



## Annual Reports 2013 and forecasts for 2014: “growth can be achieved”

Renato Brevini awarded the title of  
Knight of the Order of Merit for Labour

Star of the Merit for Labour  
for Anna Cantoni

Inauguration of the new branch of  
Brevini Fluid Power Veneto

## EDITORIAL

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There are only four megayachts in the world equipped with helideck HCA certified (Helideck Certification Agency), a worldwide leader agency. (Page 4)

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**VIDEO ANNUAL REPORT 2013  
"IN 5 MINUTES"**



## Annual Report 2013: turnover +1.1%, EBITDA +47.2% compared to 2012

# "Growth is possible as long as focus is placed in the customer"



The consolidated financial statements for 2013 of Brevini Fluid Power ended with a positive outcome: "growth can be achieved". The scenario is certainly complex and 2014 will not differ greatly from the difficulties encountered in the year just ended, but there is much more than numbers and they give way to a unique business action that will guide Brevini Fluid Power towards new horizons for development. A sustainable and progressive development based on realistic and sustainable costs savings that do not strive for spectacular results, but mainly for a consolidation of a new organisational mentality.

We are well-aware that we are heading towards the right path and that only by focusing on the customer, simplifying our operating and decisional processes, we can meet the goals set out in the industrial plan for 2016.

It is obvious that if the markets show more consistent signs of recovery, the targets set out in the industrial plan can be reached much easier. The lack of positive market conditions in 2013 have shown us that we know how to grow. Against the market

trend, in Italy we have grown to double figures in the sector thanks to business decisions and a new drive of Brevini Fluid Power Veneto and Brevini Distribution in Lombardy.

We can say that there is much more than just numbers. There are persons with whom we strive to achieve a new position and new market shares around the world.

This is clearly reflected in the annual report approved by the Board of Directors which consists in a daily task to improve the efficiency of processes and competitiveness. The consolidated turnover for 2013 settles at Euro 118 million, a 1.1% increase compared to 2012. We have reached levels of 2008 before the economic crisis that changed the market.

Staying in the market requires an assessment on profitability. The annual reports for 2013 of Brevini Fluid Power ended with EBITDA (12.7 million) at 11% of the consolidated turnover with net profits of about Euro 3 million (100% more compared to 2012), twice as much than 2012. It has been a good year for Italy, just as for Finland, France, Germany, Holland, Turkey, India, China and South East Asia.

The start-up phase of the new branch of Brevini Fluid Power Finland has been satisfactory. In terms of production, it must be noted that the Chinese branch, Brevini Fluid Power Yancheng, has reached and confirmed the operating break-even level for over three years now. The future will be a global key and in

this context, the foreign countries where we expect to receive a great contribution to achieve our growth goals over the next three years are North America, where we planned to build Brevini Fluid Power Mid West and Brevini Fluid Power Canada, while in South America, we plan to build Brevini Fluid Power Brazil. In India we count on Brevini Fluid Power India and lastly in China which is already our first foreign market, we have planned a restructuring plan of a sales team in our branches of Peking and Shanghai. The foreign turnover in the financial statements for 2013 takes more than 70% of the total.

Overall, the workforce globally did not change compared to 2012 (about 700 employees worldwide); however, major restructuring plans have been implemented to boost productivity and support the start-up phase of new product lines, starting with gear-motors.

It is not easy to make forecasts for 2014. It will be a very complex year for many markets. We strive to do better than 2013, but even following the positive trend would be a great outcome. We will continue to focus on investments to support competitiveness in innovation, as well as business development of new markets and new businesses.

Synergies with Brevini Power Transmission are part of the development plans of the Brevini Group which will be pursued with commitment. They can yield very positive results and we are very pleased about it. The tests that we



## Renato Brevini awarded the title of Knight of the Order of Merit for Labour



The President of the Republic, Giorgio Napolitano, bestowed the Knight of the Order of Merit for Labour upon Renato Brevini, chairman of the Brevini Group and Vice Chairman of Unindustria Reggio Emilia.

"I am honoured for this recognition which I wish to share with my brothers Luciano (who passed in 1982) and Corrado (vice chairman of Brevini Group), but also with my family and all those who have lived this extraordinary experience around the world for 54 years, starting from a small workshop to then become a major Italian multinational, a key player in the fluid power industry with production and business units around the world and new expansion

plans underway. This honour is particularly appreciated for those who feel the value of "Made in Italy" products and is proud to be part of a country that continues to believe in workmanship". - commented Renato Brevini, Chairman of Brevini Power Transmission and Brevini Fluid Power.

Renato Brevini was bestowed the title of Knight of the Republic in 1979, Commendatore in 1982 and Grand Officer of Merit of the Italian Republic in 2002.

## Anna Maria Cantoni is a "Master of Labour"

Brevini Fluid Power will celebrate a new Master of Labour. The Highest Honour was bestowed upon Anna Maria Cantoni by the President of the Italian Republic, Giorgio Napolitano on 1 May 2014. She was one of the first employees of the group. She joined Hydr App when she was very young. The major recognition was celebrated in a meeting in the premises of Unindustria Reggio Emilia for an initiative of the Federation of Masters of Labour of Reggio Emilia.

The "start" was also given to Carlo Capiluppi of Brevini Power Transmission.



The Masters of Labour are those who are bestowed the "Star of Merit of Labour" with the title of "Master of Labour". The medal is bestowed to those who are 50 years of age and have work continuously for at least 25 years in one or more businesses achieving major results associated with the development of businesses and persons.

The Masters of Labour of Emilia Romagna have met for more than ninety years and this year there were

nearly 4 thousand workers awarded (since the after-war period until today) through an award ceremony of stars of merit: 18 from Reggio Emilia and 8 women. During the meeting of many businessmen and the Chairman of Unindustria, Stefano Landi, the Console MdL Dirce Riva Ognibene and the Prefect of Reggio Emilia, Antonella De Miro, celebrated the awarding to the new Masters of Labour who were officially awarded on 1 May in Bologna.

have assessed during the analysis of the annual reports have proven this fact, as well as forecasts on centralised roles that could develop over the next months and in 2015.

I would like to conclude with a statement on the annual reports for 2013 by announcing that focus on the customer will be key over the next years.

Easy to say: "the customer is the main focus".

Brevini can do much more. If you go into the heart of the matter in terms of competitiveness, the customer desires very simple things. The customer wants a new product that is technologically in line with application demands, of good quality, acceptable delivery times, with a competitive price and whenever anything fails for any reason, the customer expects to have quick answers from the supplier. If we all put the customer first we can provide real-time.

The goal of Brevini Fluid Power is to obtain good results by looking after the interest of the customer. As I often say... When our interest and the interest of Brevini Fluid Power coincide with those of the customer, we are truly "customer oriented" and this directs us to the only possible way to stay in the market over the next years.

**Vito Bonafede**

C.E.O. Brevini Fluid Power

## APPLICATIONS

# Besenzoni chooses Brevini Fluid Power to drive the new Helybase Concept

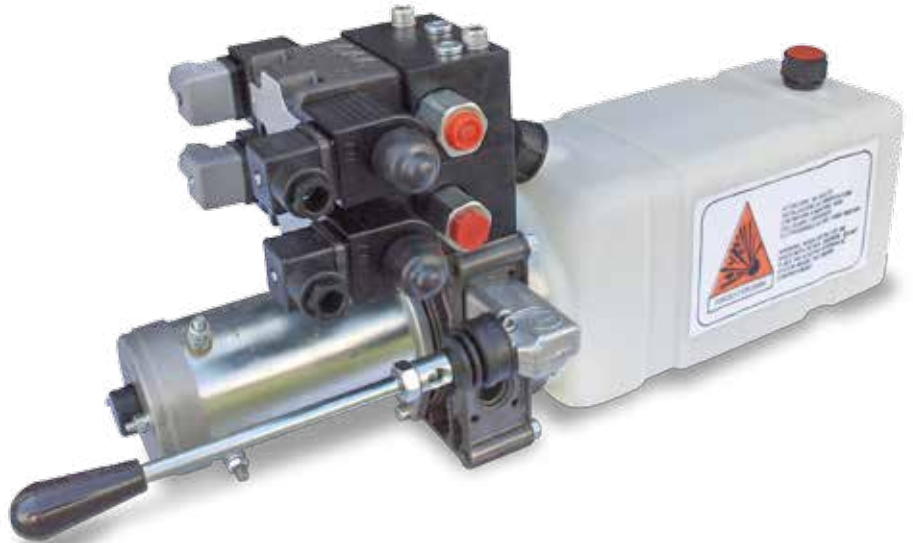
***The synergies based on a strong cooperation between the two companies define new standards in the equipment of big motor yachts***



*There are only four megayachts in the world equipped with a HCA helideck certified system (Helideck Certification Agency), a worldwide leader agency.*

Besenzoni of Sarnico is a company specialised in the production of innovative accessories for the boating industry and has chosen Brevini Fluid Power of Reggio Emilia as supplier to build the new "Helybase Concept", a lifting system for landing platforms of helicopters for mounting on megayachts.

The "Helybase Concept" system is a series of technology that allows the helideck to close and disappear below the sun deck on the bow or stern of the boat. Besenzoni has already obtained more than 50 international patents and relies heavily on technological advanced products with sturdy innovative components. All these accessories are often actual automated machines, mostly operated by a fluid power gear case which must operate over time without any issues in an aggressive marine environment. "The shipyard chain is a reference



market for Brevini Fluid Power for a while now, hence we have accepted all challenges with enthusiasm that we encountered in the realisation of helideck" - commented the Managing Director of Brevini Fluid Power, Vito Bonafede.

Fluid power has been used in the products of Besenzoni since 1984. Today the company deals with most drives of bridges, lifters for sofas, tables, beds and for more than ten years now all the fluid power uses water-soluble vegetable oil. The helideck project was developed in liaison with the University of Bergamo and includes a surface landing deck to be built with a fixed central structure with six foldable petaloids.

Besenzoni has been in business for nearly 50 years and relies 90% on hydraulic DC gearcases, 12 or 24 Volt.

These are mini compact modular gearcases, initially built with a single-pump unit, safety valve and two solenoid valves to which the necessary valves can be added for additional services. The pump generally does not exceed the maximum capacity of 5 l/min for pressures of normally no more than 150/170 bar.

With the new applications requested by the division Super Yacht, the capacities went up to 15 l/min. All control units are equipped with a hand pump for emergency operation. All components include

materials or special treatments for the marine environment, including anodised aluminium blocks, stainless steel screws, electric motor contacts protected with special watertight cover. The tanks are nearly all made of plastic to prevent corrosion and have the benefit of allowing the visual check of oil level. Special attention is paid to facilitate the assembly process. All connections between the control unit and the services have different colours to prevent an incorrect connection in the shipyard and the electronics are assembled with the control unit with all connections and valves already completed.

The entire Helideck system is powered by a 180 litre gearcase supplied by Brevini Fluid Power, equipped with a 15 kW three-phase motor with 52 l/min gear pump and a 24 V cc emergency motor of 3 kW (5 l/min).

The system includes all accessories to check and monitor the operation of the system, including two pressure gauges and oil filter with clogging indicator, electric level indicator, air-oil heat exchanger and heating spark plug. Two operating pressure options: 170 bar for lifting platforms and handling flower-like structures, 120 bar for levelling control. An initial unit of seven proportional Aron solenoid valves controls for the ascend and descend of the platform.

The synchronism control is guaranteed by position

## NETWORK BUSINESSES

sensors Penny & Giles built-in in the cylinders below the PLC control unit. Six overcentre valves guarantee safety. The second unit of six on/off Aron solenoid valve AD3ECM003 control the opening and closing of the flower-like structures. The four cylinder dedicated to levelling are controlled by the two proportional Aron solenoid valves XDP3C1N6F002 in combination with the hydrostat. The control signal is generated by the PLC through two boards Lab3 of Brevini Fluid Power.

A winning cooperation that allows Besenconi to position itself among the most innovative companies of the sector because being able handle "flower-like structures" of the helideck with very small lever arms capable of lifting heavy loads was a very challenging task. Another challenge was the weight inside the machine that is reduced thanks to geometrical materials capable of making the internal structure lighter with a well-thought out combination of steel, stainless steel, titanium and carbon fibre capable of yielding the expected results.

### Brevini Network "is online"

The homepage of the website [www.brevinifluidpower.com](http://www.brevinifluidpower.com) has been enhanced with a new section dedicated to Brevini Network.

The introduction of new navigational menus allows the user to directly access the new brochure that has the functions of the new business network launched a few months ago and fully operational on marketing aspects, such as fairs, web, news, videos and much more.

Brevini Network is the new "open network" whose main goal is to share "value added" operating instruments to support both traditional and online sales.

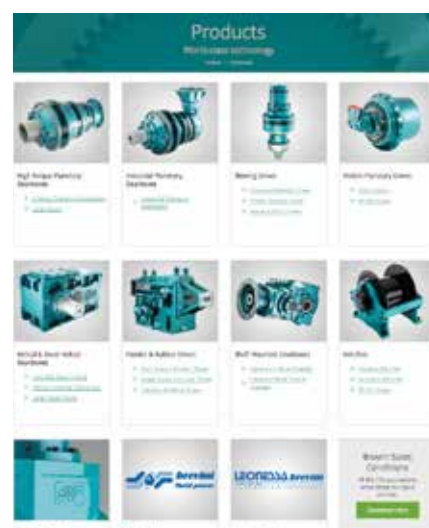


## WORLD WIDE WEB

### The Brevini Power Transmission website is online

Brevini Power Transmission invests to compete better in the global market of power transmissions and has launched a new website to be a true "access portal", available at all times, in continuous dialogue, development and up-to-date, associated with direct connections with the internet activities of Brevini Fluid Power with links to sections dedicated to products, applications and activities of the Brevini Group.

"The signal that the new website sends to our reference markets is clear, we are a series of businesses who invest fully on the innovation of our products and industrial processes, as well as in communication to boost our competitive edge" - added the Chairman of Brevini Group, Renato Brevini.



The sections of the website are not the same for everyone. There are six access portals based on customisation. Users searching for applications can quickly access the access channel of information

and as soon as they enter they can go to any of the other sections, including the group (about us), human resources (careers), products, applications, our service (assistance) and the seventh

section is reserved to suppliers. In this manner we can give those who use the internet as a work tool an access key to the Brevini Group that is flexible and easy to navigate".

## ICT

# Welcome to “Itaca”

## The Brevini Fluid Power intranet fully operational

For a business like Brevini Fluid Power, with hundreds of employees throughout ten offices, plants and branches in Italy and abroad, quality of internal communication, sharing and cooperation are a key strategic factor required in order to pursue any business goal.

To that end, ICT management was assigned the project that has brought it to GoLive of Itaca last March.

Itaca is the new company intranet of Brevini Fluid Power, an infrastructure technology that enables the use via web of a great quantity of services and information.

The name Itaca is a way to “make it feel at home” ..... where everyone finds everything they are looking for.

Itaca can be used by all employees of Brevini Fluid Power. All users can read all information and access all the sections, modifying and removing files and folders.

Through the initial pages and the homepage users can access several services (search contacts, helpdesk ICT, helpdesk maintenance,



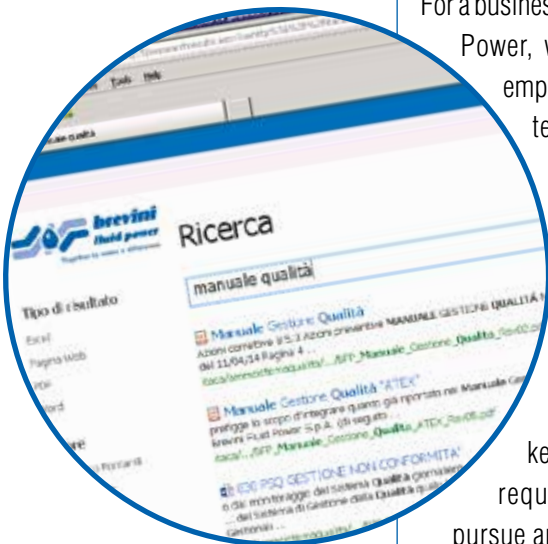
corporate calendar, corporate news), including department areas (entities or divisions), corporate software and websites of the BFP Company.

In the Itaca system, each department has its own Area (whether unit or division) that can be accessed from any page of the website where the user can access documents and services in addition to having a brief description and contact details.

Users may also interact making the structure more horizontal and getting rid of numerous bottlenecks in the updating of information.

The search box is innovative where the “search” option can be quickly completed by keywords on all files and information present in the Itaca system, bypassing the taxonomy search (hierarchical) of information with the introduction of the folksonomic search (search through keywords), making it more efficient and effective.

In the following months, in addition to a constant improvement and expansion of services, all internal units will be loaded in the Itaca system and an experimentation will be implemented with Italian and foreign branches.



*Itaca is generally known for being the native land of the legendary hero Ulisses according to legend and because in the Greek island of the Ionian sea part of the Odyssey took place, the world-famous Homer.*

## BREVINI FLUID POWER VENETO

**Inauguration of the new branch for the North East area.  
Fabrizio Cazzoli: “we strive on services for customers”**

**“Investing to be competitive”**



“We have been investing in competitiveness for over 54 years and the inauguration of the new operating branch of Brevini Fluid Power Veneto in Mestrino proves that this strategy remains the main focus of our industrial plan”. This are the words of Renato Brevini, Chairman of Brevini Fluid Power and the Brevini Group, who was just bestowed the title of Knight of Labour, after the cutting of the tape of the new facility in Padua with nearly 1,700 square meters of space.

“If we dwell for a second and think of the history of the Brevini group there are relationships that have helped us grow with employees, customers, suppliers just as it happens with Brevini Fluid Power Veneto for many years with partners since 1986.

“Cutting inauguration tapes is a sign of life, in Italy and abroad” - added Renato Brevini. We are working in Brazil to open a production hub with an initial space of 5 thousand square meters which can triplicate. Let's look into India and Singapore. The synergies of the group in this context will be fundamental and the mechatronic applications will play a major role”.

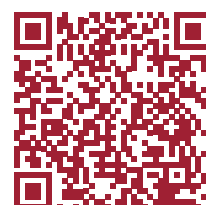
The branch Brevini Fluid Power Veneto, operative since 1986, is led by Fabrizio Cazzoli, and counts on 16 employees and remains a point of reference for a vast area that includes, Veneto, Trentino Alto Adige and Friuli Venezia Giulia. The results are positive considering that the turnover has nearly tripled in the past five years.

“Brevini Fluid Power is strengthening in the Italian market and abroad and thanks to new investments we should be capable of showing our presence in Italy and grow worldwide”. - explained Vito Bonafede, Managing Director of Brevini Fluid Power. We can do much more in Italy now more than in the past. Our latest experiences have proven that we can grow. For example, with Brevini Fluid Power Distribution, we have quadrupled our turnover and even the new branch in Veneto follows this path, becoming a major logistic hub with a vast range of ever more available products”.

The Mayor of Mestrino, Marco Pedron, participated to the event, as well as customers and suppliers.

“The features of the new operating branch include a large warehouse tall 10 metres with the entire range of Brevini Fluid Power products and facilities dedicated to providing technical support and assembling (400 m2), we are able to meet advance demands and cut down delivery times” - explained Fabrizio Cazzoli. “This is a competitive factor that is increasingly becoming very important”.

“The branches are a fundamental factor of our strategy and customisable products will play a ever more significant role.” - added the Sales Manager of Brevini Fluid Power, Fabrizio Cattani.



## BREVINI FLUID POWER VENETO

# Virtuous relationships

## Reflections of Renato Brevini

### part·ner

pärtner / noun

1. a person who takes part in an undertaking with another or others, especially in a business or company with shared risks and profits.



*The partnership is based on a high vision of the business world. A vision experienced on rewarding values such as loyalty, honesty, transparency, COMMITMENT AND DEVOTION. Success stories can only be built on these foundations. Veneto, Trentino Alto Adige and Friuli Venezia Giulia are certainly rich regions where finding customers can seem easy. However, it is a daily challenge.*

*Customers must be kept and MAINTAINED with long-term relationships. And this must be done in a competitive context like the one we are living, IT IS BY NO MEANS EASY.*

*The new branch that we are inaugurating proves that the Brevini Group still believes in Italy, despite the obvious issues that we cannot hide.*

*We are in a country where everything is difficult, but we have been here for over half a century and we have the people, ideas, and plans required to*

*continue to be here, even for the next 50 years. Our horizons have been expanded. We are a multinational company with production units in Germany (where not everything is easy as we hear in the news), as well as in China, America and we will soon be in Brazil.*

*However, the bonds with the regions are built with our branches and people and then with factories:*

*building PARTNERSHIPS with customers. Brevini Fluid Power knew how to create ties and is now a major key player in the fluid power industry worldwide.*

*There are major changes that are evident, as well as major synergies being developed within the group.*

*The Brevini Fluid Power's industrial plan once again strives for growth over the coming years, by introducing investments of about 5% of the*

*turnover with an ambitious sales prospect to reach Euro 150 million.*

*Our holding Brevini Group is forecast to reach a consolidated turnover of Euro 700 million by 2015 and in this context, the growth of Brevini Fluid Power is very important.*

*Brevini Power Transmission has a new website that can give a "hand" to all of Brevini, our "network business" which we created to enhance our abilities, starting with marketing.*

*TOGETHER is the right word to conclude this brief introduction... We must go forward together with passion, courage and loyalty.*

*These are our keywords. By cutting the inauguration tape of the new branch BREVINI FLUID POWER VENETO, we open the door to what we have called "Horizon 2020": Brevini of the future".*



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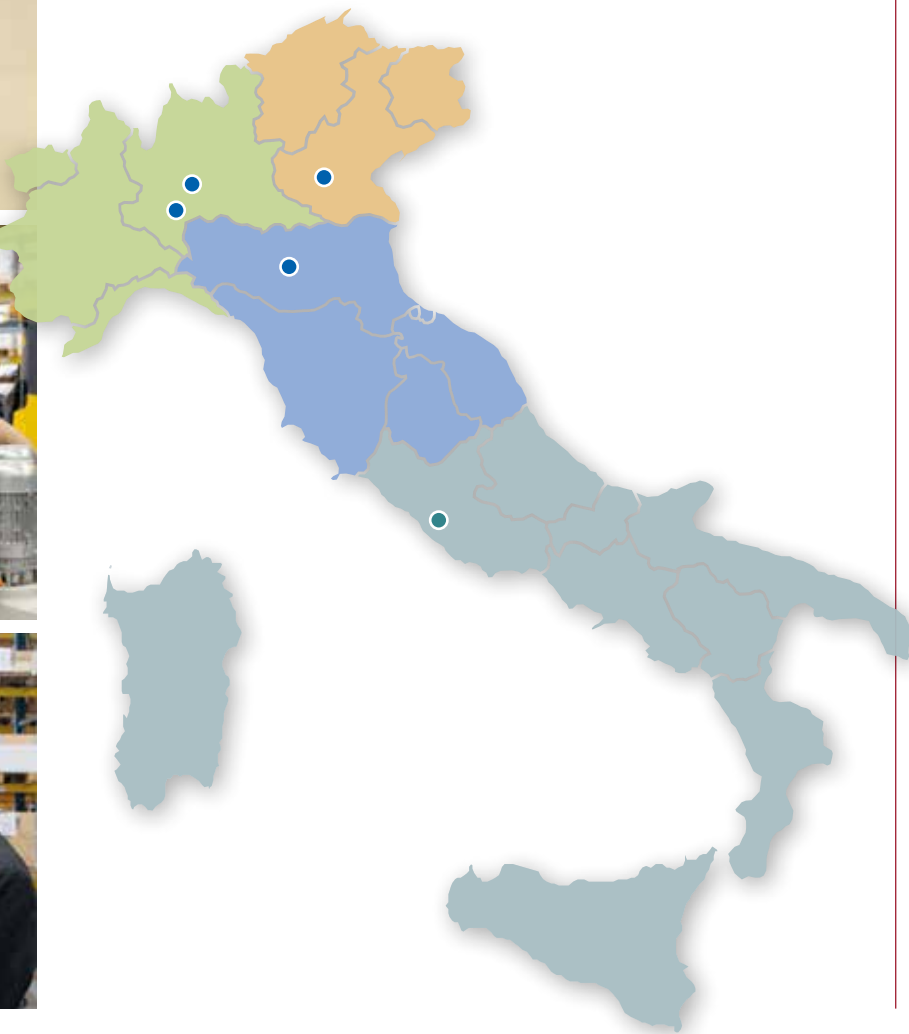
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## QUALITY

# ISO 9001 without frontiers

*Quality standards are confirmed in the Italian and Chinese plants of Brevini Fluid Power*



The standardisation process of Brevini Fluid Power started twenty years ago. "In January 1994, we entered the era of certifications" - commented Stefano Garimberti, Quality System Administrator of Brevini Fluid Power. Tests never end and the constant improvement process is unstoppable. Thanks to the cooperation of Jack Li, the facility of Yancheng in China is in line with our Italian plants". Tests, indeed. The results of the tests carried out on the 3, 4, 5 and 6 of June in the Brevini Fluid Power plants in Italy and China had a positive outcome. We passed! This means that the quality standards

implemented in Italy have been replicated successfully in the production facility of Yancheng in China and hence our products are guaranteed the same quality regardless of the place of production". - added Maurizio Brevini This is a major breakthrough and an investment for the future of Brevini Fluid Power which offers customers an additional guarantee. The only Quality Management System Certification in accordance with standard ISO9001:2008 which covers all production facilities around the world and is issued by a worldwide leader in certifications, like DNV-GL.

## "Passed" by DNV-GL

The ISO 9001 certification proves that the Quality Management System of the company is recognised in accordance with a standard of excellence. It was issued by DNV-GL, the new global player created from the merger that took place on September 2013 between DNV and GL which lead to the creation of DNV-GL, one of the top three certification bodies in the world. According to the global survey 2013 conducted by the independent



*Stefano Garimberti, Quality System Administrator Brevini Fluid Power.*

survey firm Verdantix, DNV-GL is in the top of the list of suppliers for certification services, audits and assessment of sustainability of corporate performance. DNV-GL has more than 16,000 employees in about 100 countries.

## WERTHER CAMPALDI STUDENT PROJECT 2014

# School and Business: valuable results

***First outcome of the graduate project and introduction into the job market set off in 2001. New study grants have been awarded.***

The Student Project dedicated to Werther Campaldi which since 2001 until today it has accompanied worthy students from Reggio Emilia from the school diploma at ITIS "Nobili" to a degree in engineering thereby guaranteeing a scholarship for good grades, as well as an internship in the company and degree dissertation support. "Today we face new challenges in advanced corporate training and

we believe we can have a positive outcome in this phase of the Student Project, but it is time to expand our horizons" - commented Mirco Campaldi, son of Werther Campaldi. New initiatives are being developed which will be announced briefly during the twentieth anniversary of the passing of Werther Campaldi who experienced the growth and productive diversification phase in the Brevini Group". A real

opportunity before the students of ITIS Nobili was the ceremony of the awarding of the Study Grants 2014, awarded to Denise Fantuzzi (class 5 L), Simone Fontanesi (class 5B) and Luca Bertolini (class 5D).

Thanks to initiatives like the Werther Campaldi Student Project of Reggio Emilia, we are on the right track towards making our territory ever more competitive and attractive in the world market where the

qualification of human resources who come into our company will become a key factor.

The website ([www.werthercampaldi.it](http://www.werthercampaldi.it)) is dedicated to the Student Project "Werther Campaldi" where everyone can follow all the updates and new proposals that characterise the second development phase thanks to the efforts of the commitment of the entire Brevini Group.



## FAIRS

# Brevini “cleans out” Las Vegas Conexpo 2014 “key players”



“If it's new, it's here”. This was the showcase for the 2014 edition of Conexpo, the fair scheduled in Las Vegas from 4 until 8 of March which dedicated an entire hall to fluid power components and advanced solutions for machines of the construction sector. Brevini Fluid Power participated to the IFPE (International Fluid Power Exposition) with many new products.

IFPE of Las Vegas (with more than 400 exhibitors) and this year with the slogan “Where the Solutions Come Together and Connections are made” is the most important exhibition and technical conference dedicated to the integration of fluid power with other technologies, in particular energy transmission and motor control applications. The fair is held every three years and is where the most advanced technologies are exhibited. The last edition of IFPE 2011 had great success with more than 120,000 professionals from the industry from 150 different countries in a fair capacity of over 13,000 square metres with international fair pavilions used for displaying products and services developed outside the US, in particular, China, Taiwan and Italy.

“IFPE-Conexpo is a very important showcase which fully reflects our business philosophy: to provide customers with solutions. We decided to introduce ourselves with new products and solutions for companies that build machines for the construction sector.” - explains Vito Bonafede, Managing Director of Brevini Fluid Power. We are also strengthening our presence in the US with actions aimed at the American market. We came out with “the perfect wave” to bring “Made in Italy” fluid power solutions visible, as we have very positive feedback from this market”.

The fair Conexpo will be a testing ground for the network business just launched by the group, the “Brevini Network” whose goal is to foster synergies, starting from those between Brevini Fluid Power and Brevini Power Transmission which in the world of machines for construction industries means complementary products that become systems capable of improving the competitive edge of each business. In addition to the presence of the parent company in the section “Gold Lot” at the entrance of the Conexpo fair,

there was the stand of the American company of the group of Reggio Emilia: Brevini USA (stand 2971).

The stand at Conexpo was also a testing ground for Brevini Network enhancing synergies with Brevini Power Transmission, Brevini Gear System and the branch Brevini USA. The concept thought out by Mirka Brevini for the American fair promoted direct contact between



products and digital space. In the stand, the customer could easily acquire the technical specifications of the exhibited products, using QR Codes or an ad hoc App for the fair that can be used on 2 tablets on the side of the product lines, in addition to viewing general information on Brevini Fluid Power.



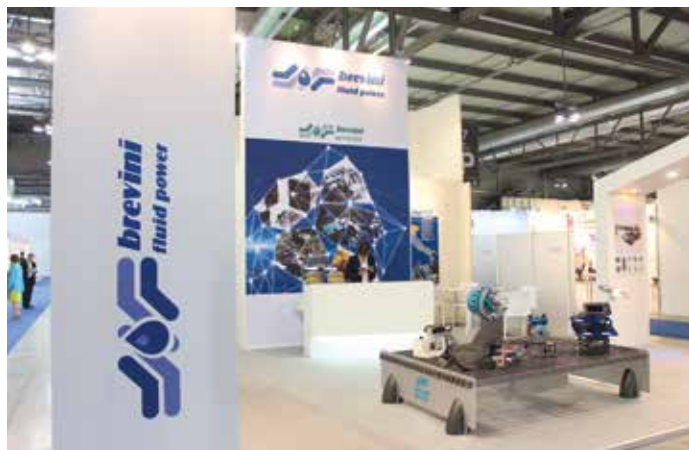
## A successful partnership SKF – Brevini Fluid Power

SKF and the R&D of Brevini Fluid Power have set off a cooperation to develop the new sealing solution for hydraulic motors. The challenge launched by SKF was ambitious: finding the right compromise between speed and pressure and keeping the customer's target price unchanged. But it turned out to be successful giving life to new cost-saving sealing solutions”. Three new piston seals made by SKF using innovative materials. A partnership revealed by SKF. The new “Best in Class” S1S rod seal.

In addition, the rotary hydraulic manifold display will demonstrate how critical hydraulic circuits that power the rotational movement of a machine can be protected with SKF sealing solutions. SKF has extensive experience in the planning and realisation of sealing solutions for various applications, developing a new seal that meets 100% of the technical specifications demanded by Brevini Fluid Power. HM4N seals are made with H-NBR rubber and modelled with a sealing plastic ring and have been tested successfully in Brevini Fluid Power passing 250 test hours with zero leaks. Additional start and stop tests of 50 thousand cycles have been performed at SKF without any failures.

## TPA Italia Biennale

# Positive test in Milan



The new solutions and Brevini Fluid Power products shined at the first edition of TPA Italia, the new international exhibition for actuating systems, fluid power technique and automation promoted by the fair of Hanover. The new exhibition was held at the Fair of Milan (Rho) for four days (from 6 until 9 of May) bringing the best of fluid power solutions worldwide with a precise statement: to focus on Italy in the fluid power industry and in the advanced automation sector. There were 160 exhibitors from 17 countries. There

were 7,500 visitors, 26% of which came to Milan from foreign countries. For the first time, the fair of Hanover expands its MDA circuit - Motion, Drive & Automation to another nation in Europe in addition to Germany. The "Made in Italy" trait is proven by the cooperation with the University of Modena and Reggio Emilia who has collaborated with Brevini Fluid Power for many years, including Prof. Maurizio Milani who was one of the key persons of the event of Milan and member of the scientific technical committee that created TPA



## Fair Agenda 2014

*In the second half of 2014, Brevini Fluid Power will promote activities in major fairs around the world. The first one starts at the end of June in Amsterdam for the 2014 edition of Apex, the aerial platform exhibition. This is a sector where Brevini Fluid Power is a key player with many innovative solutions.*

*Simultaneously, thanks to the synergies with the branch Brevini UK, the products and solutions of Brevini Fluid Power will be exhibited at the fair of Hillhead 2014 dedicated to the quarrying, mining, construction and recycling sectors in close contact with major producers of machines worldwide.*

*On November, fair events resume in Bologna with Eima International 2014 which will be held in Bologna from the 12 until 16 of November 2014 and is organised by FederUnacoma. This event already exceeded previous levels of the 2012 edition and is heading towards a new record in terms of exhibition space, number of participants and foreign official delegations. Today the surface demand exceeds 150 thousand net square meters (nearly 300 thousand gross), leaving a final increase of 10% while the number of participants increases from its previous edition in 2012 of 1,750. Moreover, the participation to the Bauma China fair in Shanghai will be a major event for Brevini (25-28 November). A huge worldwide showcase with 2,718 exhibitors from 38 countries and about 180,000 visitors from 141 countries. Bauma China has set out a new record in 2012 and the quality of its exhibitors and visitors is very high. A great showcase for the 2004 edition.*

Italy. Brevini Fluid Power and Brevini Power Transmission were part of the advisory panel that Deutsche Messe created for the new fair. "Cooperation to innovate in order to compete" this is the underlying theme chosen by Deutsche Messe for its first edition of TPA Italia: "It is a line of work that perfectly coincides with Brevini Fluid Power's development plans and that have put the creation of a strong Italian fluid power hub the focus of the industrial plan." - explains the Managing Director of Brevini Fluid Power, Vito Bonafede "Working

Together" is an strategic decision that characterises the Brevini Group. Nearly 40 years have passed since the creation of HydrApp, a business that helped build Brevini Fluid Power. We have gone so far and we are still growing". In terms of products, Brevini presented at the TPA Italia fair its latest generation HPV 310 proportional directional valve, as well as its Silent Plus gear pumps and integrated gearmotor (in liaison with Power Transmission).

## EXPORT

## OT Oil Technology: A growing trend in 2014



A promising start for OT Oiltechnology in 2014. Fabrizio Cattani confirms that the first four months of the year have posted a growth of 35% compared to the 1st fourth-month period of 2013.

The export market is growing month after month and it is expected to reach 70% by year-end. Foreign countries that have posted good results for the

first fourth months of the year are Germany, Austria, Finland, China and as new market, South Africa. "A key factor for the success of OT is without doubt customer service. The company continues to be extremely flexible despite the growth." - commented Cattani. A success factor is certainly the Technical Area and R&D which have allowed the proposal to the market

of new products, including the new Silent Plus Series with 10 degree inclined teeth gears, very important for applications where a lower noise level is required with respect to standard pumps and gear motors OT200 for mobile applications where reliability and high operating speed or high counter-pressure is required.

## TECHNICAL

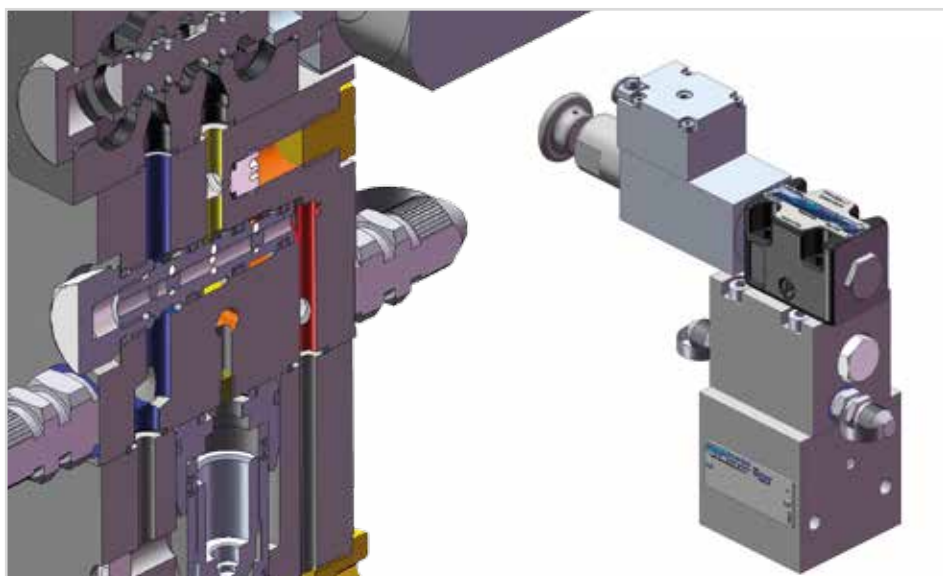
# New emergency control block

***It was created to meet demands of a major offshore customer***

The goal and challenge that OEM launched to Brevini Fluid Power was clear and precise: to design and industrialise an emergency control block capable of withstanding the quality and service operation issues that were encountered in major applications. The block is built with three main components: actuating electric valve (CETOP 3), intermediate pilot block and final logic element.

Initially Brevini Fluid Power supplied to the customer, the first and last components then the block was assembled and "partially" tested in our branch in Norway. The OEM asked Brevini Fluid Power to design a new pilot element that is better than the one previously used and to assemble all components and test them at the headquarters in Reggio Emilia. The goal of the customer is precise: to have a single supplier hence a big advantage in terms of quality thanks to the standalisation of all control and testing processes. "If from a circuit standpoint, the block remains the same, in reality the system is developed on 4 different blocks". - explains Alessandro Primiterra who supervised the project for Brevini Fluid Power. The strengths are the size of the logic element (NG16 or NG25) and the control valve (electric or hydraulic control). The block is used in a flexible manner in various applications associated with the field of marine transportation. In particular, the applications requested to Brevini Fluid Power, those associated with the release of lifeboats in oil tankers stand out as well as those associated with the opening of emergency hatches in vessels". From an operation standpoint, the block is another instrument used to open and close a capacity flow:

- In standby conditions, the inflow capacity keeps the logic element close through the pilot stage. In this case, there is no flow between the intake and draw-off points.
- Once the control solenoid valve is engaged, the



piloting that initially kept the logic element closed, is discharged, allowing the passage of flow between the intake and draw-off points.

The operation and realisation seem simple; however, the opening of the flow passage must take place with a "ramp" process that is guaranteed by the exclusion valve introduced in the cover of the logic element. The closing must however be instant in order to meet the required safety specifications.

The customer requested a dual testing, the first to check the structural integrity of the block (test that takes the block to 375 bar), the second to check the actual operation of the circuit. In fact, the proper opening and closing of the capacity passage is checked between the intake and draw-off points through the acquisition of pressure and capacity values over time.

This data is saved on the information system of Brevini Fluid Power with a serial number associated with the individual product piece in such a manner as to be consulted even by the customer.

## Strengths of the project

The solution developed in Brevini Fluid Power guarantees great flexibility in installation and possible replacement of main parts. The compactness of elements and the testing at 100% guarantee a high level of reliability. All the components are made of stainless steel to withstand the marine environment while the electric control valve is certified pursuant to directive ATEX 94/09/EC for explosive environments. The block is protected by its characteristics for any environment. The IECEx certification for all electric components is being evaluated. The supply demand from the Gulf of Mexico requires the observance of international regulations. That is why the certification for explosive environments of the electric control valve was updated into a new version. This obviously adds value to the block, allowing for its commercialisation even in external areas outside Europe. The new emergency control block is currently being validated by the customer.

## PRODUCT MANAGER

**Brevini Fluid Power NORGE**

# Excellent outlook thanks to the oil industry

**The forecasts of Massimo Ceriali have a positive outlook on new products dedicated to the marine sector**



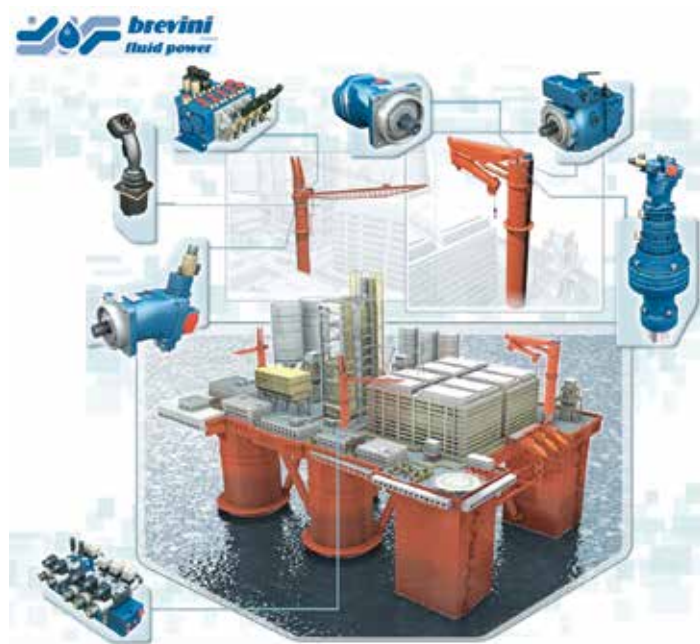
"It is a fact, the market of machinery and systems associated with the extraction of oil is an ideal expansion opportunity for the products of the Brevini Group.

We offer more fluid power products and solutions, as well as highly customisable power transmissions, but mainly highly performing solutions with certified

performance." The analysis was performed by Massimo Ceriali, Product Manager of the Integrated Hydraulic Circuit lines (blocks) and valves. Brevini Group and Brevini Fluid Power have a major client portfolio in this sector of Northern Europe, in particular in Norway where sales of valves are increasing, as well as distributors and axial products.

"The branch Brevini Norge has many different lines of products and is constantly searching for new solutions in partnership with customers".- added Massimo

Ceriali, Product Manager of Blocks and Valves. In fact, Brevini Fluid Power intends to continue to safeguard this market and offer ever more highly customisable products. With the valves of the range Atex, we strive to expand our applications further by giving an opportunity to all the network to use performing products with an excellent quality to cost ratio. We develop a vast range of blocks and integrated solutions in liaison with our technical division, highly valued not only in the marine industry".



## Oil&Gas: a growing market

**In terms of raw unrefined materials extracted, the worldwide oil-bearing market continues to undergo growth despite the economic downturn. Growth will continue to about 1-2% a year for the next twenty years (source: World Oil Outlook 2012 OPEC).**

The worldwide level of oil is expected to grow significantly from 26 million of barrels per day (mb/d) (2011) to 36 in 2035 with a significant growth rate in 2011-2013 (2.1% per year) and subsequently more moderate (1.2% for the period 2016-2035).

Petrol will go from 21.5 mb/d

to 26.1 in 2035 which means a growth rate lower by a percentage point per year from today until 2035 (0.8%-0.09%).

LPG should go from current levels of 9.2 mb/d to 11 in 2035 with an increase of 1.1% annually for the period 2011-2013 and 0.6% thereafter (2016-2035).



## **The New Brevini Network: ideas to compete**



Brevini Network is the new "Open Business Network" that joins Brevini Power Transmission, Brevini Fluid Power, BPE Electronics, V.P.S. Brevini, OT Oil Technology and IOTTI Hydraulic Cylinders. Its main goal is to share "value added" operating instruments to support both traditional and online sales.