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*Company Profile*



# OUR JOURNEY

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**The company was founded back in 1938 by Giuseppe Pettinaroli and his brother Mario.**

After the **end of the World War II**, the small local company producing taps for water and gas gradually expanded, enlarging its headquarters and setting up **new production departments**.

In the **50's and 60's** were signed the **first international contracts** and the business expanded towards the **United States and Russia**.

Between the **70's and the beginning of the 80's** Pettinaroli experienced a second period of growth which coincided with the construction of a new and larger factory that brought the company to operate in an area of 120.000 square meters of which more than 30.000 square meters covered.

These were the years when the second generation, **Ugo, Maria Pia and Giulio** (Mario's children) joined the company and when the **first important certifications** were obtained, above all the one issued by the British Standard Institute (BSI).

In **1982**, Pettinaroli acquires **TSM Galvanocromo** which becomes its first branch, this is the beginning of a third period of development which this time focuses on **foreign markets**.

The **90's and 2000's** witness the creation of subsidiaries in **Switzerland, France, Denmark, United States and UK** and commercial desks dedicated to the **Middle East, Iberian peninsula & Latina America and Asia & Pacific area**.

**Today**, more than 80 years after its foundation, still led by the family, Pettinaroli has become an **international Group** with more than **300 employees** and a constantly growing business, now involving more than **60 countries** all over the world.

# MILESTONES

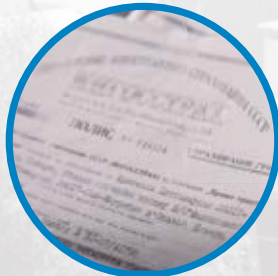
## Brotherhood

Two brothers, **Giuseppe** and **Mario Pettinaroli** begin manufacturing valves and fittings made of bronze and brass in their parent's barn.



## New frontiers

Pettinaroli starts selling valves on the **American market** and in 1968 faces the **Soviet adventure**, obtaining annual contracts from the ministry.



## Wider and modern

Approaching to its first **50 years anniversary**, the company further expand its complex estate and takes over local galvanic plant **TSM Galvanocromo**. Mario's third child **Giulio**, joins the company.



## A solid reality

The founder Giuseppe Pettinaroli dies at the age of 85. Seven years later, Mario also passes away. The two brothers leave a **solid, established** and constantly developing company.



Today

1938

## Restart

After the forced stop due to the world war II, **the activity is resumed** with renewed vigor: the foundry department is opened, the first workers are hired and **Laura Fortis** (current President of the company) starts as the first office employee.



1945

1954

## Plant expansion

In March 1970, Fratelli Pettinaroli inaugurated the **new factory**: ten thousand covered square meters. Mario's children, **Ugo** and **Maria Pia**, gradually joined the company.



1970

1980

## Pettinaroli Group

Fratelli Pettinaroli begins an **internationalization** process: it progressively creates foreign branches to take care of the distribution of its products and becomes a **Group**.



1990

2001

## Today

Fratelli Pettinaroli gradually reinvent itself as a modern **supplier of systems and solutions**, growing nowadays to be an international Group with a very well-known brand recognized in **more than 60 countries** all over the world.



# THE HEADQUARTERS

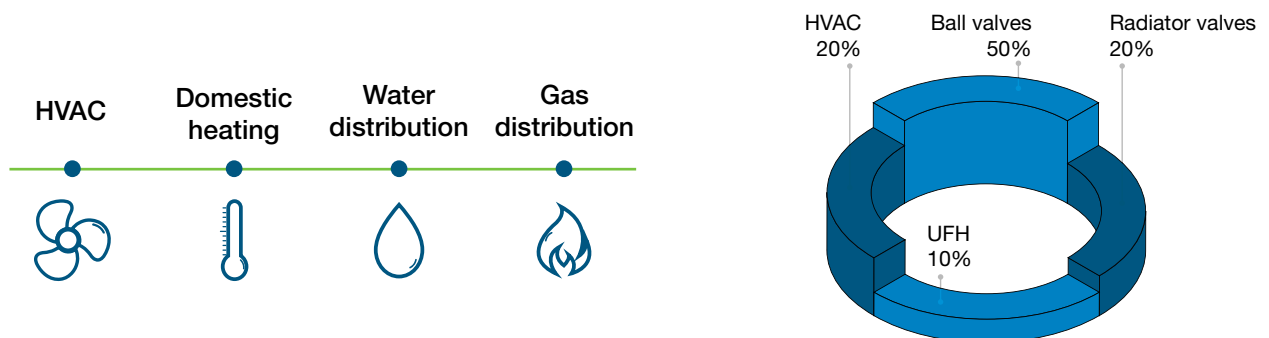
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The company grew around **three blocks**: **the first** and oldest (featured by different architecture and red roofs) dates from the founding and the years right after; **the second**, centrally located, was built with the adjacent offices in the 50's; **the third** and most recent, built in the 70's, clearly recognizable by the presence of photovoltaic panels on a large part of the roof.

# OUR BUSINESS FIELDS

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While **ball and radiator valves** have always been key products of our range, from 2000 onward, thanks to major investments in R&D, technologies, machines and human resources, **HVAC** has emerged as the company's core business.

# VISION

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*We aim to design and develop devices that make building systems more reliable, efficient and sustainable.*

We believe that through continuous research and development it is possible to obtain products with an ever increasing level of energy saving and efficiency. For this reason we pay the utmost attention to quality testing, internal control, process innovation and training of dedicated human resources.

# MISSION

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*We are committed to providing our customers with the best solutions for plant engineering applications.*

Pettinaroli has always been synonymous with quality, in the field of production of components for heating, air conditioning, sanitary installations and gas management. We work daily to create systems that integrate with plants and manage them, constantly improving their performance.

# OEM SOLUTIONS

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*The internal control of any production step means warranty of quality and flexibility.*

Quality, because knowledge, research and tests give us the experience to manufacture and sell reliable products; flexibility, because the in-house production processes allow us to produce taylor made and bespoke solutions for OEM and big multinational companies. Based on projects and requests, products and packaging can be customized according to customer specifications.

## **PETTINAROLI CSR**

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*The Corporate Social Responsibility is one of the cornerstones on which the company was built.*

Since the time of our founders, we have been committed to growing our business together with the community and the environment. We think that there is no entrepreneurial success without respect for one's own land and roots. We believe that there is no valuable business that can ignore the safeguard of the environment and the society in which it takes place. Ecovadis voluntary assessment, with a Silver Medal putting us among the top 25% sustainable companies of our sector, testify the long time commitment in investing in ESG criteria to make our business as virtuous as possible.

# STAFF INSIGHTS

EMPLOYEES WORLDWIDE



HEADQUARTERS EMPLOYEES



AVERAGE STAFF AGE



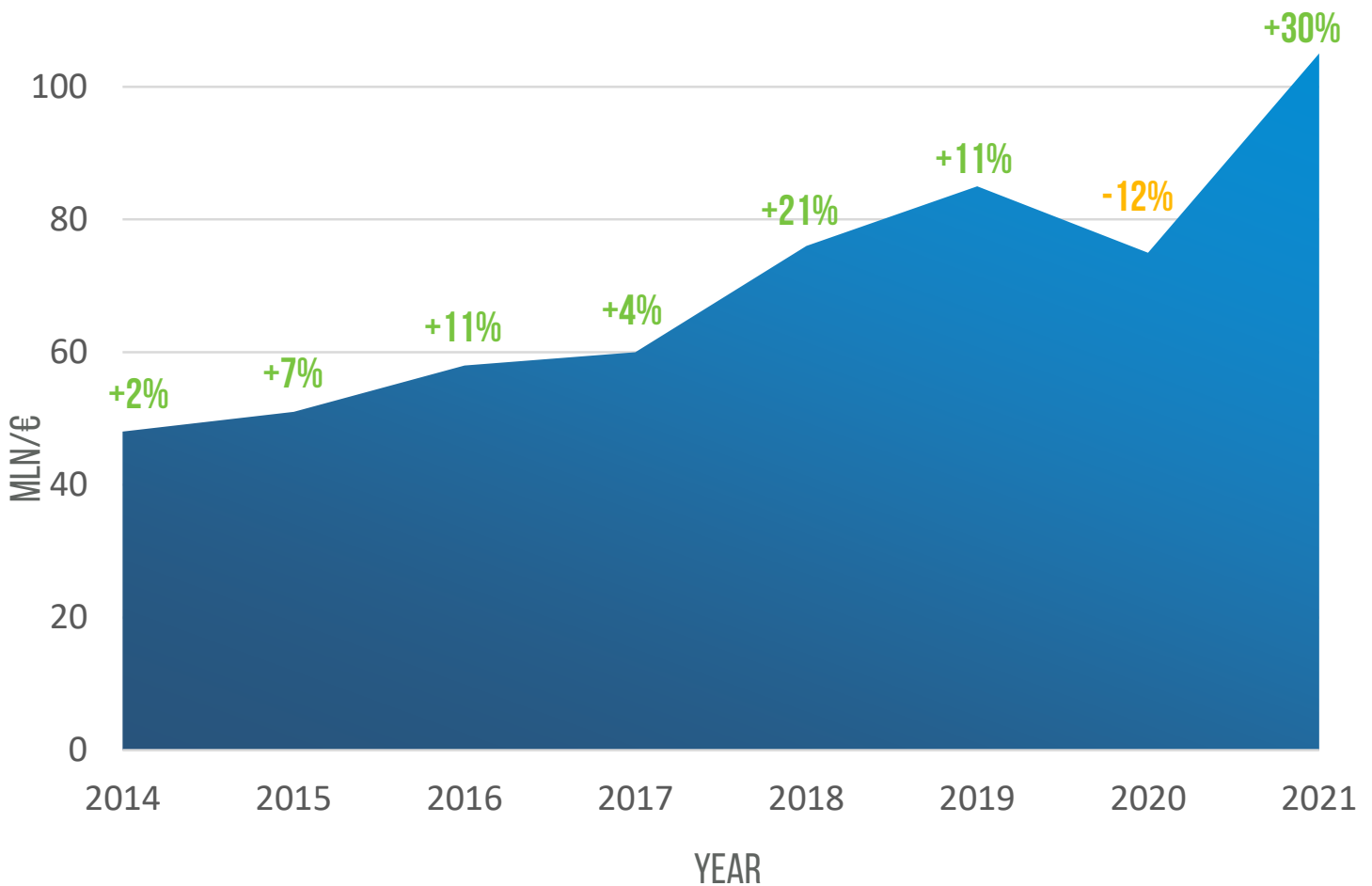
STAFF GENDER DISTRIBUTION



AVERAGE STAFF SENIORITY



# THE GROUP'S TURNOVER



# THE GROUP IN EUROPE

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Headquartered in Carmaux, Pettinaroli France counts on an efficient network taking care of the logistics and distribution of Pettinaroli products all over the French territory. The long-time experience and the fast-delivery of its warehouse makes it the perfect partner for any project across the country, particularly in the Paris metropolitan area.



15 Sales Representatives



Supplying directly to large builders and plumbers active in Paris area



Supplying innovative products range, with approvals and technical support



Retaining the long experience in the field given by its previous history as Marflow Hydronics, Pettinaroli UK is today recognized as a leading manufacturer and distributor for advanced HVAC systems. Birmingham based, the company operated across the all country with a focus on the projects in the London area.



Specialist balancing solution provider all over the UK and Ireland market



Working closely to the main consultants, contractors and OEMs linked to projects in London area





Located in Middelfart, Denmark, Pettinaroli A/S manages the distribution of Pettinaroli products in Northern European Countries for over 20 years. The company also focuses on developing cutting-edge home automation systems for energy saving.



17 Northern and East Europe countries served



Focus on innovative systems and smart-home solutions



Developing solutions aimed at maximizing energy saving



Pettinaroli Suisse S.A. has been the first foreign branch of the Pettinaroli Group. Situated in Montreux, it distributes Pettinaroli products all over the Swiss market offering HVAC solutions with full technical assistance.



Operating in synergy with consultants and in direct connection with wholesalers



Bringing innovative concepts like connection prefab-kits and balancing valves for HVAC applications



Part of Pettinaroli Group since 1982, TSM Galvanocromo is sited in Gozzano (Italy). The company is specialised in surface galvanic treatments of taps and valves components. With the aim of reducing environmental impact over the years, TSM developed innovative treatments like TEA<sup>®</sup>+ and White P Bronze and recently implemented a system dedicated to PVD process.



Galvanic-chroming (Cr+3), nickel-plating



Ecological TEA<sup>®</sup>+, White P Bronze and PVD



Treating components for Pettinaroli products and for third parties

# THE GROUP IN USA

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Jomar is the leading brand for plumbing, industrial, natural and liquid propane gas business across the US and Canada. The company manages the distribution of Pettinaroli products all over the North American territories ensuring the best products with approvals and technical support.



10 stocking warehouses located across the United States and Canada



Sales representatives in every US state



Complying with the strictest regulations on the use of lead-free materials



Hydronic Components Incorporation (Hci) has led the balancing and coil piping package industry in the North American market for over 25 years. Headquartered in Madison Heights Hci has revolutionized hydronic installations for the projects across the US, by using quality engineered combination valves to minimize the time and space required to install hydronic terminal units



Pettinaroli HVAC business hub for the United States and Canadian market



Building custom coil kit packages to accommodate the most complex specification requirements



Working for projects putting a vast knowledge at the service of engineering companies and OEMs

# THE GROUP WORLDWIDE

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## MIDDLE EAST

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This commercial-desk is specifically dedicated to UAE and the main Arabic markets. Focused on Dubai's balancing and projects market it is active on all the countries across the Gulf Area.



Direct on-site technical and commercial support



Serving HVAC industry engineering consultants and contractors linked to the ongoing projects

## IBERIA & LATIN AMERICA

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Pettinaroli created a featured sales-desk to directly serve the expanding Iberian Peninsula and Latin America market providing specific products for HVAC, sanitary water, metering and more.



Direct on-site technical and commercial support



Specific products and dedicated catalog in Spanish



Agents and distributors network active in the area

## ASIA & PACIFIC

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The Pettinaroli APAC business-desk covers the whole Asian and Pacific area. Starting from Thailand and reaching all the Far east countries it provides HVAC and hydronic solutions for the main ongoing projects



Direct on-site technical and commercial support



Agents and distributors network active in the area



Serving HVAC industry engineering consultants and contractors linked to the ongoing projects

# **PETTINAROLI** GROUP



**Jomar Group**  
Warren, MI - USA

**Hydronic Components HCI**  
Madison Heights, MI - USA



**Pettinaroli Denmark**  
Middelfart - DEN

**Pettinaroli UK**  
Birmingham - UK

**TSM Galvanocromo**  
Gozzano - ITA

**FRATELLI PETTINAROLI**  
S.Maurizio d'Opaglio - ITA

**Pettinaroli Suisse**  
Montreux - SUI

**Pettinaroli France**  
Carmaux - FRA



**Pettinaroli Middle East**

**Pettinaroli Far East**

**Pettinaroli Iberia  
& Latin America**