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Mattei and the challenge of Industry 4.0

CASE STUDY

Mattei makes the heavyweight of light cylinders

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All the latest from the vehicular sector



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The 4.0 era at Mattei



Andrea Capoferri,
Industrialisation Manager,
Mattei Group

We hear about it all the time and more and more Italian industries are confronting the changes related to it; the fourth Industrial revolution, which marks the transition from automation to cybernetics. In the wake of this industrial trend, based on the resources of the IoT (Internet of Things) and the power of data-sharing, machines are being connected to communicate with one another to increase overall plant productivity and the quality of the workplace.

In the era of the so-called Industry 4.0 the big manufacturing companies are now being joined by those of small and medium dimensions, who are adopting best practices also through the support of government incentives.

For some years now, Mattei has been investing in building a series of technologies, which authoritative institutes such as Boston Consulting and the University Politecnico di Milano define as “enablers”. These technologies characterise the new generation of Mattei products set by the IoT contributing to not only maximising the efficiency of the production process, but also the energy efficiency of the customers who adopt them.

When you consider the huge energy consumption linked to the production of compressed air and the large volumes of emissions that come from it, the commitment from Mattei in proposing ever more efficient products and systems can really contribute to improving the health of our Planet.

MATTEI AND THE CHALLENGE OF INDUSTRY 4.0

The fourth industrial revolution has also begun in Italy, the second largest manufacturing nation in Europe. Amongst the landscape of small and medium-sized businesses Mattei is addressing this concept, which will lead to a totally automated and interconnected production process. Here we look at the first changes taking place in a company always looking ahead to the future.

In 1784 the advent of the steam engine started the first industrial revolution. Then at the end of the nineteenth century it was followed by the second with electricity which led to mass production and the introduction of the assembly line. In 1970 it was the turn of the third industrial revolution which, with the birth of information technology, marked the transition to process automation.



“The current industrial landscape is rapidly evolving and Mattei is making great efforts and investments to reap the benefits of Smart Manufacturing, digital innovations within industrial processes, for the benefit of its customers.”

Andrea Capoferri,
Industrialisation Manager,
Mattei Group


These tools exploit the potential of the industrial internet, which also makes dialogue possible between man and machine. Mattei compressors will return large amounts of data, which, through the Cloud, will be immediately made available. *“In the new era, predictive maintenance will allow customisation of service intervals and remote monitoring. Thanks to the latter, it will be possible to have real-time evidence of anomalies, preventing greater damage. Whilst in both cases there are considerable advantages in terms of reducing the lifecycle costs and increasing the durability of the machine”.* The Mattei products are also putting Industry 4.0 into practice. The latest compressors are equipped with intelligent technologies, which make them more energy efficient as Capoferri explains: *“Mattei XC is a control panel built into the compressor that monitors and transmits data directly to Mattei XCloud. The latter also allows remote control, informing the operator in real-time about the status of the machine making all the operational parameters available. The data will be protected by a personalised and encrypted access system, in line with the new laws on IT data security”.*

Named as such for the first time in 2010, the fourth industrial revolution is still taking place and leading us towards completely automated and interconnected production. “Industry 4.0, the child of the fourth industrial revolution is also spreading in Italy” says Andrea Capoferri, Head of Mattei Group Industrialisation. *“The Smart Factory uses interconnected technologies to rationalise resources and costs, makes use of IT tools to share data and create an energy efficient product. It is a process in which increasingly powerful and complex machines interact with man, to where a high degree of specialisation and a strong aptitude for problem solving will be required in the future”.*

At Mattei change has also been taken place for a few years: “We introduced some important innovations to make our work more efficient. We focused on the dissemination of information in the company, breaking down the barriers between one department and another, creating rational flows, in which everyone is aware of the progress of each project. The introduction of the SAP management system and the Ticketing Freshdesk management platform were fundamental, to which we added planners for more technical aspects, project management tools and business collaboration software”.



The latest generation
Maestro XC with a 7"/10"
colour touch-screen.



ELECTRIC CARS: IN ITALY THE MARKET IS STILL STUTTERING

The Italian electric car market is growing, but in line with forecasts, a significant jump will only happen once flanked by political incentives to purchase, and a network of more efficient charging stations. There are however still some signs of vitality when taking a closer look at the data.

According to a poll by the Energy & Strategy Group of the University Politecnico di Milano, the main barrier to purchase of an electric car is the elevated cost of the cars, followed by the inadequacy of the charging network and limited autonomy of the vehicles.

Around the world there are now 5.3 million electric vehicles used for carrying passengers or goods (up from 1.5m in 2016), with China leading the way with 2 million vehicles in circulation (+150% in 2018 compared to 2017) and the US with 1 million (+100% in the last year). In Europe the prize goes to Norway, where 250,000 electric cars are in circulation, compared to a population of only 5 million inhabitants.

Market growth has also been felt in the public transport sector, in fact around 20% of global bus fleets are electric, with Chinese cities leading this trend with 99% of the world's stock.

Even in Italy, a similar growth curve is occurring, even if the numbers are still comparably small against figures on a European or global scale. In the last year, sales doubled, rising from 5,000 in 2017, to 10,000 in 2018, equal to 0.24% of Italian vehicles. This buzz in the sector is backed up by the increase in infrastructure, with around 8,300 public charging points spread unevenly across the country with a big difference between the south and other regions.

But what are the main reasons behind this market struggling to take off? In Italy there are three main factors. The first is the higher cost of electric cars. A barrier to purchase

that can only be overcome, as happened in Norway, France, the UK and Germany, with the introduction of clear tax benefits.

The second concern is that of the batteries. The lithium battery market is increasingly in the hands of the big Chinese companies, which have taken possession of African deposits and can already dictate the conditions to access this primary component of the vehicle.

The third barrier is the network: owners of electric cars have declared that they use it mainly during the journey to and from work and for short trips, while less than half surveyed use it for longer journeys. The range anxiety (i.e. the worry that the battery will run out) therefore remains a relevant factor even after purchase. Moreover, the current state of the public recharging network, is considered adequate by just 10% of those sampled, against 30% who deem it "adequate in part" and 60% who think it is not at all.

Of course, if we consider the Total Cost of Ownership (TCO), or the analysis of all the costs incurred by a means of transport during its useful life, it is clear that electric cars have lower costs, linked to less wear on the components, a generally lower cost for refuelling and reductions on ownership and circulation taxes. However, first the gaps described above must be overcome so that the market can truly develop.

300 BILLION DOLLARS

Global **investments** announced by carmakers of electric vehicles over the next 5-10 years will amount to about 300 billion dollars.



RVR series.

ALL THE LATEST FROM THE VEHICULAR SECTOR

In the first half of 2019 Mattei took part in two important trade fairs, which confirmed that the automotive and vehicular sectors are ideally suited for the adoption of rotary vane technology. At Autopromotec, space was given to the most innovative solutions in Industry 4.0, whilst at UITP the focus was on compressors designed for sustainable mobility.



The new XT65 compressor.

Silence and energy efficiency, which increases battery life are amongst the most appreciated characteristics of the Mattei compressors for hybrid and electric vehicles.

Compactness and silence; thanks to these features Mattei compressors have had their break-through in the vehicular sector offering solutions that are keeping in step with technological evolution.

Among the industrial compressors, Mattei offers ranges dedicated to the automotive sector, for use in the workshop or bodyshop, but also machines that can be integrated into vehicles as operating equipment. The latest innovations on show at Autopromotec in Bologna, have also aroused interest in the area of Industry 4.0, for their contributions to the reduction of waste energy.

The Blade 8-12 and 15-22 ranges, available as fixed speed with soft-start, or variable speed with inverter, have been relaunched with the introduction of the energy-saving cooling fan equipped with inverter speed control, which supports the maintenance of the best operating temperature. These machines come equipped with an IE3 electric motor across the range as standard, with the option of taking an IE4.

Whilst the Maestro XC controller is an absolute novelty in line with the demands of the IoT 4.0. Thanks to dedicated software and a 7" or 10" colour touch screen, Maestro XC electronically controls devices such as the fan, inverter, and thermostatic valve, even remotely. All parameters are monitored in real time and any anomalies are reported to the service centre or to the user, who by accessing the Mattei XCloud portal can easily intervene.

In Stockholm, at the Public Transport Summit organised by UITP, the Mattei solutions for the needs of compressed air on-board took centre stage. The new XT65 compressor, designed for buses and other electric or hybrid vehicles, stands out for its quietness, closely linked to the absence of vibrations, as well as for its compactness and lightness with a combined weight of between 20 & 35kg, the latter which allows for a reduction in energy consumption. Installation in the tightest of spaces is also possible thanks to the modular nature of its components, which as well as facilitating maintenance operations, allows for the development of highly customised solutions. The innovative design of the XT65 is protected by four international patents.



The new Blade 18 with the latest generation Maestro XC controller.

Also on display, was the new Rotary Vane Rail (RVR) line, dedicated for applications on rail. These are reliable machines with a lightweight and complete version in the package, that allows for a complete configuration of the compressed air generation and treatment unit (AGTU), or to retrofit existing compressors by integrating with the engine and the drying unit (AGU).

Mattei has also created the Bart unit, a specific solution for installation on subways.

Mattei is a member of UITP, an association that brings together the world's top players from the urban public transport market.



MATTEI MAKES THE HEAVYWEIGHT OF LIGHT CYLINDERS

Compressed air is vital for industry as it drives many production facilities and pieces of equipment. Its use is responsible for more than 10% of industrial energy consumption, meaning the choice of compressor becomes essential when looking to maintain control of energy costs. The English company Luxfer Gas Cylinders is an excellent example of obtaining efficiency in this regard.



“We’ve confirmed our trust in Mattei with the recent purchase of a Maxima Xtreme which has been added to the two compressors already in operation for the last 25 years.”

Steve Pikett,
Servicing & Maintenance Manager,
Luxfer Gas Cylinders Ltd



Luxfer Gas Cylinders is the world’s largest manufacturer of high-pressure aluminium and composite gas cylinders which are light, durable and corrosion-resistant for a wide variety of applications - such as life support for fire fighters, alternative fuel for transport, oxygen or special gas blends for medical services, emergency slides for commercial aircrafts or helicopter utility float systems, and nitrous oxide cylinders for boosting engine performance in professional racing. The company operates in the US, Canada, China, India and the UK.

Their UK site is located in Nottingham where over 80 pieces of equipment are employed to produce the cylinders. Most of the machines are bespoke to their processes and have some form of pneumatic actuation. For example, hydraulic presses with auxiliary pneumatic actuation and handling capabilities are used for aluminium extrusion and forming. Specialist threads and forms to aluminium are made by machinery with pneumatic actuation. Handling is carried out by robotics with pneumatically operated grippers, and by conveying and handling apparatus with pneumatic actuation.

Considering many of the environments where their cylinders can be seen in action, their products have to withstand some of the toughest conditions, whether that be in the skies, the midst of fires or the deep sea. They often contain flammable, explosive or volatile gasses, and combined with the aggressive climates in which they function, they must meet standards such as BS EN ISO 7866:2012 and comply with European Directives such as 2010/35/EU (Transportable Pressure Equipment



Directive) or 2014/68/EU (Pressure Equipment Directive). Steve Pikett, the site services and tool-room manager explains: *"Every cylinder undergoes mandatory pressure testing, and samples are routinely 'tested to destruction', using hydraulically-driven and pneumatically controlled equipment."* All compressed air needs for their equipment were served by two existing Mattei compressors, which have been running reliably for 25 years. However, production requirements have changed over this time. In addition, the company was planning to move production from another site to the Nottingham factory. The need for a new compressor to increase their capacity provided an ideal opportunity to assess whether the existing units were suitable for their current processes and identify ways to reduce the amount of energy consumed by air compression. Martin Chitty, Business Development Manager at Mattei Ltd, says: *"To evaluate their compressed air needs and the efficiency of their system, we conducted a data logging survey using Mattei's Intelligent Energy Management (MIEM) equipment. We recorded the total electrical consumption of each compressor every 15 seconds over a seven-day period, and in accordance with ISO 11011:2013, the international standard for compressed air energy efficiency assessment. Based on the measurements, we recommended a new Mattei Maxima Xtreme 75 compressor."*

Roy Tomlinson and Richard Watson, the two site maintenance technicians from Luxfer Gas Cylinders, who were involved in the installation of the unit and are responsible for its day to day maintenance.

Free of the blow-holes and leakage issues which are inherent in screw compressors, Mattei's vane compressors can operate at low speeds from a direct-drive coupling. This means they are more volumetrically efficient. The Maxima Xtreme utilises Mattei's latest oil injection technology as well as its new high-performance oil in order to further minimise power consumption. The Maxima has a rotational speed of only 1000 r.p.m and its constant speed is ideal for a manufacturer such as Luxfer Gas who use large, constant volumes of compressed air for long periods.

"We had considered other manufacturers, but Mattei were chosen due to their proven track record working with us," says Steve Pikett. "Based on the data extrapolated from the survey, Mattei recommended using the Maxima Xtreme 75 to meet base load requirements. When further demand is needed, our existing compressors can come online. This way, we can lower our energy consumption, save costs and reduce our carbon footprint."



“Thanks to the MIEM software we conducted an in-depth of Luxfer’s consumption and actual compressed air needs to provide the most suitable machine for them.”

Martin Chitty,
Business Development Manager,
Mattei Ltd

The compressor was installed in advance of the planned increase in production. To provide the business with the ability to save even more energy in the future, an extension to the ducting base has been installed which would enable the factory to integrate a heat recovery system. This would enable Steve and his team to recover most of the waste heat generated by the compressors and use it for space or water heating.

In the meantime, Steve concluded that the Mattei Maxima Xtreme 75 has been a welcome addition to the site. *“It’s simple and straightforward to operate, and monitoring of its energy usage as well as the air itself has provided positive results.”*





ENERGY ON WHEELS

Commercial vans and short-haul trucks dominate today's urban landscape and represent the fastest growing sector of road traffic in much of Europe. Vans offer more cargo loading-space, easy manoeuvrability and better fuel efficiency, at lower prices than traditional lorries and trucks.



On-Vehicle-Power from Winton Engineering in conjunction with Mattei rotary-vane compressors is proven, reliable technology that has been installed by leading utility companies and fleet-operators throughout Europe for many years.

Drawing on a wealth of commercial vehicle and truck-bodybuilding experience in mobile air conditioning and refrigerating-systems, Thermo King Berlin Transportkälte GmbH recently partnered with Mattei to diversify their product range, picking up on previous experience with engine-mounted mobile air compressors. Having taken the time to get to know one another with an open exchange of mutually beneficial market knowledge, Thermo King has introduced Mattei rotary-vane technology along with tried and tested intra-Group knowhow from Mattei's 2015 acquisition of the British vehicle-mounted, power solutions provider, Winton Engineering.

Every mobile fleet needs a source of power they can rely on. In terms of compressed air, it is still common place to see tow-behind compressors or skid-mounted units installed in the cargo loading-bay of the vehicle - in both cases, alternatives to such technologies are not well known. Jörn-Erik Melzer - Technical Sales at Thermo King's Customer Centre in Ahrensfelde, near Berlin - "Based on our previous experience with under bonnet, engine mounted compressors we were very familiar with the concept and technology, albeit limited to screw-compressor technology at that time. We knew we were onto a winner

but were only scraping the surface of the market potential. We were held back from significant growth by the limitations of the technology we were using."

"Having been introduced to Mattei Rotary-Vane Technology, seeing the benefits of under-floor installation and experiencing the impressive volume of vehicle conversions managed daily by Winton Engineering, we knew we had found the right partner to make significant inroads into the German market." - Jörn-Erik Melzer.



Today, 3,5t commercial vans are the heaviest which can be driven on a standard class B European driving license, which in turn makes them the most common mobile workshops on wheels. In the German market, where Thermo King principally operate, the increase in new vehicle registrations has been further enhanced by the abolishment of national service and the elimination of an annual stream of 15.000 heavy-duty driver's license holders. With the introduction of Euro 6 emission

standards in September 2016 most commercial vehicles have seen an increase in their overall weight by the addition of an AdBlue tank. Even more reason to consider lightweight, underfloor compressed air generation to fully utilize the reduced pay-load now available and optimize loading-bay capacity to the full for workshop tools and equipment.

As cities prioritize the air quality agenda and introduce greater restrictions to inner-city access, EPA standards will continue to rise and may start to exclude tow-behind diesel-powered compressors entirely. Using an "On-Vehicle" compressed air source and in doing so eliminating an additional combustion engine, exhaust fumes are reduced, and emissions become managed via the vehicle's already efficient exhaust system. The installation of a lightweight, quiet, vibration and pulse free compressed air and electricity source also reduces overall mass and strain on the vehicle, saving on wear & tear, cutting maintenance and lifetime costs and improving fuel consumption in general.

"We are very pleased with Mattei compressors and their on-vehicle-packages, consisting of a range of electrical generators, proprietary PTO, controls and ancillary equipment. Above all, their willingness to share knowledge, train our technicians and establish a close, informal but productive partnership with our business is paving the way to success."



Before (from the top) and After - the underfloor air-compressor (here without generator) mounted to a Thermo King Berlin Transportkälte GmbH vehicle.



Since the acquisition of Winton Engineering in 2015 by the Mattei Group, this technology compliments the Group's Vision statement in "striving to reduce global warming by offering world-class energy efficiency and reliable compressor systems for road and rail transportation.

"Thanks to the quality and reliability of Mattei compressors and the many years of specific vehicle and application experience provided by Winton Engineering, we can drastically shorten our "time-to-market" strategy, almost taking first-mover advantage in a market, which surprisingly knows very little about this technology." - Frank Felger - Managing Director, Thermo King Berlin Transportkälte GmbH.



All the pneumatic equipment at the French plant of the world leader in steam technology and thermal energy management are powered by Mattei compressors. Reliability and efficiency are the main reasons for the continued success of this partnership.

SPIRAX SARCO STAYS WITH MATTEI

The logo for Spirax Sarco, featuring the word "spirax" in a bold, dark blue sans-serif font, followed by a diagonal slash and the word "sarco" in a similar bold, dark blue sans-serif font.

spirax / sarco

Around the world, the brand that is synonymous with excellence in all that concerns the management of steam in production plants is Spirax Sarco, the multinational engineering group specialised in the design, manufacture and supply of complete solutions for steam and thermal energy systems.

With a presence in 62 countries worldwide, 1,600 qualified technicians and 57 personnel training centres, today Spirax Sarco offers a wide range of products and services for steam and other industrial fluid transfer systems across all industrial sectors, from food to shipbuilding, to desalination plants and water treatment facilities. This certified and consolidated expertise in heat exchange, heat recovery and process control are flanked by a strong sensitivity to the impact on our environment. The Spirax Sarco steam plants are designed according to advanced efficiency and sustainability criteria which guarantee energy-saving solutions and allow for the rationalisation of costs, consumption and productivity.

In France, where the multinational is present with a factory and a sales office employing over 250 people, Spirax Sarco has chosen the Mattei Group compressors for the supply of compressed air for its production equipment.

"We actually use four Mattei compressors: of 18, 45, 55 and 75 kW, the 45 kW machine will soon be replaced with an Optima 37" explains Manöel Thoreau, Head of Servicing and Maintenance at the French branch. "With no problems after many years of service and actually having the guarantee of a reliable and quality supply of compressed air in all the different phases of our production process, the reconfirmation of Mattei was the obvious choice for us and gives us clear continuity".

Clement Materiel Services (C.M.S.) have been Mattei distributors for nearly 15 years in centre of France. C.M.S. is recognised for its quality after-sales support and expertise when it comes to compressed air installations. Numerous large international companies have put their trust in C.M.S. of late.

Initially it was C.M.S who introduced the rotary vane technology to Spirax Sarco: *"He proposed them to us and after having installed the first one, we continued with that choice for all the other compressors. Over time we have been able to adapt the supply of compressed air to our needs, with the introduction of the Optima series of variable speed compressors. The advantages were undoubtable in many aspects: from the reduced consumption of electricity which is in line with our corporate values, to the possibility of benefitting from economic and fiscal incentives through the purchase of new machines".*

There is huge satisfaction for the collaboration also in the words of Michel Villessot, Area Sales Manager of Mattei France: *"We are particularly proud that a company at the forefront in engineering such as Spirax Sarco has continually renewed their choice for our compressors, appreciating their reliability and technology, as well as their remarkable qualities in energy efficiency".*



Spirax Sarco has recently renewed its partnership with Mattei, choosing an Optima variable speed compressor: a choice dictated not only by production requirements but also ethical reasons.



WE ARE SOCIAL

From Facebook to Instagram, LinkedIn to Twitter, and not forgetting YouTube; Mattei Group has a presence on all the main social networks with the latest news about products, and their success stories from industry as well as life within the company. The goal is to create an instantaneous communication channel with customers and expand the “community” of fans of the Mattei brand around the world.



“The strategic importance of social selling is well understood; for Mattei they have become an additional tool within the dynamics of the sales funnel.”

Silvia Barone,
Marketing Manager, Mattei Group

Everyone knows them and almost everybody is using them. Today's social networks have staggering figures that keep on growing: almost 3.5 billion users around the world, with an increase of over 288 million compared to the previous year. Companies can no longer afford to be indifferent about the phenomenon, whereby they open an ever-increasing number of social channels, as they have evolved into being real instruments of doing and growing business, even in the B2B sector. If once it was for the companies to present themselves to potential clients, nowadays the process has also flipped on its head with some customers, now knowledgeable and informed about the sector, approaching their preferred suppliers. *“The interaction between buyers and sellers is increasingly less about commercial messages being presented to potential clients by companies and their sales agents, and ever more so based on building a relationship with them. Here social media represents an ideal place to analyse the market and to learn more about the tastes of potential customers, through the sharing of insights, news and useful information that help to build solid relationships of trust with them”* explains Silvia Barone, Marketing Manager – Mattei Group. *“With the advent of the web and social media, the first step in the sales funnel is now on virtual platforms, having moved away from traditional means of interaction such as phone calls or visits, which now come to the fore further down the line”.*

The presence of companies on social media creates interactions with the public helping them to understand its values, initiatives, products and the people working behind the brand in a simple and

immediate way. In short, through social media you add a face to the company, expressing a personality that helps to break down barriers whilst opening up a dialogue with suppliers, distributors, existing and even potential customers. Another very useful activity, worthy of note is “social media listening”, allowing you to better understand the needs of clients, through the monitoring of comments, opinions and even criticism of the products or services from the company. Social networks also allow you to offer customer care, acting as a first point-of-call for after sales assistance, providing useful advice and information by responding to comments or writing in private chats. *“Mattei is well aware of the strategic importance of social selling in helping to achieve sales targets, and has created professional profiles on the main channels: Facebook, Instagram, LinkedIn, Twitter and YouTube. We have dedicated staff publishing fresh content, who intervene promptly as a result of listening to user feedback. Our ultimate goal is to position Mattei as a key point of reference on social networks within the compressed air sector and further strengthen the brand awareness around the world”.*



Facebook, Instagram, LinkedIn, Twitter and YouTube: the Mattei social media channels are a means of keeping clients informed and offering them a window to engage in immediate dialogue.

FLASH NEWS

EXCELLENCE IN ENERGY SAVING



Mattei was awarded an “**Excellence of the Year for Innovation & Leadership in Energy Saving**” award within the special “100 Years Award” category, for the commitment to combine environmental sustainability and energy saving. At the awards ceremony, CEO Giulio Contaldi commented: *“The Le Fonti Innovation Awards panel has recognised the value of the energy saving capabilities of our compressors: an important confirmation that we are working in the right direction to write another century of history.”*

RAISING A GLASS TO MATTEI

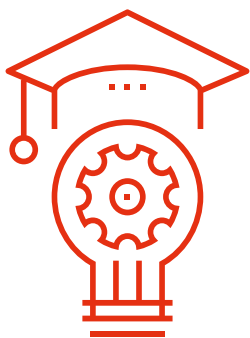
In June, at the historic headquarters of Vimodrone, old and new friends gathered to celebrate the 100th anniversary of Mattei. Cutting the cake was entrusted to **Carla Luisa Lucca Contaldi**, wife of Giulio Contaldi, who in the 1960s took the helm of the company founded by Ing. Enea Mattei. Afterwards there were thanks from Silvia & Giulio who now carry on the story with pride and passion.



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the gatherings of the Sales School, dedicated to the sales forces from all branches, were held between June and July at the Mattei headquarters in Vimodrone. The main objective of the training was to provide efficient and fluid methods for strategic planning, in line with the great changes that are being rolled out across the entire company. In addition to the uses and the potential of the new CRM, the participants discovered the advantages of Hoshin Kanri, the integrated management approach that combines strategic and operational management, and the A3 Matrix Method, which illustrates the entire process of achieving an objective or solving a problem.

MATTEI INNOVATION TAKES TO THE STAGE



In September, Mattei “know-how” will be a key feature at the ICCS in London and at the IREC VDMA in Wiesbaden. *“International conferences are important occasions to give visibility to the innovative approach that distinguishes the Mattei Group. The focus of our contributions will be on the development of new technologies for energy sustainability. It’s an area where Mattei machines stand out, and as will be shown by the latest developments we will present: the XT65 compressor for electric and hybrid vehicles, the development of the Xpander for energy recovery from thermal flows, and the concept of an intercooled two-stage compressor.”* says Stefano Murgia R&D & Innovation Manager.

CONGRATULATIONS ANAÏS!

There is also a bit of Mattei in the diploma of **Higher Management Assistant**, one of the most difficult in France, which has been obtained by the young Anaïs Gonod: *“For two years I alternated between a period of training in the company as a real employee with my studies. I thank the Mattei team for this opportunity which has given me fundamental skills for my future career”*.



GLOBAL TRAINING



For Mattei training is an important issue. Across the pond, the **Annual Sales & Service school, a three-day event dedicated to North American distributors, was full in the spring**. Training was given by an exceptional professor from Italy, Fabio Farneti, who shared all the secrets of controlling and networking Mattei compressors, in particular the Blade series.

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1919

2019



ONE HUNDRED YEARS OF HISTORY.
ONE HUNDRED YEARS OF TECHNOLOGICAL INNOVATION.
ONE HUNDRED YEARS OF COMPRESSORS FROM MATTEI.



Mattei firmly believe in the need for a greener future for everyone. Our Research and Development Team is dedicated to continuously improving the energy efficiency of Mattei compressors in order to reduce their environmental impact, with less waste and energy consumption, without compromising reliability or performance.



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