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R&D

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MEIERHOFER

A half-century of honourable service

EXHIBITION

Spring: Exhibition time around the world



COMPRESSED AIR SINCE 1919



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“Best in class for energy efficiency”



Massimo Comina,
Chief Commercial Officer, Mattei

This is the ambitious goal we have been continuously working towards for some time now; with a determination that can be seen with the steps forward in the new Blade 8-12 series with direct-drive.

A year after its first “appearance” at the COMVAC fair in Hannover, the new Blade series fully reflects the corporate philosophy of Mattei.

Firstly, Mattei strongly believes in direct-drive technology, whose benefits compared to belt-drive, are significant in terms of both reduced maintenance costs and silent operations. A further benefit, compared to the previous belt-driven range, comes from the “soft-start” starter. Secondly, the compressors are vehemently focused towards energy efficiency, being equipped with a new variable-speed fan that drives down energy consumption, and with an IE4 class motor representing the future evolution in efficiency, which are already a reality in some European countries. The new Blade 8-12 is also the first series of machines that fully comply with the stringent BAFA requirements, in the field of energy efficiency, imposed by Germany’s Federal Office for Economic Affairs and Export Control.

The commitment of Mattei towards sustainability continues, in the same direction, along envisaged lines. It’s a comprehensive strategy that proposes to introduce compressors to the market which will progressively and significantly reduce energy consumption, which together with servicing, represent the highest cost items in the life-cycle of a machine.

Choosing efficiency doesn’t just mean contributing concrete savings to the bottom line, but also to contribute towards a better tomorrow for us and our children.



Mike Higgins, Mattei Business Development Manager for the Asia Pacific region, talks about the latest from this crucial hub; from close collaborations with the Chinese subsidiary, Mattei (Suzhou) Air Compressors Manufacturing Co. Ltd, to interesting OEM applications ready to be exported across the globe.

HERE IN SINGAPORE

Over 30 years of experience in the compressed air industry at major multinational companies in the United States, Europe and India are now available to Mattei through Mike Higgins; who a little more than two years after joining the company, outlines the key highlights of the compressor market in South-East Asia.

“Singapore is a strategic location to cover business needs across an enormous geographical area: like India, Pakistan, Sri Lanka and Bangladesh, as well as Taiwan and yet still being able to also push ourselves in Australia & New Zealand. Being stationed in Singapore allows me to effectively oversee a vast area that is characterised by profound cultural and geographical differences”.

A very important role is played by the production and assistance site of Mattei Suzhou, of which Mike directly collaborates with. “In South-East Asia Mattei Suzhou actually contributes 80% of the sales and



“Singapore is a major hub for Mattei commercial activities, because it allows an extensive and widespread area, to be managed in an effective way supporting the synergies between the branches of the group.”

Mike Higgins,
Business Development Manager, Asian Pacific Region, Mattei.

after-sales servicing, including the supply chain of original spare parts, with the remainder being entrusted to a constantly expanding network of distributors. In this way, as well as coordinating the distributor network, I work side-by-side with Mattei Suzhou and can keep a close rapport with other overseas subsidiaries and the headquarters in Italy”.

Projects from all over South-East Asia can also be easily monitored from Singapore, as well as supporting other branches of the group. “Recently I coordinated the supply of several 55kW compressors for an interesting OEM application. We partnered with the Australian company, Jaco Technologies Pty. Ltd. who designed a Maxijet E3 system produced in Vietnam, which allows, by means of a compressed air lance, the spraying of a cement mixture used in tunnelling. There are now requests coming in for other applications in Africa, China, India, Pakistan & Europe”.



Mattei compressors also bring in a lot of success in the vehicular sector: “In Asia the sustainable public transport sector is very dynamic and growing rapidly. Mattei has supplied different compressors within the dedicated transit range, for the pneumatic systems of a few electric bus prototypes destined for the Indian market. The compressors make the perfect marriage with the green philosophies of these vehicles because they are very quiet and need very few servicing interventions, with the subsequent cost reductions. The Circuit-S buses developed by the company Ashok Leyland, in collaboration with Sun Mobility were recently launched at the 2018 edition of the Auto Expo Show”.

“From the examples mentioned we can see that Mattei compressors are well suited to niche and OEM applications, for their great versatility and their compact size, which allows for easy-installation even in tight spaces. In South-East Asia, the rotary vane technology is popular in all industrial sectors. Mattei compressors really do stand out for their reliability and high performance, guaranteeing an excellent air quality being achieved for every need, thanks to our customised solutions”.



INNOVATION, RESEARCH & DEVELOPMENT: FULL SPEED AHEAD!

The study of new technologies for maximising energy efficiencies is one of the biggest drivers of innovation in the industrial sector. Given that the production of compressed air is one of the most significant lines in overall industrial electricity consumption, it represents an area where any efficiency improvements can have a fundamental impact, and therefore take on a strategic importance. Mattei knows this well and continues to invest efforts and resources into research and development ideas looking to the future.



The compressors with exclusive rotary vane technology are, by their very nature, characterised by excellent energy efficiency. Yet Mattei's drive for innovation is unstoppable: "The knowledge that we offer a highly-efficient product has never stopped our research at Mattei. The real challenge for us is to explore every little room for improvement, to reach unprecedented levels of performance compared to competitors, and create the compressor for the future" explains Stefano Murgia, Head of Research & Development at Ing. Enea Mattei.

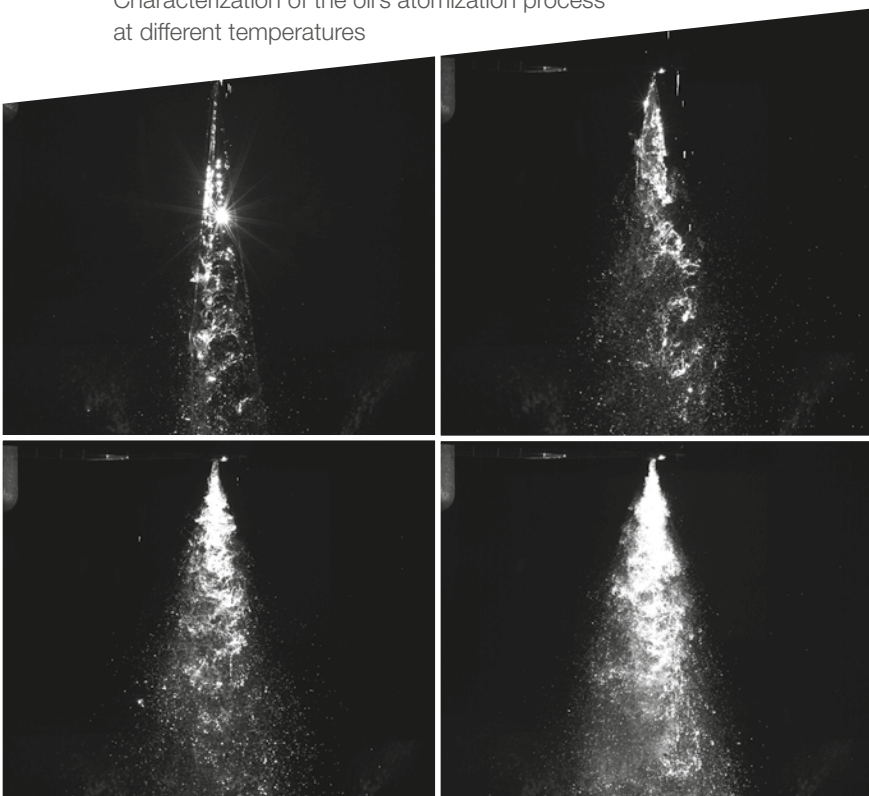
The latest project underway is a new compression system with intercooling. "At present it is a concept which, according to the company's strategic plan, should go into production in a couple of years. Specifically we are exploring the benefits that a two-stage rotary vane compressor can derive from the combination of a new intracooling system based on the use of a liquid coolant between the two compression stages". The new system aims to reduce the energy wasted, thanks to better temperature control during the air compression process. "Thanks to intracooling, the temperature of the compressed gas is reduced along with its volume during the two stages of compression; this results in less energy consumption than with single stage compression. We are testing the results that this method delivers improved results in two stage compressors, focusing on the stage after the air has been brought to an intermediate pressure, and then the second stage where the air is delivered to the pressure required.



"The Mattei R&D team is always on the lookout for new challenges that can drive the company to develop compressors that push the boundaries of performance, reliability, efficiency and cost."

Stefano Murgia,
Head of Research & Development, Mattei.

Characterization of the oil's atomization process
at different temperatures



The new system uses Xtreme technology that, through injection, atomises the oil during the compression phase into high-density droplets, enhancing the oil's thermal exchange properties, as well as those of sealing and lubrication. Cooling takes place only once, using a single radiator-fan unit. This means the total energy required to complete the compression is much lower: we have found that the intra-cooling method could offer savings of up to 10%, when compared with a single stage compressor".

In addition to the energy savings, another significant advantage of the new system is the extension of the operating range for pressure which could reach up to 20 bar compared to the 13 bar currently available, which will further expand the Mattei offering and respond, in an even more specific way, to customer needs.

"Research & Development is a key competitive factor for a company because it allows it to be innovative and anticipate future market demands. The resources which Mattei invests, aim to deliver more technologically advanced and reliable compressors, full of outstanding benefits; both in terms of cost-savings and reduced environmental impact to help protect the planet and future generations".

The new Blade 8-12 models are making their debut on the market, taking the same name of the series dedicated for small and medium-sized businesses. Improved reliability, efficiency and silent operations, are the major benefits to the new range as well as reduced maintenance of the compressor along with the new extended warranty, MyCare 6.

UNBEATABLE FOR EFFICIENCY AND RELIABILITY

The latest addition to the Blade series from Mattei, guarantees the high performance of industrial compressors in small spaces, thus perfectly meeting the needs of small and medium-sized companies and artisanal businesses.

Mattei has recently launched the Blade 8-12 compressors, with all the advantages of its predecessors, enhanced with the benefits of direct-drive technology between the compression unit and the electric motor.

Mattei really believes in direct-drive, for the undeniable advantages in terms of reliability, efficiency, silent operations and reduced service intervals.



Mattei strongly believes in direct-drive because it guarantees high standards of efficiency and reliability and reduces the number of maintenance interventions. Exactly for this reason Mattei decided to extend this technology, already used on the higher-power ranges, to the more compact machines such as the Blade from 7.5 to 11 kW, which until now were only available on the market with belt drives.

The immediate benefits are the increased reliability and energy efficiency, owing to the absence belts. All Blade 8-12 models meet the requirements of the BAFA (the Federal Office for Economic Affairs and Export Control). In terms of maintenance, servicing is considerably reduced and simplified, again due to the lack of belts and gears, but also a renewed design of the new machines which, thanks to a handy hatch allows technicians direct access to the compression unit. Silent operation is another benefit of direct-drive, as shown by the low sound pressure level.

The new Blade 8-12 series, with power ranging from 7.5-11 kW and operating pressures at 8,10 (and on request), 13 bar, characterises the great versatility, with so many different set-ups, that will best meet the needs of the end-user. Beyond the standard versions, Mattei also offers an S-version (mounted on a tank with a capacity of 270 litres), the E (fitted with a dryer), and the SE (with a storage tank and refrigerated dryer).



All versions come with fixed or variable speed operation; with the latter, the inverter automatically adjusts the rotary speed of the motor, to ensure that the air emitted corresponds with demands in real-time.

The compressor comes as standard with an asynchronous three-phase IE3 motor, but is also available, on request, with a motor in the IE4 super-premium efficiency class.

All the compressors are fitted with the soft-start system, born from the collaboration with Allen-Bradly, a brand of Rockwell Automation. Thanks to the Soft-Start, control of power consumption is ensured during starting and stopping of the motor, with a reduction in mechanical stress during the latter. Controlled power consumption prolongs the life of the motor and reduces running costs, but also ensures compliance with current regulations.

The sophisticated Maestro^{XB} computerised controllers can improve the efficiency of a multi-compressor plant, thanks to the control, monitoring, and automatic programming of operations through an intuitive control panel, or remotely on a PC. Fully equipped with the capability to not only collect data but also analyse operational efficiency, failures and errors, Maestro^{XB} guarantees both the flexibility and adaptability of plant operations.

The new internal flow management system, designed for the Blade 8-12 series, also makes it possible to keep the running temperatures of the compressor low.

Underlining the reliability and quality of Mattei compressors, the Blade series comes to market with the all-inclusive MyCare 6 plan. Free activation of the MyCare 6 plan, gives the customer the certainty of a certified Mattei maintenance programme as well as six years of worry-free operations.

The new Blade 8-12 series is available on the market in varying set-ups, with power ranging from 7.5 to 11 kW, operating pressures of 8, 10 and, on request, 13 bar, as well as fixed or variable-speed operation.

CONTINUOUS TRAINING AT MATTEI: THE STRENGTH OF SYNERGY

“Coming together is a beginning; keeping together is progress; working together is success”.
This phrase by Henry Ford is the essence of the Mattei professional training programme. It is a valuable tool to help face the challenges of an increasingly competitive marketplace, in an area which Mattei really believes in: training and development of staff, in fact it's a key factor in the success of the company.



The continuous training and professional development programme has been a constant within Mattei for almost 20 years. "Every year we pull together a programme of around 10 weeks which is offered out to the technical and commercial staff of our distribution network and our foreign branches" says Fabio Farneti, After Sales Manager of Ing. Enea Mattei SpA, who coordinates this initiative. "It is an initiative that requires a great amount of organisation, but which represents a sound investment in terms of team cohesion; teams who impact and make an important contribution towards improving the quality of Mattei compressors".

The main objectives behind these meetings are the updating of technical know-how and up-skilling in commercial & marketing concepts to improve the overall approach to sales. "We aim to share with all participants a way of working, which is based on a deep knowledge of a complex machine like the Mattei compressor, to be better equipped in the face of any type of maintenance or customer request. Therefore, all our courses have both theoretical and practical elements, along with demonstrations and exercises on the compressors. Most of the courses take place at the Vimodrone site but, on request, we send our experts out into the field to tackle specific issues, together with the distributor themselves. In terms of size, there are many sign-ups coming from abroad as well as across Italy; a reflection of our global business spread.



Fabio Farneti,
After Sales Manager, Mattei.

Last year we delivered training to over one hundred people, distributors and workshops".

"The Mattei courses are not only a means of supplying information, but also an important vehicle for taking feedback from those who are out there selling on a daily basis, or installing and operating our machines around the world. This gives us a great amount of feedback that can provide fundamental inputs into the continuous improvement of our product and services. As a result, our courses are very flexible and range from basic knowledge of the product, the operation and its advantages, through to in-depth analysis of advanced components and complex multi-compressor installations. We also often develop a bespoke course based on specific requirements".

Participation on the courses allows retailers and workshops to obtain the Certification of Mattei Authorised Distributors & Service Centres and the permitted use of the Mattei registered trademark, logo and brand templates. "For Mattei teamwork is extremely important: internally as a means of improving both work and the capabilities thereof, and externally to communicate to our final customers with a recognisable, cohesive and consistent identity all over the world".

The development and motivation of people are key factors in the success of a company: that is why their training becomes an essential investment to always be the highest levels of quality.



MADE-TO-MEASURE ALUMINIUM, EVEN FOR THE WORLD OF DESIGN

Right from the outset Alluminio Sammarinese SpA, a company specialising in the production of bespoke aluminium profiles for industry, has chosen Mattei for the supply of compressed air. Continuous technological innovation and the pursuit of absolute quality are the philosophies underlying a production process, which has always counted on the reliability of rotary vane technology to achieve its objectives.



“Our company has relied on Mattei rotary vane technology from the outset in 1981, to provide high-quality compressed air, that contributes directly towards the excellence of our finished products.”

Stefano Ceccato,
CEO, Alluminio Sammarinese SpA.



Alluminio Sammarinese is a sound, yet dynamic company, with almost 200 employees and in 2017, a turnover of around €38 million; of which 80% is from Italy and 20% from overseas.

The entire production chain takes place in a site of 10,000m² located in the industrial area of San Marino. Here, the bespoke profiles are constructed along with all the additional processes such as surface finishing to deliver the finished product, in particular destined for the automotive, electronics and furniture sectors. “We give shape to aluminium through a complex and ultra-precise extrusion process, which can then be followed up with further mechanical processes such as cutting, shearing, CNC milling and bending, as well as superficial treatments such as oxidation or painting; all of which allow us to transform the profile into a finished component” explains Stefano Ceccato, CEO of Alluminio Sammarinese SpA. “The excellence of our products is improved even further thanks to our client support services; our tenuous skill in the design phase is aimed at finding the best solutions customised according to the needs of our customers”.

Founded in 1981, Alluminio Sammarinese has developed a profound technical know-how that has supported its continuous growth: "Thanks to a continuous focus on technological innovation, design creativity, investment in staffing and a management team looking at research quality, we have refined our techniques and expanded our production capacity, so much so that today we also make finished products for the design sector".

Alongside Alluminio Sammarinese on this successful journey, the ever-presence of Mattei compressors. "To maintain a high quality finished product and for the correct operations of the extrusion plants and other mechanical operations, compressed air must be supplied at a continuous high pressure. This task is carried out impeccably by our fleet of large compressors, perfect for supporting heavy workloads whilst ensuring low energy consumption. Thanks to the AC 30L, Maxima 55 and Optima 60, the aluminium extrusion plant, the machines for bending, shearing and milling, all receive the compressed air that they need to power their different processes.

AC 30L, Maxima 55 and Optima 60 are the machine, which for almost 40 years have constantly supplied the high pressure compressed air that drives the extrusion plant and mechanical processing of Alluminio Sammarinese SpA.

Furthermore, it is an extremely clean air free of impurities that contributes towards the high quality of our product".

The compressors, in operation for almost 40 years, have only ever required ordinary maintenance: "Reliability is another fundamental aspect of the Mattei compressors. We currently have an extended preventative maintenance contract, entrusted to an external company" continues Ceccato.





STS Sistemi from Imola delivers the maintenance service programme, in addition to running a service centre, providing sales & rentals and designing bespoke solutions within the paint and now compressed air sector for both heavy industry and small artisanal businesses. “We started more than 20 years ago in the paint sector and for some years now have been focusing more and more on compressed air”, confirms the owner of the company, Andrea Caravita. “We are relatively new distributors of Mattei. What impressed us was the rotary vane technology, in respect of that of the screw and piston brands of which we distribute, as well as their uniqueness. Mattei compressors are unrivalled when it comes to reliability or output-power ratios.

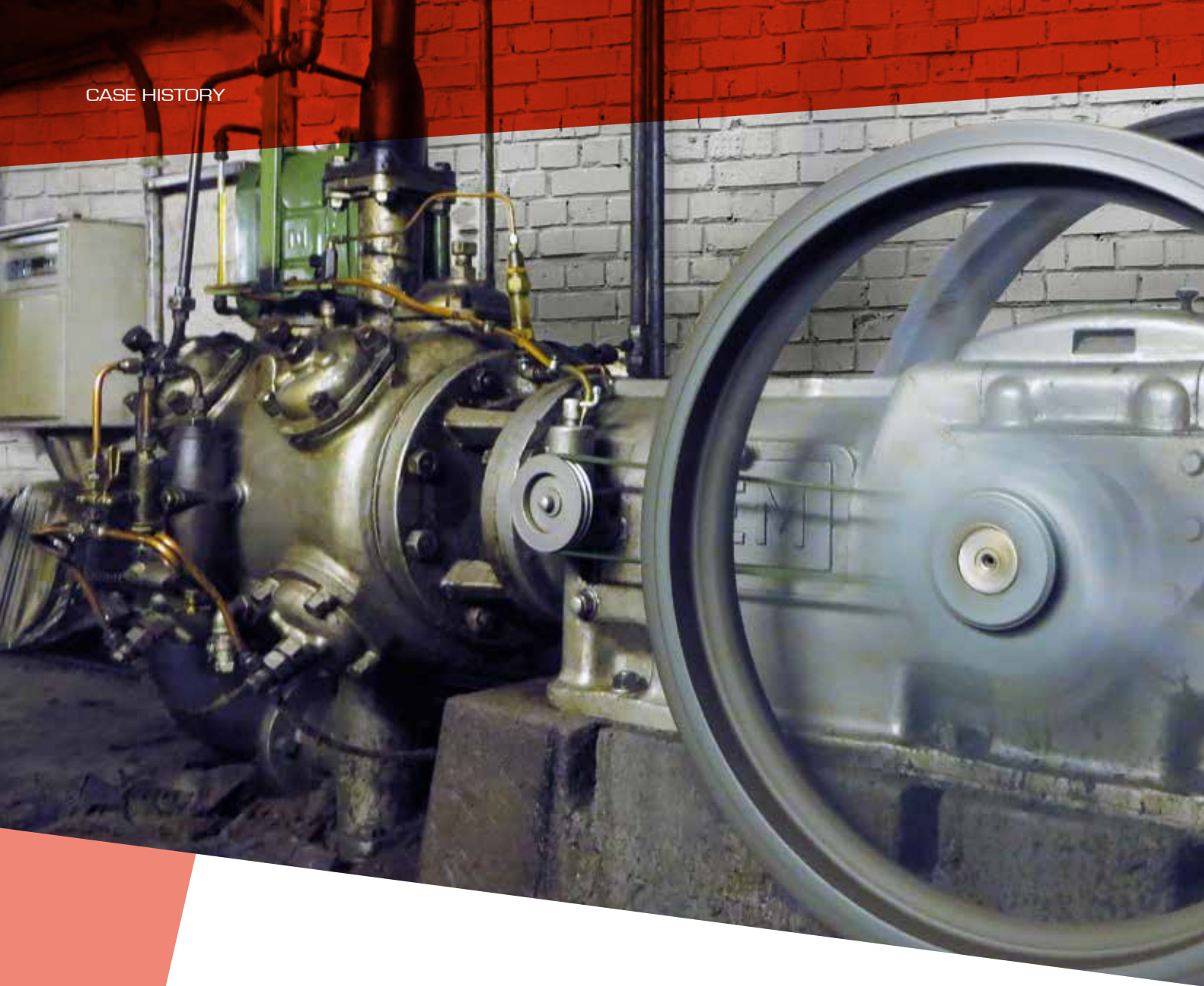
When recommending compressors to our clients, we focus on Mattei and the aspect of energy-saving and cost reductions, because the rotary vane technology always wins for energy efficiency. Another aspect appreciated by many, is the fact that in spite of the international focus, Mattei has retained an Italian identity by offering a technology entirely Made in Italy, even after many years of history”.

“Servicing on the compressors installed at Alluminio Sammarinese, is carried out regularly according to a maintenance programme that is monitored by a computerised system, that allows for smooth and timely requests” concludes Caravita.



“Reliability, energy efficiency and cost savings, topped off with the guarantee of an Italian product; these are the strengths that we highlight to our customers when offering a Mattei compressor.”

Andrea Caravita,
Owner of STS Sistemi.



A HALF-CENTURY OF HONOURABLE SERVICE

And it still isn't time for retirement of the historic Mattei compressor that, since 1967, has been working at the Meierhofer textile factory in the province of Verbania. A long history that has seen the transition from piston to rotary vane technology, whilst demonstrating the extraordinary reliability of Mattei compressors over time.



Ing. Enea Mattei SpA and Enrico Meierhofer srl are companies that have a lot in common: almost 100 years of history, family-run, production in Italy and a consolidated know-how, kept updated through the continuous search for innovative solutions to reach higher levels of excellence.

It was in 1924, when Enrico Meierhofer founded the namesake company in Ghiffa, in what was then the flourishing cotton textile district of the province of Verbania. The twisting of the fine threads of cotton is flanked by complimentary activities such as the winding and gassing, which allowed Meierhofer to become an important player on the European market for twisted cotton yarn production. "My grandfather Emanuele, and later my uncle Enrico, my father Adriano and myself have carried on the production with the intention of maintaining the quality of our brand" explains Federico Meierhofer, Sales & Marketing Manager, Meierhofer srl. "Today 75% of our production is destined for the Italian market, serving the most prestigious brands of the textile and clothing sector. In the last five years we have recorded double-digit revenue growth both in Italy and abroad".

All of the Meierhofer production occurs at the Ghiffa plant, covering an area of 7,500m²:



"In addition to the dedication and passion for our work, what allows us to maintain high quality standards is the use of highly-qualified local staff, of whom we provide continuous training". Another similarity shared with Mattei.

In the 1960's the partnership with Mattei was established, who had been making state-of-the-art solutions in the field of compressed air since 1919. "The first Mattei machine was installed in 1967 and is still functioning perfectly to this day. It's an incredible machine, solid and yet simple at the same time, in that it only requires ordinary maintenance, which can be performed easily even by our own staff. It's used in the spinning & twisting processes, where it manages the operation of low pressure humidification nozzles, in order to obtain quality yarns, whilst it keeps a constant level of humidity during all the production phases; a job the historic Mattei compressor has been performing for over 50 years" continues Meierhofer.



"Mattei is a trusted ally in the textile production of Meierhofer: it always has been, and we are determined to make use of the quality of their compressors for the challenges we are preparing to face in the future."

Federico Meierhofer,
Sales and Marketing Manager, Meierhofer srl, together
with uncle Enrico Meierhofer (left)
and with his father Adriano.

In addition to the quality and reliability of the Mattei compressor, the servicing assistance of the historic dealer Possetti srl from Domodossola has also been fundamental and sitting alongside Mattei since the 1960's. "It was my father, one of the first Mattei dealers, who installed this compressor. To keep it in perfect working order, we have only needed to intervene according to the normal maintenance schedule, helped by the excellent availability of Mattei original spare parts; a real strength that distinguishes Mattei from many other manufacturers explains Claudio Possetti, owner of Possetti srl, together with his brother Massimo.

The strong partnership between the three companies led to the renewal of the compressor fleet towards the end of the millennium, with the installation of new generation compressors. "In 1997, driven by the need to increase the efficiency of our plants, but also in light of a greater focus on protecting the environment, we purchased two ERC series compressors, to work alongside the historic Mattei machine. The exclusive rotary vane technology is the perfect synthesis of quality and innovation, the precision of the controls for the environmental parameters, such as humidity which influences our production process, allows us to achieve the high-quality standards required by our customers" continues Meierhofer.



Mattei compressors are used throughout Meierhofer's entire textile production process. "In all phases of production, the air must be perfectly clean, because it comes into contact with very sophisticated electronic equipment, as well as the fine delicate yarns. In this regard, the rotary vane compressor is certainly performing better than the piston compressor. The air is used to drive all the machinery for the twisting, gassing, precision winding and packing. It is particularly important in the gassing phase where it activates the pneumatic safety devices of the LPG plant which burn off the excess lint, giving much shinier threads.

"Reliability, energy efficiency and exceptional availability of spare parts over the years; the latter is a real strong point of Mattei, that has allowed us to take care of the maintenance of the historic compressor at Meierhofer in a timely and effective manner."

Claudio Possetti,
Owner of Possetti srl.



The air, as I was saying, also ensures the correct humidification of the entire plant to give us optimal environmental conditions.

The reliability and precision guaranteed by the Mattei compressors are an integral part of our history and I can say that they have directly contributed to the excellence of our product, that is widely acknowledged by all our customers”.





SPRING: EXHIBITION TIME AROUND THE WORLD

March and April are busy months of trade fairs and exhibitions for Mattei. In addition to AirTech in Birmingham, the UK's only major event dedicated to the compressed air market, NADA Show in Las Vegas and AMR in Beijing also took place, underlining the growing strategic importance of the automotive and vehicular sectors for Mattei.



AirTech - Birmingham

Exclusive events dedicated to products and technology for the automotive industry, such as the NADA Dealer Trade Show in Las Vegas where exhibitors and visitors take part by invitation only was a key showcase for Mattei Compressors Inc. "This is our third time at the event which attracts the owners and senior managers from the most important car dealers in the North American market. The added value of the event being that you get direct contact with all the purchasing decision makers" comments Jay R. Hedges, General Manager of the American branch of Mattei.

To meet the needs of the automotive industry and, in particular, those of garages and dealerships, Mattei has focused on the Blade series: "Retailers in this sector are looking for compact sized machines and great energy efficiency; key characteristics of our Blade series. Added to this are quiet operation, low maintenance costs, and great versatility with the personalised bespoke solutions available for the American market, such as compliance with local energy compliance laws. The uniqueness of our technology when compared to competitors is underlined with the lowest life-cycle cost in category and very competitive prices. In the spotlight this year are the Blade 8-12 compressors with direct-drive, giving a sneak preview to the American market before the launch in June 2018".

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April 1-4, 2018 New China International Exhibition Center

AIR-TECH
EXHIBITION
2018
COMPRESSED AIR • VACUUM • GENERATORS



AirTech - Birmingham

USA, China and the UK: rotary vane technology is appreciated all over the world at key and exclusive exhibitions, with a particular focus on the new Blade 8-12 series and solutions for vehicular and automotive sectors.

Staying in the automotive sector, Mattei then went on to China for AMR (Auto Maintenance & Repair Expo) in Beijing, the largest Asian fair dedicated for repair shops and the distribution chain of products and services in the sector. “AMR has seen an enormous growth on the international stage and whilst the largest number of participants are manufacturers and distributors from Asia Pacific, there is an increasing importance of the European representation. The Chinese automobile industry has seen incredible growth since the start of the new millennium rising from 2.6 million vehicle sales in 2001 to 310 million in 2017. Operators in the sector have become increasingly demanding, as they require machines that are not only functional but also focused on their design” explains Victor Ma, Sales Manager for Mattei Suzhou. Mattei has also focused on the Blade series in China, presenting a variety of models and set-ups, from the small and manageable (Blade 1-3) through to those with higher power outputs equipped with a 270-litre tank and a refrigeration cycle dryer (Blade SE) and the variable speed Blade 22i. “The Blade series is very versatile and perfectly meets the demands of Chinese garages looking for small, quiet and lightweight machines, that are able to guarantee high performance over time.



NADA Show - Las Vegas



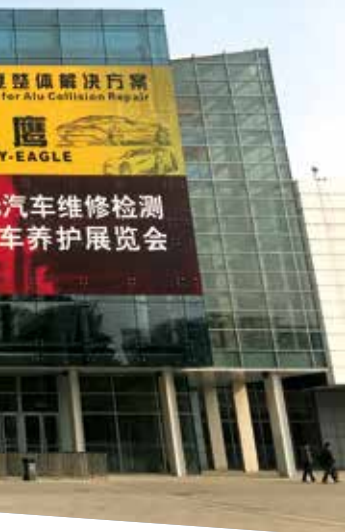
AMR - Beijing

When compared to screw technology, Mattei Blade compressors have very high reliability, thanks to a rotation speed of only 1,500 rpm (a typical screw compressor rotates at double that rate), offer a wide range of power outputs from 1.5kW to 22kW, and deliver superior air quality. Mattei compressors have an original design with their characteristic red colour; a colour which symbolises good luck in China!”

The final stop is at AirTech, held from 10-12 April in Birmingham, where Mattei was present with its UK operation. “AirTech is the only exhibition in the UK dedicated to the world of compressed air and it is an important opportunity to showcase our compressors not only to distributors but also to the end users” says Andy Jones, Managing Director of Mattei Compressors Ltd. “The versatility and ability to customise Mattei compressors are key factors which allow us to offer solutions specifically adapted to the needs of many industrial sectors; from food to automotive and aerospace”.

Reliability, efficiency and low maintenance costs are the universally recognised advantages of rotary vane technology. Quotes from Jay R. Hedges, Victor Ma and Andy Jones.





The focus was on presenting a very wide range of compressors; demonstrating the great capabilities offered by the Mattei brand: from the Maxima 75 Xtreme to the new Blade SE 12, bespoke solutions from the MC series, the RVM line and the new XT65 for the automotive sector, as well as on-vehicle power supply solutions from Winton Engineering (a Mattei Group company). "Along with keen interest from distributors and resellers in the new Blade 8-12 series, visitors repeatedly complimented Mattei for the characteristics of the products, recognised above those of screw technology: reliability, efficiency and reduced maintenance costs, leading to an

overall lower cost of ownership. One of the goals for Mattei in the UK is to increase market penetration through the distribution network, focusing on product quality, which thanks to lower life cycle cost, represents an excellent investment for the customer. The development of bespoke OEM solutions to sectors including the automotive and the rail industries is also an important focus for our business".



BLADE

COMPRESSORS

Your Edge for Compressed Air Peace of Mind

Blade 8-12, with powers from 7,5 to 11 kW, delivers cutting edge performance in a quiet, simple user-friendly design. Get your last air compressor first. **Get a Mattei.**



Even more
efficient



Rotary vane
technology



Direct
coupling



Even more
reliable



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