

THE TECNOMATIC TIMES

NEWS FROM THE PIPE WORLD



40 YEARS ANNIVERSARY EDITION | JUNE 2017 | N° II



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TECNOMATIC'S ANNIVERSARY

“Thank you all”

Forty Years of passion and innovation serving the plastic pipe community.

By Massimiliano Vailati

This year marks an extraordinary milestone for Tecnomatic. Celebrating a 40th anniversary is quite an achievement for any business and it seems like only yesterday, when Mr. Camillo Lupi started a company in the field of mechanical precision. It was a proud moment and an amazing journey for the Tecnomatic's family, and today after four decades we are all amazed by what a small company has become.

Like the blink of an eye, forty years have come to pass, and today Tecnomatic is a company full of history and with an optimal reputation in the plastic pipe business.

As we begin this new chapter of our history it has given us an opportunity to reflect on what we have accomplished and, more importantly, to consider where we are headed. As everyone knows these are complicated economic times, however, we as a company

have never been more technically sound and operationally focused as we are today.

technical development, service, and operations, which works as a cohesive unit marching towards the



Celebrating the 40th anniversary

Forty years have come to pass, and today Tecnomatic is a company full of history.

It starts with our most important asset: our people. Over the past few years we have assembled a well-balanced team in sales, tech-

same goal of delivering the highest quality machines & service.

Although the team has grown and changed, our past 40 years have taught us to always maintain our focus on the client experience. The agility and smarts that our entire team possesses allows us to continue to be a top performer and consistently grow our business.

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A WORD FROM OUR PRESIDENT

Mr. Camillo Lupi voices his gratitude for this amazing journey

It has been an amazing journey to start a business and to run it for almost forty years. Along the way there have been some challenging moments, but more importantly, there have also been many tremendous accomplishments and great friends, clients and employees.

Tecnomatic, for me, is

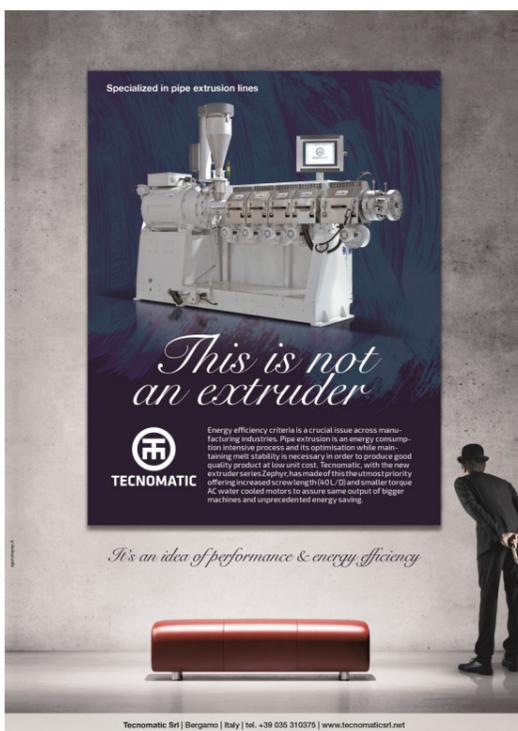
not merely a company, but an extraordinary adventure, the most beautiful of my entire life, which, after so many years still continues to fill me with deep emotion and enthusiasm. Stemming from an ambitious, enterprising and coherent spirit, Tecnomatic has flourished throughout the years, thanks to the passion and

the tenacity of all those who believed in its possibility of success.

I believe that the secret to continue to the best of our capabilities, along the path we undertook in 1977, is in being aware that the most thrilling challenges are those which are still to come, and to firmly believe in our ability to face them.



“Tecnomatic, for me, is not merely a company, but an extraordinary adventure, the most beautiful of my entire life”



A brief history of the company

By Massimiliano Vailati

In 1977, Mr. Camillo Lupi founded TECNOMATIC in Bergamo (Italy). At the beginning, it was a company working in the field of mechanical precision, more specifically in the construction of machines and plants on behalf of third parties.



The first workshop

Appointed for the manufacture of PVC pipe heads it became itself a designer and a producer at the beginning of 80's. The efficient performing of the manufactured tools contributed significantly to spread the word throughout the plastic industry, to get in contact with well-established companies, and to be commissioned to make extrusion heads also for renowned Italian extruder manufacturers.



Designing die-heads in the 80's

In the mid of 80's the technical office was further strengthened and the production of extrusion heads for PO materials, of small co-extruders and tanks was set alongside. The milestone of this period, without any

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Our technical offerings continue to evolve with our R&D division constantly providing clients with new solutions to evolve their business, maximizing technologies, which are increasingly effective, in order to allow our clients to produce more, better and faster.

What keeps us working hard, of course, is our great relationships with many clients in this community and around the world. We are fortunate to have a diverse group of clients that we are proud to steadily grow each year, and that are engaging and pushing us to deliver the most efficient solutions. As we look

doubt, has been the manufacture of large size extrusion heads, which saw in a model up to 1,200 mm its maximum expression. It represented the largest extrusion die-head of the time, and for many coming years.

The increasing of the market demand and the business expansion prompted the company to create a sales office to coordinate the work towards the international markets. At the end of the 80's, the company generated about 40% of the revenues from export.

The business expansion, the company went through, meant also to move to a new premise, located close to the International Airport of Bergamo "Il Caravaggio", where the company is still today. In the 90's, to further consolidate the corporate business, was taken the decision to extend the production range, including the design and manufacturing of single screw extruders.

In the following years, the factory size has been further extended with the opening of a new building adjacent to the main premise, and suited to testing, warehouse and show room area. Since then, the machines are subjected to operating tests prior to delivery, and to the customers is given the opportunity to be present while systems are operating.

The new century has been characterised by steady investment in R&D, to raise the company to be a major player in the field of the machines and lines for plastic pipes. One of the main objectives of those years has been the design of a new line of high performance extruders in L/D 30, featured by the latest technological

to the future we see great things. Technology is not an industry that allows you to plan years in advance as you can imagine. But what we are sure of is that technology will always change and that Tecnomatic has the people and the passion to continue to be a premier partner in this business for many years to come.

We hope to celebrate with each and every one of you this important milestone in our history. And we especially look forward to, and will work hard to achieve, another 40 years of success.



A young Camillo Lupi, near a PVC extrusion head in the 80's

solution of the time. The result of the improved quality and performance of the machines, had its reflection in Tecnomatic's sales, with an increased export to all major world markets, and about 90% of the production destined to over than 100 countries. The sales department has been re-organized and integrated with a network of representatives and agents to fulfil the customers' needs for support and service.

In the last decade, Tecnomatic has stopped its activity in the field of the mechanical works, to concentrate more in the plastic machines business. To this aim the company has constantly renewed its products portfolio and has introduced new series of extruders in L/D 37 and following L/D 40. These extruders introduced to the market an innovative concept, being produced not only in a traditional version with gearbox, but also in a brand new solution with torque motors, to deliver unprecedented energy saving and unparalleled performance.

Quality and technical standards have been further enhanced with the engineering of a brand new range of die-heads, named Venus.

The new generation of die-heads have implemented important technological features in order to reach the best pipes processing and to fit a wide range of materials at very high output. The spiral geometry has been especially optimized for latest generation of PE and PP raw materials, while length, volume and pressure have been reduced.

Designed also in a version for multi-layer pipes, and for sizes up to 2,600 mm, embed an air cooling system to



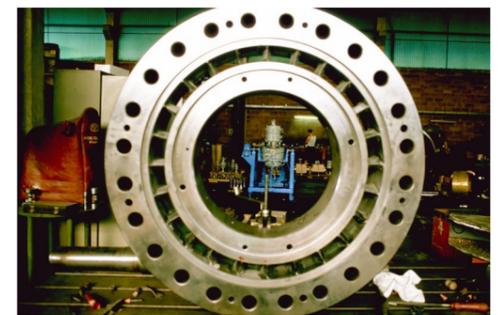
Piston rods for the naval industry



Working a ship shaft



Big piston rod for the naval industry



A spider for a big size PVC die-head

reduce the cooling length and to improve the pipe quality. Along the standard production the company has continuously worked for new solutions, to fit the increasing market of complex pipes, based on radial spirals technology and up to seven layers.



Celebrating the anniversary

By Massimiliano Vailati

On Friday, May 26th, Tecnomatic's anniversary culminated in the gala dinner celebration housed in the nice atmosphere of Podere Castel Merlo, in the surrounding area of Bergamo. The facility, established in the XIV century as a fortress is positioned on the top of a vineyards hill, it's today owned by the winery Castel Merlo, that through a valuable refurbishment has created an elegant place used for social events, wine tasting and restaurant.

The celebration, started with a speech from the chairman, Mr. Diego Lupi, who specifically addressed to the past and present Tecnomatic's employees, honouring whose unwavering support, energetic spirit, and trust that so much helped the company to reach this seminal milestone.

The time was not only the proper moment to look back to the history, but also to focus to the future. Strategic plans for the coming years have been announced and include several product developments in terms of

innovation as well as the enlarging of the offer, with the launch of brand new products able to fulfil and to complete its offer to the market of the plastic pipes.

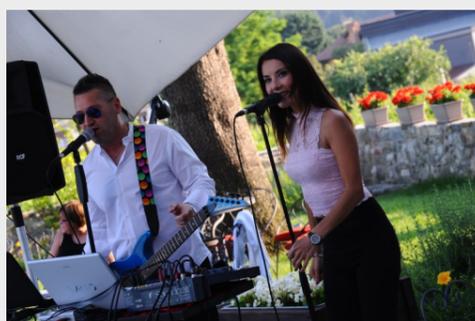
Additionally the importance of the relations has been stressed; as a full commitment to the customers and loyalty to the suppliers, and marketing projects aimed to enhance the communication and to strengthen the responsiveness to the clients and their specific needs were disclosed.

To celebrate this momentous occasion a new company video has been shown to the participants (<http://www.tecnomaticsrl.net/pagina/it/61/PROFILO.aspx>.)

PROFILO.aspx.)

The event followed with a visit to the antique wine cellars, a tasting dinner and music.

The time was not only the proper moment to look back to the history but also to focus to the future.



The company milestones & technical achievements

By Massimiliano Vailati

Historical milestones and a variety of achievements characterize our company's journey: from a mechanical company working steel parts to the global player we are today. Throughout these four decades, we have seen many first-time product launches, a steady flow of innovations, continuous expansions through organic growth and line installations. During this time, the Tecnomatic family with its employees and representatives and service network all over the world have contributed to our success, which is marked by numerous awards and excellence.

THE MULTILAYER TECHNOLOGY

In 2015, has been launched in the market of the multilayer PE pipes a solution for big diameters, up to 1,200mm. Ideally suited for stony and rocky soils, by utilising high stress crack resistance PE 100 materials, in the inner and outer layers, these pipes can offer maximum security against point loads and any surface damage occurring during installation.

The key component of such a line, (which raises at a production of 2,000 kg/h) is the die-head. Developed on the great experience matured on many multilayer project the VENUS 1200-3 is based on a three spiral design and ensures an optimal melt flow for a wide range of thickness ratios. The die-head is compact with a low pressure build-up and consequent energy savings. It covers the full size range from 250 to 1,200mm, producing three diameters per die-set for sizes up to 800mm using the classic draw-down mode and for larger sizes, it uses the swelling mode for a better control of wall thickness distribution.



Venus 1200 - 3 - 2,000 kg/h

LARGE DIAMETER PVC DIE-HEADS

Part of the history of the Tecnomatic company, the Pvc die-heads were designed in many different sizes and successfully sold all over the world. In the end of 80's and beginning of the 90's the company gained a special reputation manufacturing, for the first time in Europe, PVC die-heads for large pipes with diameter up to 800, 1,000 and even 1,200mm. Based on an extensive experience the main advantages of the production of big PVC pipe heads by Tecnomatic is given from the high throughput, combined with an optimized profile of the pipe heads channels that assures an even melt flow, low stress material load and excellent wall thickness distribution.

Made from stainless or carbon steel, from European selected suppliers, they are chrome plated to preserve the surface from corrosion and wearing. Mechanical and thermal centring, with a segmented mandrel, allows an easy control over thickness distribution of the pipe.



Hera 1,200 for PVC pipes

ENERGY SAVING GEARLESS EXTRUDERS

In the light of rising energy costs, energy efficiency criteria are a crucial issue across manufacturing industries. More than any other company, Tecnomatic has believed and introduced to the market extruders based on gearless technology. The omission of gearbox, coupling and belts leads to a more compact engineering design of the machine and considerably reduces the maintenance requirement. In a gearless extruder the force is transmitted exactly to where it is required. The high-poled permanent-magnet-excited synchronous motors are fully integrated into the machine with no mechanical transmission elements such as gears. There are many decisive benefits: an extremely compact mechanical design is achieved by directly integrating the motor into the extruders, simplified maintenance, low running noise and significantly reduced frictional losses that increase the efficiency and the dynamic performance of the extruders and consequently of the factories.



Zephyr 60.40 gearless - 800 kg/h

MARKETS

Upcoming events

**PLAST
IMAGEN**
MEXICO 2017

07 - 10 November 2017
Mexico city, MEXICO



23 - 26 January 2018
Moscow, RUSSIA



07 - 12 February 2018
Gujarat, INDIA



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