

VANE

M A T T E I M A G A Z I N E



COMPRESSED AIR SINCE 1919

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NETWORK

Mattei out to conquer Russia

MARKET

Rotary Vane, the future of the railways

RSP

Excellence first and foremost

AFTER SALES

No worries with MyCare 6



COMPRESSED AIR SINCE 1919



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From behind the scenes to centre stage: the challenge for Mattei in rail



Giulio Contaldi,
CEO, Mattei.

Some winning company strategies are born simply from gut instinct. Mattei's debut at Innotrans 2012 proved our instinct correct, because it confirmed that rotary vane technology can play a leading role in the rail sector. Until this time, Mattei was operating passively, dealing mainly with packaging retrofits for locomotives, which required compressed air for their braking systems.

Thanks to significant investment in research and development, Mattei have implemented and refined our experience in the rail sector, obtaining positive results and becoming ever present as a viable alternative to traditional piston and screw technologies.

An important step was meeting with large rail vehicle builders, who made us understand from the outset, the requirement to provide reliable, compact, virtually silent and efficient products. It was a golden opportunity which Mattei grasped with passion and commitment, to go on to perfect our compressor range dedicated to the rail market.

Since Innotrans 2012, Mattei has come a long way, very quickly, and in certain aspects in the opposite direction to how one would normally approach a new market. Being very well aware of the value of our product, we first acquired the company MTE (Mattei Transit Engineering), who had a very good understanding of the rail sector, then invested in human resources to create a global specialised team. Finally, we embarked on the road to obtaining the necessary certifications, which attested to the high-quality of our compressors.

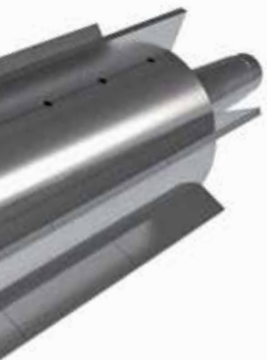
We believe we are taking the right steps, on a well-defined path and are convinced we will make a significant contribution to the rail sector.



ROTARY VANE, THE FUTURE OF THE RAILWAYS



Applications dedicated for the railways/roads are one of the preferred testing grounds for Mattei compressors, which have significant advantages over traditional screw and piston compressors. Here we meet Graham Leach, Business Development Manager for Global Rail, who joined the Mattei team with the aim of further implementing rotary vane technology in rail applications all over the world.



The efforts of Mattei in the rail sector are being felt on a global scale. Global because Mattei technology is trying to make itself known and recognised all over the world, but also because in a figurative sense it has taken on a fundamental strategic importance within the company. This is demonstrated by the participation in the most important trade fairs of the sector, namely, Innotrans 2018 and the Global Public Transport Summit (UITP) 2019; backed up by increased resources and dedicated roles in this area. Since February 2018, there is Graham Leach, Business Development Manager for Global Rail, who, from his office in the UK, is flying to every continent in search for commercial opportunities in the field of rolling stock (that is to say rail vehicle fleets), from light rail such as trams and metros, to Rapid Transit, (Regional and High Speed) shunters and diesel/electric locomotives.

"The world of railway/road applications, traditionally dominated by screw and piston compressors, is craving innovation. Mattei rotary vane technology with all the advantages it has over the traditional systems, is the solution for the future" claims Graham Leach. "With respect to the competition, Mattei compressors are more compact, quiet in operation and energy efficient, representing an excellent investment over time, thanks to the lowest Life Cycle Cost (LCC) available in the market and maintenance costs which have been reduced to the absolute minimum. Confident in the superior characteristics of our compressors, we are looking to win global contract orders for vehicle fleets, where we can offer the rotary vane technology. It's not just about new projects; but the refurbishing of existing fleets which utilise both screw and piston compressors. Our applications are highly flexible and allow for the perfect integration into existing space envelopes with reduced dimensions. This allows Mattei to install the packages on the roof or under the floor, where Real Estate is considered at a premium, thanks to the versatility of the design".

The great ambition of Mattei in the rail sector is summarised in Graham Leach's words: "The long-term objective is to obtain the prestigious IRIS certification (International Railway Industry Standards); which by imposing strict parameters to all industries operating in the global rail market, aims to create a uniform system that guarantees excellence of



"Our short-term goal is to seize the best commercial opportunities in the rail sector, to make ourselves known on a global scale. In the long-term we aim to obtain the IRIS certification; an ambitious goal which we set ourselves for the second half of 2019."

Graham Leach,

Business Development Manager for Global Rail, Mattei.

both the technology and the suppliers". Mattei is already a member of the Rail Alliance, the British association to which the main suppliers for the rail industry belong, offering important synergies for the development of technologies and services in this sector.

Mattei compressors for rail vehicles are used in two areas: within infrastructure and on-board applications, the latter where the characteristics of Mattei are further enhanced. "The systems for the supply of compressed air on vehicles are the winning card for Mattei: we are able to supply complete packages with compact dimensions, a feature which is fundamental to this sector. Furthermore, our solutions can be tailor-made to the specific needs of customers, whether these are new builds or development to existing vehicle systems".



Vane... The Rail Solution



EFFICIENT AND CUTTING EDGE, LIKE SWITZERLAND

Switzerland is exemplary in many ways. Especially when it comes to the environment it is renowned for its forward-thinking and pro-activity, as shown by the incentives available for industry whom are committed to consuming less energy, reducing carbon-dioxide emissions and therefore, pollution. Mattei compressors also make a significant contribution to this cause.



“Mattei offers end users extensive customisation options and produces efficient machines, which place it firmly as one of the top players on the Swiss market. Among the fixed speed machines, the top performer is Maxima, whilst those with variable speeds, Optima, equipped with an inverter leads the way.”

Gabriele Sutto,
Owner of Air Sutto SA.

The reduction of energy consumption in Switzerland is strongly incentivised both at home and in industry, through a dynamic environmental policy that also provides financial assistance aimed at increasing energy efficiency.

The Swiss Federal Office of Energy (SFOE) is the country's centre of excellence in the supply and use of energy within the Federal Department of the Environment, Transport, Energy & Communications. Within its remit is the task of creating the necessary conditions for an efficient gas and electricity market, whilst delivering the benefits of reducing CO₂ emissions. The SFOE supervises the work of independent bodies who each year organise programmes to recognise and reward the best programmes in the field of energy efficiency.

In industry, where energy consumption is huge, one of the most expensive items is the production of compressed air. A compressor plant has high operating costs linked to energy consumption, which account for about 70-80% of the life-cycle costs.

The optimisation of compressed air systems can therefore significantly reduce overall energy consumption, even by as much as 20%. One of the required steps to achieve this goal in all industrial environments, is to start by performing an energy analysis of the compressed air system, introducing more efficient machines and also considering systems which can utilise residual heat, whilst in both cases limiting any air leaks to a minimum.

Mattei has always been at the forefront of energy saving and there are many Swiss companies that have chosen their compressors to reduce their costs enabling them to present their projects to compete for tender projects.

Gabriele Sutto, Owner of Air Sutto SA, an authorised Swiss distributor for the Canton of Ticino, regularly conducts in-depth analysis into the energy consumption and costs of customer's compressed air systems, assessing their actual needs and identifying the best solutions for their operation, thus avoiding unnecessary waste. “Swiss legislation is very demanding when it comes to energy efficiency and motivates companies in the area

to improve by providing financial incentives for the most worthy projects. The requirements to obtain them are rigid though, even with specific reference to compressor drives; the minimum standard required is IE4 for stop/start machines and IE3 for those equipped with inverters.”

“In order to best meet the demands of different systems, the ability to create bespoke machines adds a huge value. Mattei offers end users extensive customisation options and produces efficient machines, which places it firmly as one of the top players in the Swiss market. In particular the low rotation speeds, at only 1,000rpm stand out, obtained thanks to the high-performance pumping unit. The efficiency is further increased with the high-efficiency IE3 and IE4 motors delivering yields higher than 94%, as well as the 1:1 direct-coupling of the motor to the pumping unit, and the absence of rolling or thrust bearings. Maxima is the compressor that best delivers all of these elements delivering energy savings of over 15% compared to other compressors on the market. Amongst the variable speed machines, the top performer is the Optima, equipped with an inverter”.





NO WORRIES WITH MYCARE 6

Thanks to the innovative extended warranty programme, for six years Mattei will take care of the compressor servicing and maintenance.

The plan is free and offers many operational advantages to those who buy a compressor.

Joining is easy; just sign a scheduled maintenance contract, that above all else, ensures an efficiently-working plant. No worries, no downtime, original spare parts and certified professional technicians, in addition to always keeping costs under control.



“MyCare 6 is a fantastic no-cost opportunity for Mattei customers and speaks volumes about the reliability of our compressors and how the company is certain of the quality of its products.”

Silvia Barone,
Marketing Manager, Mattei.

MyCare 6 is the name of the new extended guarantee programme offered by Mattei, through its network of authorised distributors and workshops, to all customers who purchase a new compressor.

With MyCare 6 the warranty is extended to six years on all the components of the Mattei compressor (except those subject to wear) from the pumping unit to the engine, from the electronics to the canopy, to the pipes and fittings.

The MyCare 6 programme is completely free and customers have up to 90 days from the installation date to join, either through the distributor or directly with Mattei. The only requirement is to sign a scheduled maintenance contract, which allows the customer to be completely reassured having had the necessary periodical checks to keep the machines efficient and in perfect working order, thanks to the professionalism of the Mattei assistance network technicians and the use of original spare parts.

“With MyCare 6 the Mattei customer benefits from an excellent, no-cost opportunity” explains Silvia Barone, Marketing Manager for Mattei. “They can actually enjoy six years peace of mind, free of charge. In case of a problem with one of the components on the compressor, the authorised service network gets straight to work on replacing it. No costs are due, not even call-out or labour charges.

Mattei and the network cover everything and this commitment speaks volumes about the reliability. Reliability, which has always been associated with our compressors, thanks to the continuous investment into product research and development, the use of high-quality components and materials, and keeping up with the latest industrial trends”.

There are numerous benefits offered by MyCare 6 for six years after purchase. Starting from the guarantee of having a perfectly functioning compressed air system, without the risk of damaging downtime. With MyCare 6, authorised technicians carry out a full periodic check of the plant. This also translates into further cost savings; a plant operating at optimum efficiency keeps consumption levels low.

The customer then has the certainty that only original spare parts and consumables are being used. In the case of oil and filters, this is essential because Mattei-original lubricants guarantee constant performance and reliability over time, thus ensuring an unlimited lifespan of the compression unit. In addition, the end consumer has the certainty of costs on the maintenance front; in the scheduled maintenance contract a fixed annual fee is defined, which remains stable throughout the programme.

Finally, there is the guarantee of the professional servicing carried out by Mattei Service centre technicians. All operators are certified and follow frequent training courses organised by the company, to keep them constantly updated on all the features of the different models. On top of that, MyCare 6 also allows the customer to take full advantage of the assistance of the Mattei Helpdesk, for any additional information requirements.





MATTEI OUT TO CONQUER RUSSIA

A vast country, where there are still many growth possibilities for Mattei. Currently the distributors are in Russia and the Commonwealth of Independent States to the west. Yet there remains a great potential to be explored for rotary vane technology.

Sergey Sokolov has been heading up the Mattei representative office in the Russian Confederation since the beginning of 2017 and talks about the fast-moving context of the commercial situation in these countries, delivered by the consolidated relationships with several distributors across Russia, Ukraine and Belarus: “Actually we easily oversee two important countries like Ukraine and Belarus; we are well present in the European part of Russia as far as the Urals, whilst in the Asian part and in the Far East our presence is more sparse. From this base we are working to expand our reach in other CIS countries; we have some concrete opportunities for strategic expansion in both Kazakhstan and Uzbekistan, where negotiations are



well under way with potential new dealers". The compressed air market in Russia and the CIS has all the main players in the sector present. "The situation is pretty saturated, with the presence of all the major brands, both local and international, as well as the engineering companies that create OEM machinery. As such the range of compressors is very varied, especially in terms of price: an element which is held in very high regard and where the Chinese producers do very well. Whilst the Chinese have such a competitive advantage, Mattei plays on the quality of the compressor, the strength of the Made in Italy brand, which is a factor that is appreciated in this area and in fact many customers are looking with interest at our compressors. To define our target market, I would say that mostly we go after modern, dynamic companies with good financial credibility. They're cutting-edge, entrepreneurial businesses who appreciate the most innovative aspects of Mattei technology; firstly, for the energy efficiency which makes our machines an excellent investment over the long-term, as well as the environmental contributions, thanks to the reduced electricity consumption".

For Mattei compressors there isn't a preferred sector within the market: "Rotary vane technology is well positioned in all the main industrial sectors, which are very diversified; ranging from textiles to food and from engineering to construction. Mattei stands up well to the competitor onslaught,

thanks to the advantages of the compressors: in addition to the aforementioned energy efficiency, there is the excellent quality of the compressed air supplied even in the most extreme operating conditions, and the fantastic reliability over time, which allows intervals between one maintenance service and another that is far greater than those for screw compressors. Added to this is the qualified and timely after-sales service".

"As for the ranges that are in highest demand, these are the ERC, AC and the energy-saving Maxima series, all of them mainly with 45kW power, even if in many industrial sectors our higher power machines are also required".

Serghey Sokolov concludes: "Since I have worked in Mattei I have seen our presence in Russia and the CIS grow, but the possibilities still to be explored are numerous. Mattei has credible products and a solid company structure, that also through relevant marketing actions, can aim to make the brand even more known in the other areas and application sectors that these countries have to offer".



"In Russia and the CIS countries Mattei needs to defend against the Chinese producers who are focusing everything on low pricing. The ace up the sleeve for Mattei, is the excellent quality of the products made in Italy."

Serghey Sokolov,
Russia and CSI Sales Representative, Mattei.



STATE-OF-THE-ART PRECISION

A well-managed compressor room designed and built to perfection, allows you to obtain high-quality compressed air, even in the most aggressive working environments such as the production and processing of compound stone (quartz) products. That's the case for the Czech company, Technistone®, where Mattei compressors and the local distributor, Mondo, work together perfectly.



“After around two decades of collaboration, we have now switched to the third generation of Mattei compressors installed at our factory. The reason for this continued choice: first, dependability. Then the low maintenance costs, energy-efficiency and reliability of the machines, which are well suited to the frenetic work pace of a company like ours, active 24 hours a day, seven days a week”. The comments of Tomáš Duda, Chief Technical Officer at Technistone a.s., a leader in the European production of engineered stone, which is used mainly as kitchen countertops, as well as bathroom wall and floor tiles.

Technistone’s headquarters are in Hradec Králové, in the Czech Republic, where the production of Bohemian stone began in the 1990’s. The company has since undergone a phase of continuous development, which led it to deliver a record turnover of €33m in 2017. “Today we export 90% of our production to over 75 countries, across all five continents. We have a strong position in Europe and are one of the main players on the global stage” continues Duda. “Our products which have a quartz base, the material of the future, are the result of intensive R&D, into delivering both



high standards of quality and safety; as well as paying particular attention to the environment, which has earned us many certifications over the years. Our clients also appreciate the high level of customisation of our products and the after-sales service”.

The path of rapid growth was taken with Mattei, first chosen as a partner almost 20 years ago, and re-confirmed in 2016 as part of the renovation of the compressor room. “Production has increased, and with it the demand for compressed air, so much so that we had to move on from machines such as ERC 1022 H at 22kW, to higher power machines such as the AC 45 L at 45kW and the Maxima 75 at 75kW. For our production process, compressed air is vital, like blood to the human body. It supplies all our pneumatic devices, such as valves and cylinders, every phase of the industrial process, from the transport of raw materials to the polishing operations. Our plant today boasts a highly efficient compressor room; with the Mattei compressors working perfectly at full capacity, together with the compound stone processing machines of the Italian company, Breton. All carefully supervised by Mondo”.

Mondo s.r.o. is the partner of Mattei in the Czech Republic and took care of all the finite details for the installation. “Technistone was one of the first clients for whom we delivered the complete supply and installation of Mattei compressors”, commented Miloslav Dočkal, co-founder of Mondo. “Given the high concentration of contaminant particles connected with the stone processing, it was initially necessary to equip the ERC with high-efficiency intake filters. In 2016, during the compressor room expansion, the client then made available a clean and well-sized room, where the compressors will work in the best possible conditions”.



“Mondo has done a great job of installing new machines and air ducting, whilst providing us with excellent technical support during routine maintenance, helped also by the proximity of our company” confirms Duda.

“The Technistone compressor room was designed to the letter. The environment is welcoming and well-structured. Next to the Breton machines are two AC 45 L and two Maxima 75 with which we set the pressure and the humidity level along with a dryer. This last piece plays a fundamental role because it reduces condensation to a minimum, supporting the good working and long hours providing the manufacturer with continuous supply of compressed air. Thanks to the remote control system and regular servicing every six months, the system has always worked to perfection” adds Jiri Grossman, Technical & Commercial Director at Mondo.

“We are very satisfied with the Mattei compressors which provide excellent quality air at stable pressures with minimal residual

condensation, ensuring the correct operations of the industrial machinery. Take the example of the GEV machine which supports our research and new colours development. The machine, equipped with 8 pneumatic cylinders, is designed to continually deliver the correct dose of dry pigment required for each slab. Thanks to the quality and reliability of the compressors



“The reliability of Mattei compressors has kept us happy for almost twenty years: the excellent air quality, without condensation residues, contributes to the excellence of our finished product. If you add to this the efficient and punctual work by the local distributor, Mondo, we can only say that we are extremely satisfied with the partnership with Mattei.”

Tomáš Duda,
CTO, Technistone® a.s.



involved in this phase, we can obtain extremely high standards of quality. Another positive aspect of the Mattei rotary vane technology is the great energy efficiency compared to the competition, which is even higher now with the latest machines we purchased, the Maxima 75" concludes Duda.





For RSP GmbH, a German company in the field of vacuum technology, the pursuit of excellent quality and satisfying customer needs are fundamental values. The result of this approach is a tailored product, that is innovative and with a long lifespan, made possible in part thanks to collaborations with partners who share the same philosophy. Mattei has been one of these partners since 2000 meeting all the company needs for compressed air.

EXCELLENCE FIRST AND FOREMOST



RSP GmbH, headquartered in Saalfeld in the heart of Germany, has been manufacturing equipment for suction excavators with, 2,3 or 4 axle frames for 25 years. "Since 1993 we have developed a deep know-how in the technical field of suction technology fans, so much so that our system is patented internationally. What characterises us is our high level of personalisation in our solutions, with an ability to adapt to any type of truck", says Lisa Schall, Head of Marketing at RSP GmbH. "In addition to our standard range we have models dedicated to both specialised and also highly customised applications. Technological innovation and processes, high quality products and attention to customer needs are the values that have always inspired our production and made us renowned around the world, in various industrial sectors, from civil construction to urban building sites and from the extraction industry to steel mills". At the foundations of their success are different factors, among which the choice to use highly-qualified

suppliers: "Our international partners support us in creating the most complex systematic solutions, always guaranteeing high standards of quality, performance and safety. For almost 20 years, a very important aspect for us is the production of compressed air where our supplier is Mattei with their rotary vane compressors".

Compressed air is crucial in this type of application. A suction excavator uses air to move materials and is the preferred method in all areas where the need for minimal environmental impact would prohibit the use of hydraulic excavation technologies. The amount of air required is considerable, in relation to the enormous difference between the weight of the air and the material to be sucked out. The Mattei compressors are used for the cleaning of the enormous dust filters, as well as to feed the pneumatic controls and the functioning of other tools. One is the air lance, which, thanks to its compressed air precision nozzle, perforates the ground, leaving the debris to then be sucked up by means of a trunk-like tube and fan: "To increase the performance of our vehicles it is essential that the cleaning of the filters fine mesh



It is also partners like Mattei, constantly striving for quality and cutting-edge technological solutions, that we owe for the success of the German company, RSP GmbH, which this year celebrates 25 years in the advanced metalworking industry.

is continuous and effective. This is made possible thanks to the work of the compressors that guarantee a continuous and impeccable aspiration. In addition, Mattei compressors increase the overall efficiency of our systems, as they allow more material to be vacuumed in a set time". "We purchased our first Mattei compressors, the M86 and M111



models with hydraulic drive, in 2000 and from then we never looked away from rotary vane technology which had us convinced of its great reliability. Other advantages are the compactness and the self-regulating capabilities of the compressor that do not require the presence of further cumbersome tanks. Owing to this, the installation and subsequent maintenance operations of the machines, in the small spaces of the suction excavators, are easier and faster. Finally, the low rotation speeds and the reduced number of moving parts guarantee the vehicles quiet operation and reduces noise pollution, which is especially appreciated when working in urban areas".

Over the years RSP has grown steadily and today, in addition to its headquarters in Thuringia, it now has two branches in France and the UK and a total of 250 employees. "Thanks to a network of distributors all over the world we have a turnover of around 40 million Euros with 80% coming from exports. The excellence of the results achieved is to be shared with innovative partners such as Mattei and their compressors, whose reliability and efficiency have been tested and well appreciated over time", concludes Lisa Shall.

From the left, Karl-Heinz Renger, Marina Renger and Jens Graber, managing directors of RSP GmbH

“Every Mattei compressor is assembled with total dedication, because customer satisfaction is our number one priority.”

Giancarlo Duzioni,

Mattei Technician, specialising in the assembly of compressors M86 - M111.



“For Mattei compressors mounted on our suction excavators, we love the compactness, efficiency and reliability that, for almost twenty years, have been our choice for such an important aspect as the supply of compressed air.”

Lisa Schall,

Head of Marketing, RSP GmbH.



MATTEI VERSATILITY ON SHOW

The trade fairs at which Mattei exhibits after the summer are important opportunities to showcase the variety of uses for its compressors, including in OEM applications. At Innotrans in Berlin, on show will be the new line dedicated to rail transport, whilst at Geofluid in Piacenza the upgraded line for the demands of compressed air and for the recovery of gas and biogas will be in the spotlight.



Mattei rotary vane compressors are always taking on new challenges, be it from industry or in OEM applications. In fact, they can be used in very different environments, always standing out for their efficiency and reliability, in terms of both high quality of air, constant performance over time, as well as energy savings. Completing the profile are the integrated and compact design, the ease of installation and maintenance, and the noticeable silence, delivered by the low rotation speeds.

Mattei continues to renew its products, perfecting their performances to the benefit of the end user. There will be some interesting new announcements for the market that will be presented at the exhibitions during the second half of 2018.

Innotrans in Berlin, the bi-annual show dedicated to technology in transport, will see the presentation of the new RVR (Rotary Vane Rail) line, for compressed air demands on the railways, such as for trains, trams and metros. The RVR line, an evolution of the previous RVM, introduces improvements and technical measures aimed at increasing the performance of the machines.

The new compressors will be available in different sizes and formats with different types of coupling and motors (hydraulic, electric or diesel) to better meet all the different demands for compressed air. The lowest common denominator is the completeness of the "package" for new installations. The Mattei compressors dedicated to the railway sector are in fact supplied inclusive of the pumping unit, engine and drying systems, oil separator, inlet filtration, optional inverters and control devices; all mounted on frames of a compact size and low in weight. The high efficiency filters are a fundamental element in the railway sector, where the quantity of dust is considerably higher due to the location of the compressor being close to the ground. Thanks to their compactness, the RVR compressors are also suitable for retrofitting existing compressors, integrating with the existing engine and drying unit.

At Innotrans, there is also space for the APM300 (Automotive People Mover) unit, used on passenger shuttles in airport transfers, and for a unit specially designed for metros: beyond its

compactness, it is also highly regarded for its quiet operation. Mattei meets the needs of all parts of the railway sector by also offering a series of OEM industrial compressors for handling movements of goods in depots.

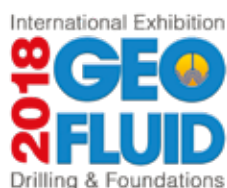
At the start of October at Geofluid in Piacenza, the international exhibition dedicated to the world of drilling and underground transportation of fluids, Mattei will exhibit some new features for construction sites.

The M & MC series of compressors are the centerpiece, compact and easy to install thanks to the integration within one single body of the compression unit, the oil tank, the oil separator, the valves and the oil filter. Unlike the MC models, in the M series, the oil cooling unit is not integrated into the compressor, allowing the positioning of the radiator in the most suitable place for the needs of the client for whom it is to be mounted.

The M & MC series compressors can also be equipped with a high-efficiency intake, which can be very useful in environments where the air can contain micro-particles which, could easily be drawn in and compromise the operation of the machine.

Also present at the show, the new RVG (Rotary Vane Gas) range, which supersedes the previous range developed for gas compression.

Innotrans and Geofluid are two exhibitions that cover very different fields of applications, which goes to demonstrate the great adaptability of Mattei compressors to an ever-wider range of demands.

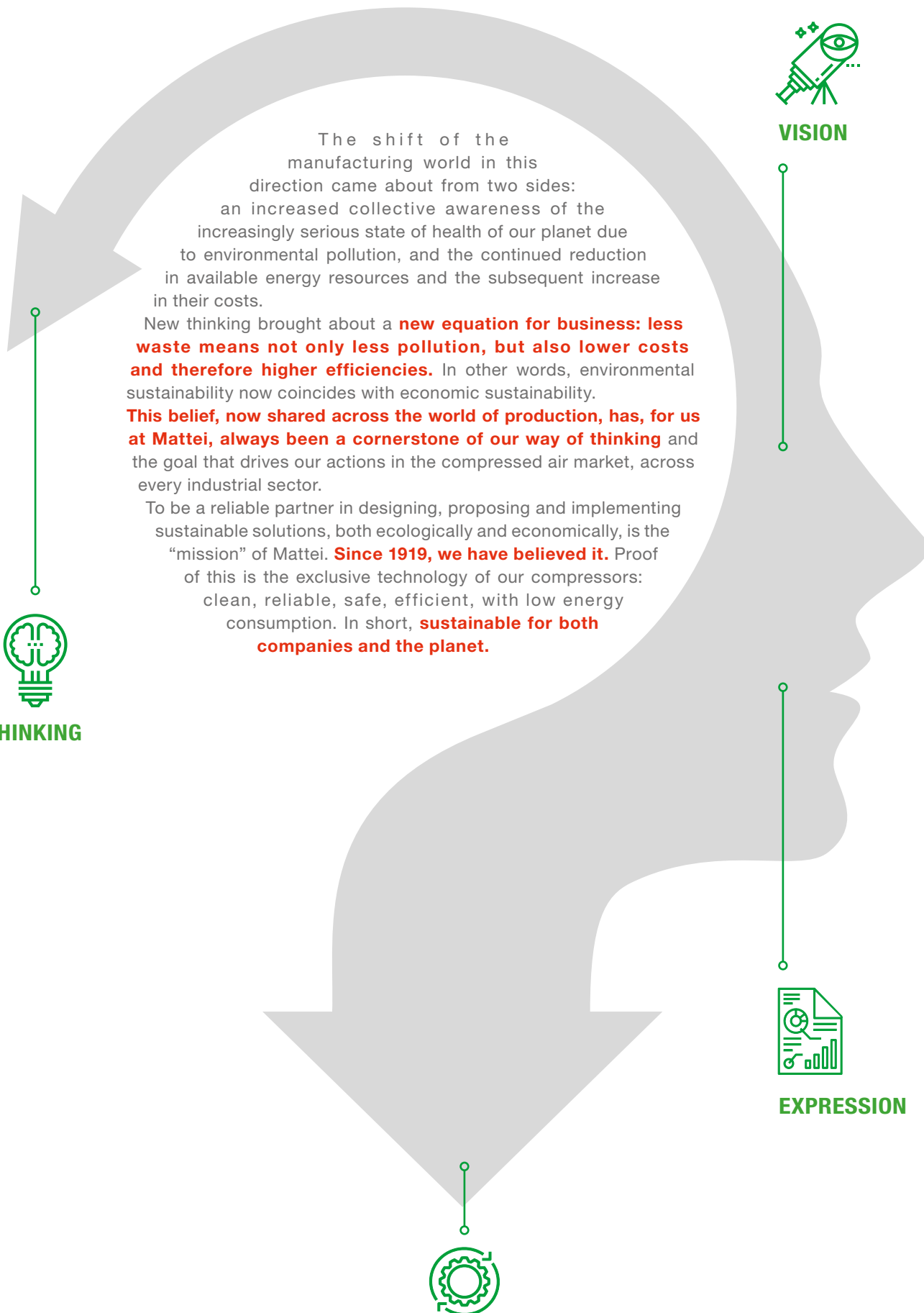


What the industry requires today,
is part of the Mattei DNA.
Since 1919.

THINKING SUSTAINABLY. PRODUCING EFFICIENTLY

For a long time the industrial world has carried on in the belief that there was an irreconcilable difference between environmental sustainability and production efficiency; as if they were two ideas from parallel universes with conflicting interests.

Today however, this conflict seems to have been largely overcome. Recognition of the “fourth industrial revolution” introduced this new approach: Thinking in a sustainable way is the bedrock of efficient production.



The shift of the manufacturing world in this direction came about from two sides: an increased collective awareness of the increasingly serious state of health of our planet due to environmental pollution, and the continued reduction in available energy resources and the subsequent increase in their costs.

New thinking brought about a **new equation for business: less waste means not only less pollution, but also lower costs and therefore higher efficiencies.** In other words, environmental sustainability now coincides with economic sustainability.

This belief, now shared across the world of production, has, for us at Mattei, always been a cornerstone of our way of thinking and the goal that drives our actions in the compressed air market, across every industrial sector.

To be a reliable partner in designing, proposing and implementing sustainable solutions, both ecologically and economically, is the “mission” of Mattei. **Since 1919, we have believed it.** Proof of this is the exclusive technology of our compressors: clean, reliable, safe, efficient, with low energy consumption. In short, **sustainable for both companies and the planet.**



VISION



THINKING



EXPRESSION



ACTION

Buy peace of mind with
MYCARE 6
Extended Warranty Plan



Free cover on Mattei air compressors for 6 years



No hidden costs or surprises



Performance guaranteed utilising genuine Mattei spare parts



Guaranteed Mattei quality assured assistance at all times



My Care 6 Extended Warranty Plan.
Convenient and Cost effective, placing YOU
in control of a well-defined budget plan!
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