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Liquid Ring Vacuum Pumps and Compressors

Centrifugal Pumps

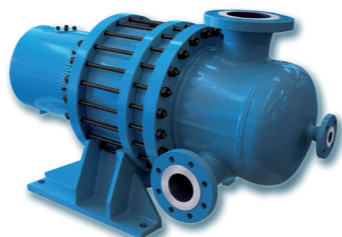
Engineered Vacuum Systems

Blowers, Exhausters and Vacuum Boosters

Liquid Ring Compressors for Oil & Gas and Petrochemical Industries (API)



Pompetravaini Head Office and main production plant in Italy.



The SB2 Liquid Ring Compressor of Pompetravaini-NSB



Vacuum Booster of Pompetravaini-BORA.

COMMITTED TO STAY AHEAD

Interview with Costantino Serpagli, Sales & Marketing Director at POMPETRAVAINI GROUP

Pompetravaini has been in business since 1929.

Can you summarize what are the keys to your success and longevity?

The company was established in 1929 as "Costruzioni Meccaniche Travaini" by Carlo Travaini Sr, the grandfather of our current President who bears the same name. Today Pompetravaini Group is a worldwide leader in the design and manufacturing of various lines of pumps and compressors, including centrifugal, vacuum pumps and packages. We serve a wide range of industries and varied application sectors. Pompetravaini's main pro-

duction facility now covers more than 22.000 square meters in the industrial area of Castano Primo (Milan, Italy). It is a state-of-the-art plant with the most advanced manufacturing technologies. As we are an ISO 9001 certified industrial facility, accuracy is critical. A network of computerized, 4 & 5 axis, FMS (Flexible Machining Systems) allows us to maintain high quality of manufactured components and assemblies. Accurate inventory control and streamlined movement of raw material and work-in-process assemblies are insured by Automated Storage and Retrieval Systems (AS/RS) in combination with Laser

Guided Vehicles (LGV), thus reducing the job order time and bringing the possibility of mistakes virtually to zero. Our former president Mr. Mario Travaini had keen insights regarding changing market conditions in the mid 80's, and then he started the process of company expansion to international markets. At present, Pompetravaini Group, led by Carlo Travaini (Jr.), exports worldwide and has direct subsidiaries in Benelux, Canada, France, Germany, Poland, Switzerland, United Kingdom and the USA. In the last 3 years Pompetravaini has acquired two more companies: Pompetravaini-NSB, a Swiss based Company producing

hi-tech, API compliant, liquid ring compressors for the Oil & Gas and Petrochemical industries, and BORA, a Modena (Italy) company which designs and manufactures Rotary Blowers, Exhausters and Vacuum Boosters.

Tell us more about the two new acquisitions

Pompetravaini-NSB AG was acquired in mid-2012. The original company was the spin-off of Sulzer-Burkhardt, based in Basel-Switzerland—a division of Sulzer, specialized in liquid ring pumps and compressors, including the well-known Apovac®, Combivac® and Aporec vacuum

packages, widely used in the Pharmaceutical and fine Chemical industries. What was really interesting for us was the Liquid Ring Compressor SB series, designed at the end of the '90s. SB Compressors are Liquid Ring API compliant machines for high flow and high pressure. This technology is used in the Oil & Gas, Petrochemical industries and in all the processes where a virtually isothermal compression is required. Since 2005 NSB has developed complete compressor skids that are used for Flare Gas Recovery, Chlorine production, CO2 compression, and many other applications. BORA, over the

last twenty years, has designed and manufactured Rotary Blowers, Exhausters and Vacuum Boosters. It is located in Modena, Italy, where all the most luxury and sport Italian cars are produced and fine mechanics design and production is considered a religion. Prior to the acquisition, Pompe travaini had been using BORA Vacuum Boosters for nearly ten years in our vacuum system packages, so we have been able to appreciate the outstanding quality and reliability. For this reason when, last year, there was the possibility to acquire the company, Pompetravaini immediately secured the deal.

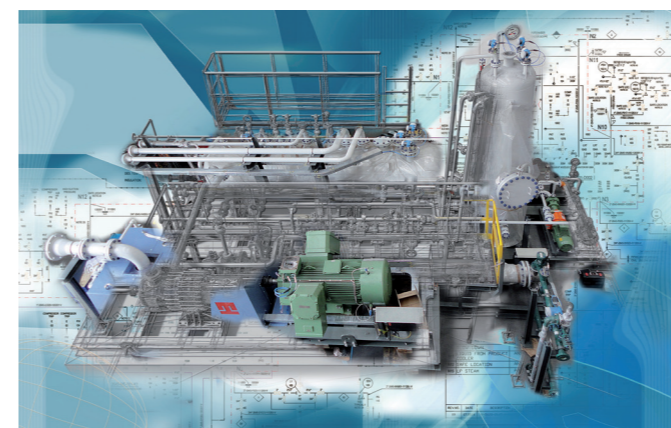
What is expected from Pompetravaini from the markets where the company operates?

Over the last few years we have been seeing a more marked rift between two big categories of purchases: stock products that can be

purchased directly on the web and purchases which require more than just packing and delivering! I am referring to the products where technical support in the selection process is a prerequisite, that need to be partially customized with assistance for installation and start up. Markets require these products to be reliable. Pre-and post-sales support by competent personnel for service is must. Quick turnaround of spare parts over the product life-cycle (which can be up to 10-15 years for standard industrial applications) is essential. Of course, Pompetravaini's products fit in this last category. Not only do we provide good quality and reliable products, we sell a "complete package" that includes good machines plus competence, support and dependability by a team of committed experts, who are ready to help from product selection, delivery, installation and service, over several years of "duty".

Pompetravaini has worked in this way from the beginning, 86 years ago, and strives to continue with this level of excellence for minimum of another century!

Flare Gas Recovery Compressor Skid made by Pompetravaini-NSB Switzerland.



INGENIOUS INDUSTRIAL PUMP SOLUTIONS. CREATED FROM HEART POWER

We work with **HEART, MIND and BODY**, because we are **PEOPLE** serving **PEOPLE**, with **PASSION, INTELLIGENCE** and **COMMITMENT** that's why we are able to offer **SOLUTION PACKAGES, NOT JUST PUMPS**

- ✓ Design for excellence
- ✓ Personalized guidance in the pump selection process
- ✓ Fast response and delivery
- ✓ Long term after market support
- ✓ Trained service and spare parts available worldwide



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Pompetravaini has been manufacturing industrial pump since 1929. 85 years of passionate service!



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