



# **SEKO S.p.A. Company Profile**

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**Industrial Processes Business Unit**

*January 2017*

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## INTRODUCTION

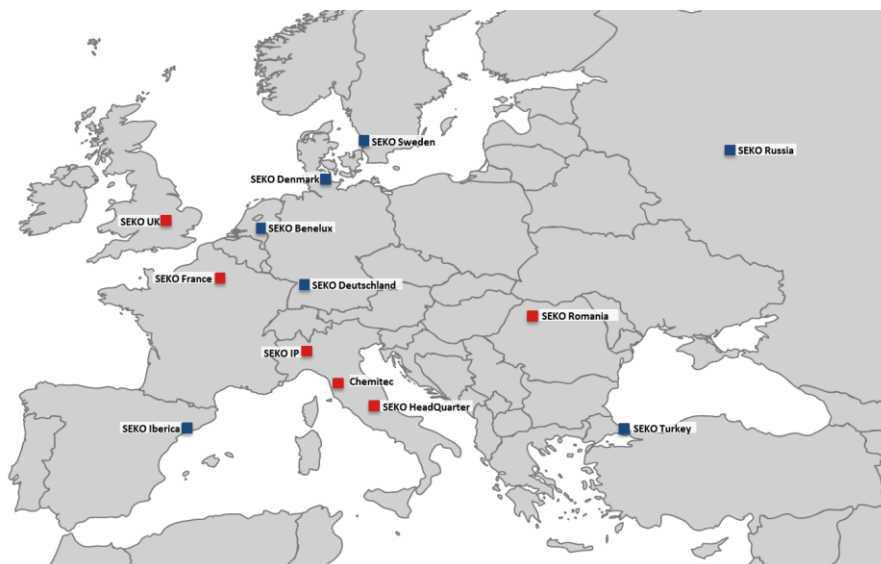
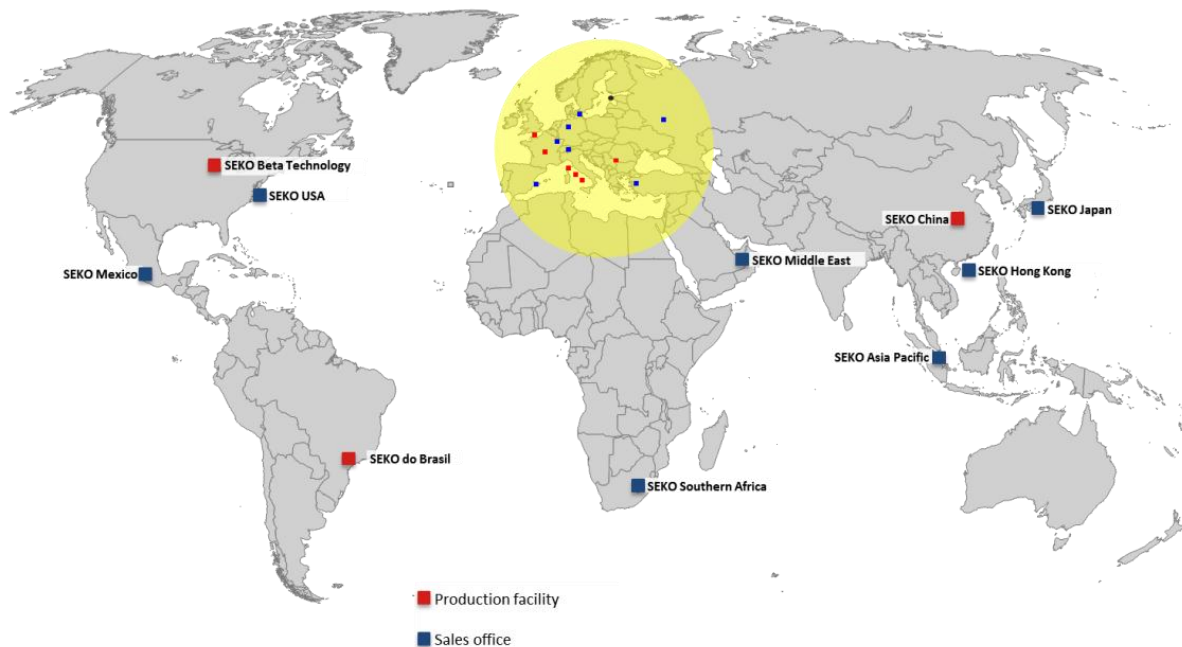
**Seko S.p.A. Industrial Processes Business Unit** (formerly known as Process & Systems) was born after the merger concluded in 2002 between Seko Italia S.p.A. and Bono Exacta S.p.A.

**Seko S.p.A.**, established in the seventies, became a leader in **Cleaning & Hygiene** market manufacturing peristaltic pumps and dedicated systems. Also solenoid metering pumps, control instruments and systems for Water & Industries is a consolidated business.

**Bono Exacta**, established as the Pump Division of the Bono Group late in the fifties and set up as independent Company in 1991, has a long experience in the production of metering pumps, reciprocating pumps and chemical dosing packages.

A **network** of subsidiaries, agents and distributors around the world grants to customers the best and quickest response time for commercial and after sales needs.

### Global Presence



The Company has different divisions each one specialized and dedicated to defined market segments with dedicated products and human resources:

Water & Industry Business Unit	Industrial Processes Business Unit	Cleaning & Hygiene Business Unit
<p>Our long experience has led us to develop specific products for the different applications on the various markets where our Customers and ourselves have been leaders for years. Dosing systems for swimming pools, pumps and integrated measuring instruments and pre-assembled panels for measuring and monitoring the chemical and physical properties of water are simply a few examples of the development of products based on the specific needs of the market and of customers.</p>	<p>Historical Unit whose vocation is the design and manufacturing of industrial metering pumps, process pumps, blending systems, according to the most demanding Standards and as required by the customer project specifications. The range of products and the whole offering is geared towards the Oil &amp; Gas, the petrochemical and power generation and, more generally, to those industries where heavy duty, precision and quality is key for the whole plant working efficiency.</p>	<p>We have always been committed to succeed in combining the customary reliability of our products with the on-going technological innovation to develop internationally avant-garde systems for the industrial cleaning market. Dosing systems for industrial dishwashers, laundry machines, dilution stations for concentrated cleaning chemicals, suitable for different types of surface, are only an example of development based on specific market and customer requirements.</p>
<ul style="list-style-type: none"> <li>• Solenoid Dosing Pumps</li> <li>• Free Chlorine Control Units</li> <li>• Control Instruments</li> <li>• Complete Range of accessories</li> <li>• Automatic Systems for Polyelectrolyte preparation</li> </ul> 	<ul style="list-style-type: none"> <li>• Diaphragm and plunger dosing pumps to API 675</li> <li>• Reciprocating “Triplex” process pumps to API 674</li> <li>• Multi-headed dosing pumps</li> </ul> 	<ul style="list-style-type: none"> <li>• A complete line of peristaltic pumps</li> <li>• Professional Laundry Systems up to seven pumps, max flow rate: 2000ml/min</li> <li>• Handheld programmer with memory cards</li> </ul> 
<ul style="list-style-type: none"> <li>• Drinking Water</li> <li>• Waste water</li> <li>• Swimming pools</li> <li>• Cooling Towers</li> <li>• Irrigation</li> <li>• Hydroponics</li> <li>• Growers</li> <li>• Condenser</li> </ul>	<ul style="list-style-type: none"> <li>• Ware wash</li> <li>• Laundry</li> <li>• Cleaning</li> <li>• Spraying</li> <li>• Foaming</li> <li>• Soap Dispensing</li> <li>• Enzyme Dosing</li> <li>• Car Washing</li> </ul>	

**GENERAL INFORMATION**

<b>Company's Name</b>	<b>Seko S.p.A.</b>
<b>Company's Capital</b>	EUR 4,986,000
<b>General Manager</b>	Stefano FOLIO

**ANNUAL TURNOVER**

YEAR	AMOUNT EUR	% EXPORT
<b>2016</b>	99,785,000	85
<b>2015</b>	97,178,000	80
<b>2014</b>	83,000,000	80

**BANK REFERENCES**

BANK NAME	PLACE	IBAN
Intesa San Paolo	Rieti	IT67F03069146011000000002 96
Unicredit	Rieti	IT35J02008053640000051144 22
Monte dei Paschi di Siena	Rieti	IT85Y01030146000000003086 70

**ADDRESSES**

<b>Addresses</b>	<b>Industrial Processes</b> (formerly Process & Systems) Via Di Vittorio, 25 20068 Peschiera Borromeo (MI) ITALY	<b>Headquarter and other Divisions</b> Via Salaria km 92,200 02010 S. Rufina (RI) ITALY
<b>Telephone No</b>	+39 02 97372411	+39 0746 605801
<b>Fax No</b>	+39 02 55301744	+39 0746 607072
<b>e-mail</b>	info.psd@seko.com	info@seko.com

<b>IP VP Sales Marketing Manager</b>	Andrea TENNERIELLO
<b>IP VP Business Development Manager</b>	Massimo ORINI
<b>IP Operation Manager</b>	Stefano LIVOTI
<b>IP Quality System &amp; Procurement Manager</b>	Carlo BAGNOLI

**EMPLOYEES**

Activities	Number and Qualification		
	Total	Graduates	Diploma
	817	122	275
Engineering	38	7	28
R&D	19	5	11
Project Management	18	2	14
Purchasing	13	2	10
Production	89	4	27
Quality control and assurance	8	2	5
Safety and Health	1	1	0
Cost control, planning and administration	10	3	6
Warehouse and shipping	10	0	5
Marketing	6	2	1
Sales	28	6	21
Software and Hardware administration	5	1	5
Subsidiaries	572	87	142

**IP BUSINESS UNIT INDUSTRIAL INFORMATION**

Site	Peschiera B. Works sq. m.
Offices	800
Workshop (covered)	2000
Total Area	4550
Production	<ul style="list-style-type: none"> <li>• Plunger and diaphragm metering pumps</li> <li>• Reciprocating triplex pumps</li> <li>• Engineered dosing solutions</li> </ul>
Works access, handling	<ul style="list-style-type: none"> <li>• Facilities for handling loads up to 10 Tons</li> <li>• No limits in dimensions for access by road</li> <li>• Located at 3 km distance from Milan/Linate International Airport</li> </ul>
Equipment	Refer to next page showing the test and measurement instruments along with the list of other workshop equipment

**TEST / MEASUREMENT INSTRUMENTS / EQUIPMENT SCHEDULE**

INSTRUMENT / EQUIPMENT TYPE	Q.ty
METERING PUMPS TESTING BENCH FOR FUNCTIONAL AND LONG TERM TEST (twelve stations)	5
PROCESS PUMPS TESTING STATION, UP TO 40 m <sup>3</sup> /h.	2
HYDRAULIC FUNCTIONAL TEST STATIONS	1
PRESSURE GAUGE CALIBRATION STATION	1
POSITIVE MATERIAL IDENTIFICATION EQUIPMENT, NITON XLT800	1
FERRITE ANALYZER, FERITSCOPE	1
VIBRATION INSTRUMENT	1
NOISE INSTRUMENT	1
LASER ALIGNEMENT	1
CALLIPERS, DIAL GAUGES, MICROMETRE GAUGES, GO-NO-GO GAUGES, MASTER GAUGES	-

**WORKSHOP EQUIPMENT SCHEDULE**

EQUIPMENT	FEATURES	Q.ty
FORK LIFT	Capacity 2 T	1
FORK LIFT	Capacity 6 T	1
PEDESTRIAN STACKER	Capacity 1,2 T	3
TRAVELLING CRANES	Capacity 8 T	1
SPRAY BOOTH WITH DRYING SECTION		1

## QUALITY SYSTEM

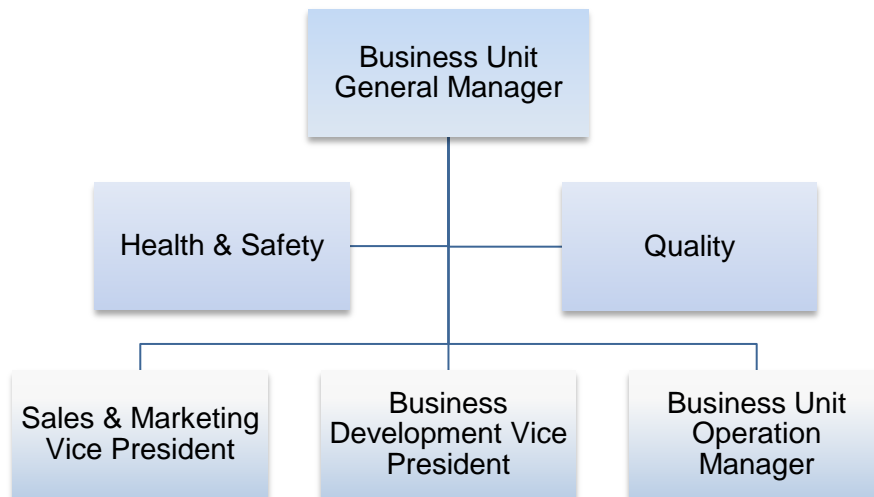
**Seko Quality System** is certified by Det Norske Veritas (DNV) in compliance with the requirements of the Quality Standards UNI EN ISO 9001:2008.



ISO/IEC 80079-3434

During the course of 2016 Seko has been implementing all the prescriptions for the management of Health & Safety standards encompassed by the OHSAS 18001 which will bring the Group to achieve the relevant Certification in 2017.

## QUALITY SYSTEM ORGANIZATION CHART



## HARDWARE AND SOFTWARE

Technical Department

The workstations installed in the Technical Dept. are equipped with AutoCAD release 14, AutoCAD 2000, PTC Creo 3D and PDM

Sales Department

Microsoft Office for Windows Workgroup including Word, Excel

Warehouse-Administration  
Production-Purchasing

Microsoft Dynamics AX\*

\*The whole Seko Group is integrated within Microsoft AX ERP System.

## SALES ORGANIZATION

**Industrial Processes** provides a valuable consulting service for the correct technical selection of pumps from the preliminary stages of a project to ordering.

The sales force is structured as a function of our markets segmentation and aimed at the best service to the Customers.

The direct sales follow customers in their own Countries and territories in Italy and abroad; indirect sales reach customers through our international network of agents and distributors; also our branches and subsidiaries contribute to increase the customer proximity and via our strong and competent back office we are able to support all the front salesmen.

## AFTER SALES

Seko offer is completed by a highly committed and skilled after sales department, whose main objective is the optimization of the working efficiency of our equipment, the reduction of the down time in case of failure and the physical check up of our pumps.

The service team is generally activated within 24 hours from the moment the request is received and can operate in any location, provided all the necessary visas and passes are obtained.

In addition to the services, Seko carries a huge stock of parts which can be dispatched quickly. Those spare parts are available for any product, even the oldest pumps ever produced, since each and every component is digitally coded in our warehouse.

Custom made replacement parts are also available.



## METERING AND PROCESS PUMPS

### Nexa Series Plunger and hydraulic double diaphragm metering pumps



**Liquid end:** SS 316L, PP, PVDF, different material on request

**Flow-rate adjustment:** manual, electrical 4÷20 mA, Pneumatic 3-15 psig and/or SMART (protocol HART) servomotor and/or by frequency converter drivers

**Multiple head execution** with different mechanism size and gear ratio

**Pressure** up to 350 bar

**Flow rate** up to 8,000 l/h (single head)

### Nyva Series hydraulic diaphragm metering pumps



**Liquid end:** AISI 316L ; PP ; PVDF

**Flow-rate adjustment:** Manual or automatic by AKTUA

**Pressure** up to 124 bar

**Flow rate** up to 660 L/h

**API 675 Standards - CE and ATEX marking**

### K Series Plunger metering pumps-D Series Diaphragm pumps



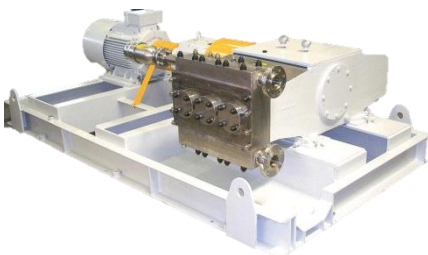
**Liquid end:** SS 316 L or PVC

**Flow-rate adjustment:** manual, electrical 4÷20 mA

**Pressure** up to 10 bar (higher on request)

**Flow rate** up to 1,000 l/h

### 3C TRIPLEX Series- Three Plunger Reciprocating Pumps



**Liquid end:** SS 316 L, 304 SS or CS pump-head, different material on request

**Flow-rate adjustment:** via Frequency Converter

**API 674 standard**

**Double head execution available**

**Pressure** up to 1,200 bar

**Flow rate** from 1,000 to 60,000 l/h

## A Worldwide Group at your service

- ▲ Manufacturing Sites
- Subsidiaries

### Italy

▲ **Seko Spa**  
[Industrial Processes]  
Via Di Vittorio, 25  
20068 Peschiera Borromeo  
Milano  
[info.ip@seko.com](mailto:info.ip@seko.com)  
[service.ip@seko.com](mailto:service.ip@seko.com)

### France

▲ **Seko lefranc-Bosi S.a.**  
77435 F Marne La Vallee  
Cedex 2  
[lefrancbosi@lefrancbosi.com](mailto:lefrancbosi@lefrancbosi.com)  
[service.commercial@seko.fr](mailto:service.commercial@seko.fr)  
[www.lefrancbosi.com](http://www.lefrancbosi.com)

### Romania

▲ **Seko Sieta S.r.l.**  
400393 Cluj Napoca  
[info.dpro@seko.com](mailto:info.dpro@seko.com)

### United Arab Emirates

■ **Seko Middle East Fze**  
P.O. Box 42090 Hamriyah  
Free Zone, Sharjah  
[info@seko.ae](mailto:info@seko.ae)  
[sales@seko.ae](mailto:sales@seko.ae)

### Brazil

■ **Seko do Brasil**  
**comercio de Sistemas de**  
**dosagem limitada**  
03170F050 São Paulo GSPH  
[sekobrasil@sekobrasil.com.br](mailto:sekobrasil@sekobrasil.com.br)  
[www.sekobrasil.com.br](http://www.sekobrasil.com.br)

### China

▲ **Seko China Ltd**  
072750 Hebei  
[china@seko.com](mailto:china@seko.com)  
[www.sekochina.com](http://www.sekochina.com)

### Denmark

■ **Reciprotor Engineering**  
**A/S**  
DKF4930 Maribo  
[dh@reciprotor.com](mailto:dh@reciprotor.com)

### Germany

■ **Seko Deutschland GmbH**  
55252 Mainz F Kastel  
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### Italy

■ **Seko Spa**  
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02010 S.Rufina F Rieti  
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### Russia

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### Singapore

■ **Seko Dosing Systems**  
**Asia Pacific Pte Ltd**  
608838 Singapore  
[asiapacific@seko.com](mailto:asiapacific@seko.com)

### South Africa

■ **Seko Southern Africa**  
**(Pty) Ltd**  
Ky-sand - Johannesburg -  
Gauteng  
[sales@sekosa.co.za](mailto:sales@sekosa.co.za)

### Spain

■ **Seko Ibérica Sistemas de**  
**dosificación S.a.**  
08960 Sant Just Desvern F  
Barcelona  
[sekoiberica@sekoiberica.com](mailto:sekoiberica@sekoiberica.com)

### Turkey

■ **Seko endüstriyel**  
**Pompalar ve Proses**  
**Sistemleri San. ve**  
**Tic. Ltd. Şti.**  
Kartal Istanbul  
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[www.seko.com.tr](http://www.seko.com.tr)

### United Kingdom

■ **Seko UK**  
**Chemical Controls Ltd**  
Harlow, Essex - CM19 5JH  
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[www.sekouk.com](http://www.sekouk.com)

### USA

■ **Seko Dosing Systems**  
**Corporation**  
Tullytown - PA 19007  
[sales@sekousa.com](mailto:sales@sekousa.com)  
[www.sekousa.com](http://www.sekousa.com)

### Mexico

■ **Seko Mexico**  
Chapultepec, 11560  
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### Benelux

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### Hong Kong

■ **Seko HK Ltd**  
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### Japan

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shi, Naka-ku, Yamato-cho, 1-  
30-2, ZIP 231-0846 Yokohama