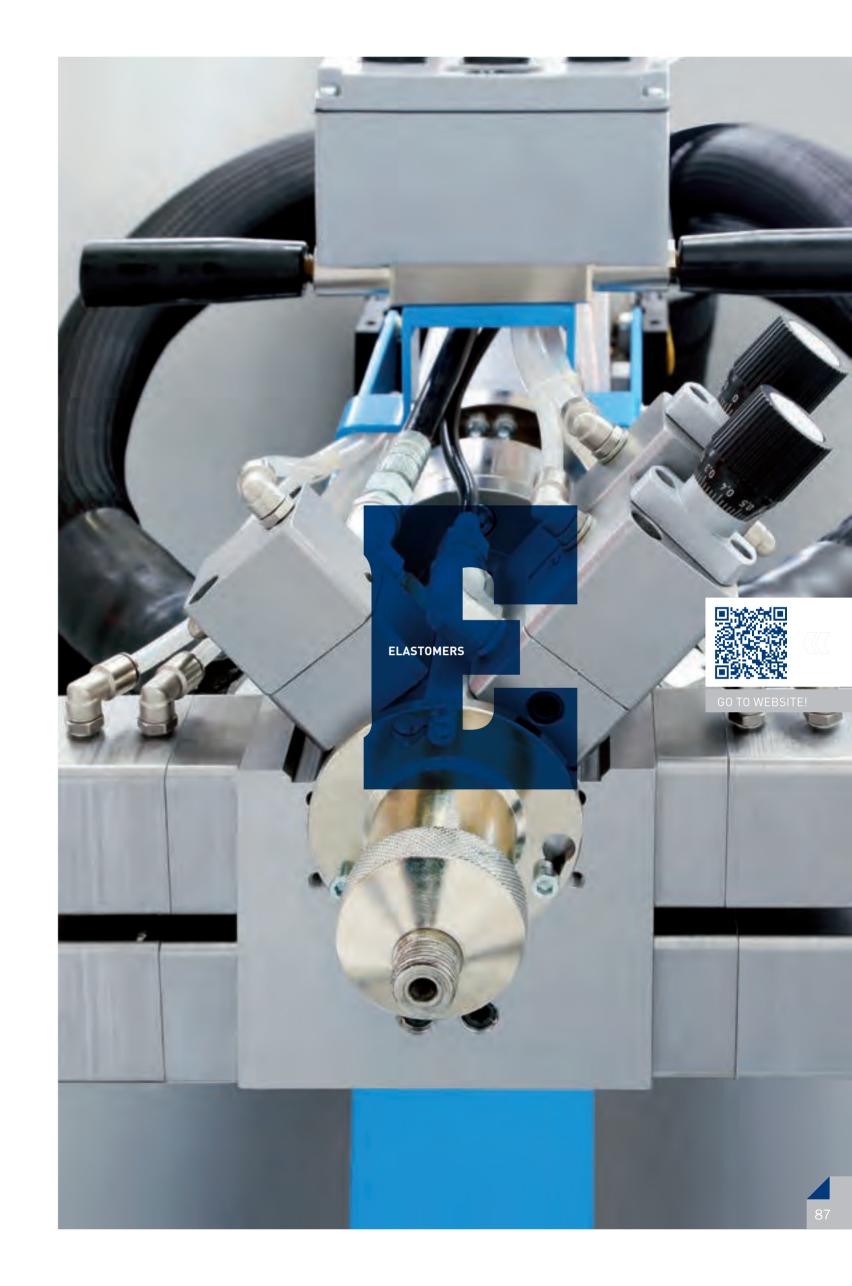






EL3

EL1 EL2





## 10

# References and portfolio

Many Customers...all equally important, but with different profiles.
Our only asset. Our true wealth.

The names of our customers mean too much to us to place them in order of importance. They are all our customers: they are all important. And they are our glory. ur raison d'être. Our future. They are not all equal, it's true: they are all different. But it is their differences that makes us grow.

It is their requirements that make us increasingly capable of providing substantial, credible, effective responses to the market. A long list. Which, even as we speak, is probably growing one name longer.

The name of another important Customer, that we are pleased to welcome.

SISTEM·SAEI·CMF·SARL SADERMAI·POLYSIEGE TOBLA HOURIA·EURL ISOBULL·SIFMAC·EL BERRI·SALHI SOFIANE·FRUEHAUF·WUXI HUAZHONG ROLL FORMING·VIKING KAYAK AUSTRALIAN URETHANE SYSTEMS·MAXTON FOX·BARRON & RAWSON·NATION TICS AND RUBBER PTY LTD.\*UNIDO·PLASTIKA HANDELS GMBH·BRUCHA GESELLSCHAFT·THERMOPUR·ALUTECH INC. LLC·ICI-EUROPE·VAN RIET·RIETER·MOR METALURGICA S.A·SOCORIL·SECTOR·ADM MOVIES·TAURUS·ISVER·ISOESTE·SULPOL·GIROFLEX·METALLURGICA VENAN LTDA·LILYREST CORP.·AVKO·METECNO·NU-FO ORLDSTREAM WINDIPEG COLDMATIC FOSTER COMP-TECH MFG. INC. SINDELOR\*NICOS SUN FAIR\*CHAN CHUNG JIMEI ZHANGZHOU GUHUI INDUSTRIAL AND TRADE CO. LTD. SHAOXING COUNTY JINGGNG\*CHINA P.T. VELOPMENT CORPORATION\*GROWING GROUP LTD\*JU AN STRUCTURE CO. TLD. HENAN\*ZHENGZHOU CITY UNITES STEEL INDUSTRIAL CO., LTD. HANG YICK FURNITURE MFG\*BEIJING HUADU BORA BUILDING SUNWAY MECHANICAL & ELECTRICA TECHNOLOGY\*WU XI JIE YANG ENERGY SAVING TECHNOLOGY CO., LTD.\*HONGLU STEEL STRUCTURE CO. TLD.\*HONGLU STRUCTU NCCC+NONGTAI GROUP+PRINCE CASTLE+COLOMBO E ASSOCIATI+SHAOXING WEIKE CO. LTD+LANZHOU HUAYU INN. & TECH.+HENANG ZHI QUAN BUILDING MATERIAL MANUF. CO. LTD.+SUMEC+HENAN BAO RUN DA NEW MATERIAL CO., LTD.+POLYCLASS+INORCA+POLIDECOR+BON BRIEL+POLARES+REFRIDCOL+SERIES+TECNIFIL+LIM - MONT DOO+MB FRIGO+METAL INDUSTRANGE ASTULE AS \*INDUSTRANGE ASTULE\*\* INDUSTRANGE ASTULE\*\* I AB \*INS. ISTO JAAKONSAARI \*TERMATERM OY \*PURFIN OY \*INSINOARITORMISTO \*PLASTWELD OY \*VHK KYLMARAKENNUS OY \*CHAMBRIARD \*SARL ORIGIN SOCIETE EN FORMATION \*MECANIQUES PAYS D'ORI ASALTECNICA \*CEA \*SPADONE \*LIXXBAIL \*EVENO FERMETURES \*MID \*QUIES \*IMAGINEM INTERNATIONAL \*EUPEC FRANCE \*VETA-FRANCE \*PANIMATIC \*RAIGI \*PSM \*LA BUVETTE \*CARTONNAGES GALLIA \*YONNE ISOLATION \*GIORDANA \*SOCETÈ DUGUE \*ITP INTERPIPIE \*SOLAS TECHNOLOGIE NOUVELLE \*CEC POLIURETANI \*ISODOC \*CESARE RAGAZZI \* DAV EQUIPMENTS \*PROFILIA \*INTERPIPIE \*SOLAS TECHNOLOGIE NOUVELLE \*CEC POLIURETANI \*ISODOC \*CESARE RAGAZZI \* DAV EQUIPMENTS \*PROFILIA \*INTERPIPIE \*SOLAS TECHNOLOGIE NOUVELLE \*CEC POLIURETANI \*ISODOC \*CESARE RAGAZZI \* DAV EQUIPMENTS \*PROFILIA \*INTERPIPIE \*SOLAS TECHNOLOGIE NOUVELLE \*CEC POLIURETANI \*ISODOC \*CESARE RAGAZZI \* DAV EQUIPMENTS \*PROFILIA \*INTERPIPIE \*SOLAS TECHNOLOGIE NOUVELLE \*CEC POLIURETANI \*ISODOC \*CESARE RAGAZZI \* DAV EQUIPMENTS \*PROFILIA \*INTERPIPIE \*SOLAS TECHNOLOGIE NOUVELLE \*CEC POLIURETANI \*ISODOC \*CESARE RAGAZZI \* DAV EQUIPMENTS \*PROFILIA \*INTERPIPIE \*INTERPIPI YANE \* HORST SAUER \* SICOBER \* CHAS PROM HANDELSGESELLS. \* GERHAD MAIER \* ALUKON \* BSW \* GERB.LUDWING \* MAAS PROFILE GMBH \* PETRI AG \* PURTEC \* MARVEN INVESTMENTS LTD \* BILLPA HELLAS \* IOANNIS G GIANITSOPOULOS \* IOANNIS MENEXIS \* INDERCAT SA \* POSKIN \* KAKOULIDIS SAVATROPOULOS \* SA. \* D.XENOS \* N. PETRIS \* MPOUNTOURAKIS S.A. \* D.XENOS \* N. PETRIS \* N. GELOPILOS \* AFROTEX \* GEOUIOLOGIKI \* GITSAS CHISTOS \* EXAMPLE SO A ARISIS \* CIB \* DOMI GRIGORIOU \* UNIVERFI \* EXEA \* TERMOMECANICA \* AMBRETION \* DEVEL \* INIONO \* MECHELE C STEEL PRODUCTS \* ATUL MARKETING COMPANY \* UNIQUE PLASTIC & ENGINEERING WORKS \* JINDAL PETROFORMS \* NOVA REFRIGERATION \* PRADEEP POLYMERS \* SOLO INSULATION \* KALKURA COOLING MACHINE \* UNIQ POLYMERS \* FAB WELL ENGINEERING COMPANY \* THERMO PLAST \* SUZ DENT PVT. LTD. \* SAWHNEY SEATING SYSTEMS \* POLYCRAFTS \* LUX AUTO FOA R CONTROL SYSTEMS GANGA PLASTICS KOOL KING INDUSTRIES KRISHNA AGRO INDUSTRIES MYPLAST INDUSTRIES PRETOFOAM UNC PLASTIC INDUSTRIES WAVES DEEP FREEZER CO. SNOW CRAFT JUPITER ENORGY.

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... and more!

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bcentric.it

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compos center

#### press

grafiche Boffi

#### company profile\_08/14

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