



...From Ancient History

It all started a while ago......





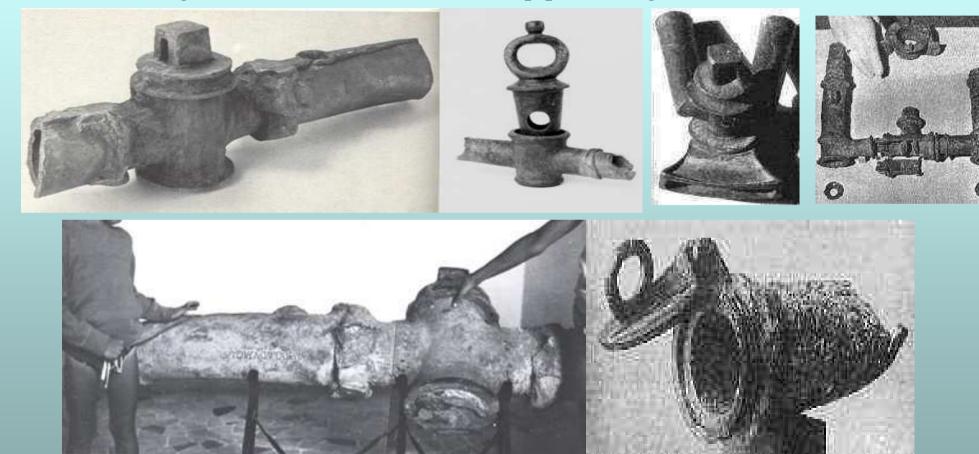






Ancient Roman's Time

2000 Years ago the Romans invented valves, pipes, fittings, for water transmission

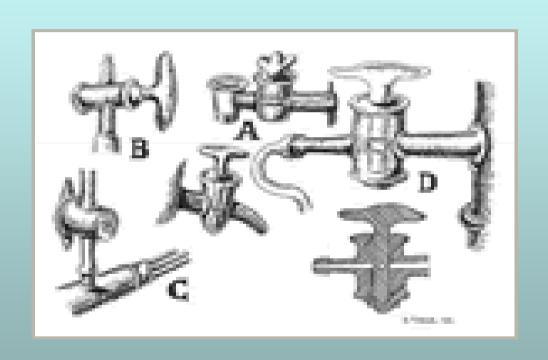


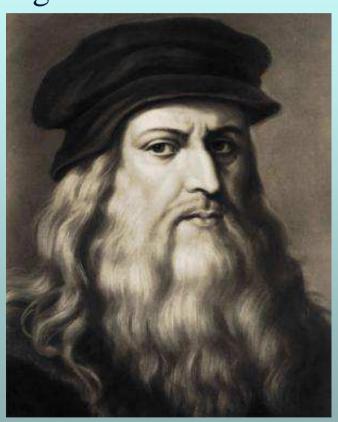
"Frontino" curator acquarum, Standards, ASTM B67, "Approved Manufacturer List"



....To Renaissance

Leonardo da Vinci invented and designed valves







...To recent history

An Holistic System combined with a flexible business model

Italian Skilled & cost competitive labour force

Italian Huge supplier base for high quality, cost effective submachining Italian Talent, Ingenuity and Entrepreneurial Attitude

Relatively limited capital investment to start up a new company

Italian Know-how in seals & gaskets and large producers base

World-Class Italian Forging Technology Unique
Environment
of
EXCELLENCE

Italian Flexibility to adapt to market requirements and cover small niches

> High quality Italian foundries for special alloys

$$1 + 1 + 1 = 5 !!$$



Why the valve - actuators industry is concentrated in Italy?

Year	
50's	GVM – SELLA – ORION – PETROLVALVES PARCOL
60's	OMS – WAGI – ORTON – DAFRAM - OMB GALLI & CASSINA - STI – BIFFI - REMOSA
70's	GROVE - BFE - VANESSA - ZAVERO - ITALVALV MASONEILLAN - STARLINE - BREDA ENERGIA DOUGLAS CHERO - SERVOVALVE - MECAIR
80's	PBVS - LVF - LCM - DELLAFOGLIA - FIV - RMT NOVASFER - BARDIANI - LEDEEN - OMAL FLUID SYSTEM
90's	PERAR - VIAR – FRIULCO - VALBIA - SOLDO
00's	VALVITALIA – VALBART – ATV - PROCONTROL DVG - VIRGO – NSSL

Italian industry is booming large users as Montecatini, ENI, ENEL, Fincantieri are fuelling the growth of the few existing valve companies

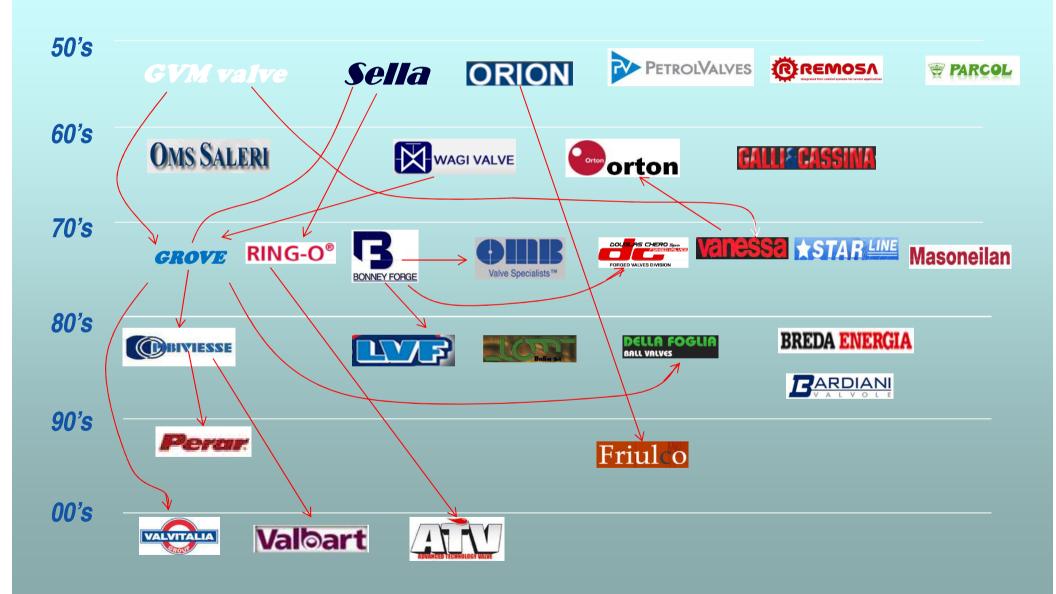
Valve companies start to export and be approved by major international end users and EPCs.

New valve companies are growing like mushrooms.

Several knowledgeable and entrepreneurs individuals start their own business, either driven by market opportunities and / or dissatisfaction with previous employment

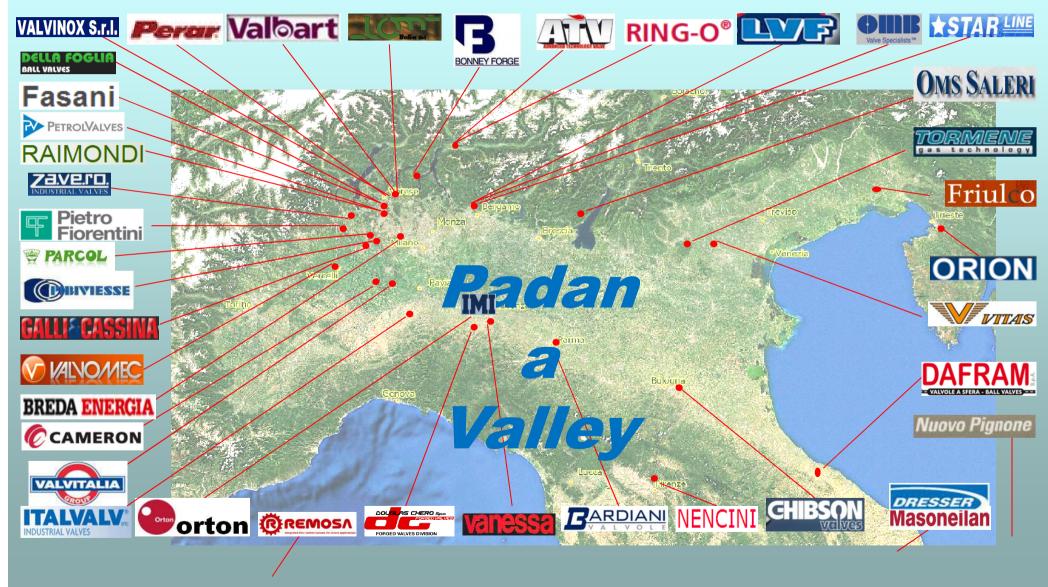


Italian Valve Manufacturers genealogical tree



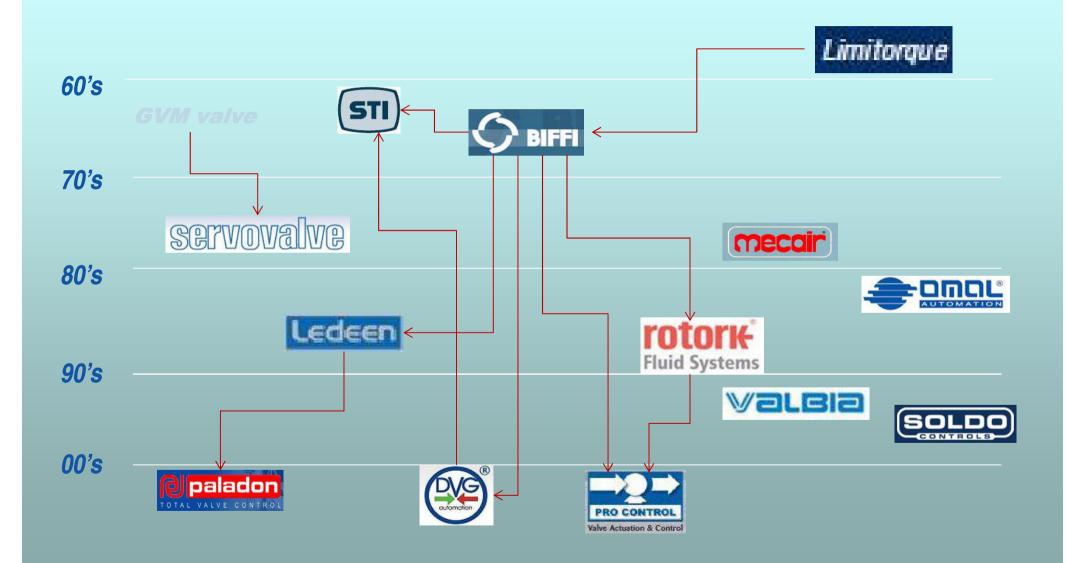


Padana Valley is the valve's "Silicon Valley"



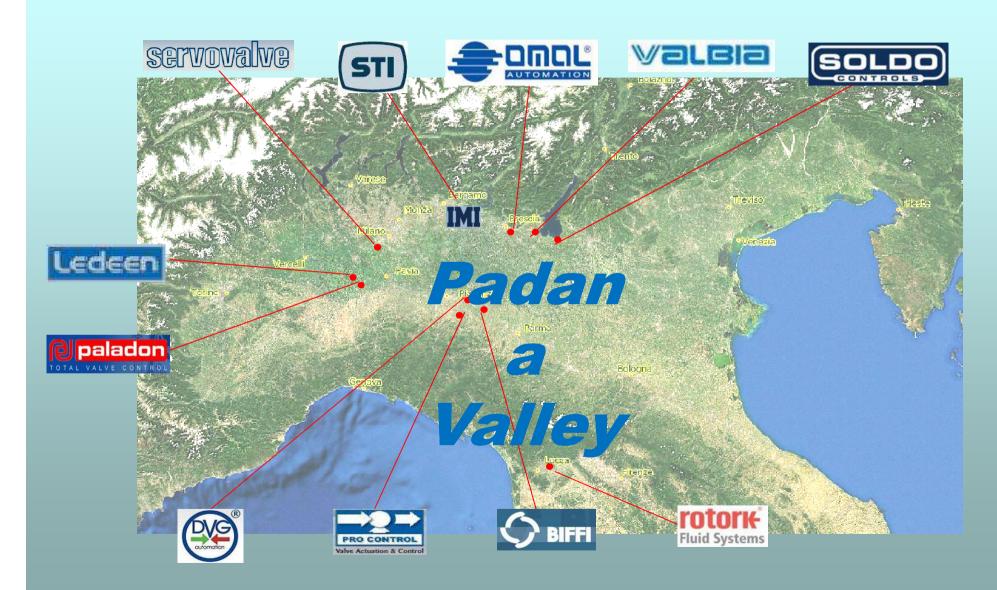


Italian Actuator Manufacturers genealogical tree





Italian Actuator Manufacturers Location





A large Business for Valves, Actuators & Sanitary Taps

- 64 Companies producing Industrial Valves & Actuators
- 6,300 Direct Employees
- Industrial Valves sales = €25BB
- 214 Companies producing Sanitary Taps and other valves (i.e. domestic heating)
- 18,700 Direct Employees
- Other Valve sales = €3\$\$BB
- Sub-Suppliers (i.e. forging, casting, machining, welding, cladding, ball lapping, gaskets, boltings) = €2,22BB
- Sector Total Employees = 25,000 Total Sales = €8\$55HB



North Italy...

Not just valves but a strong metal industry

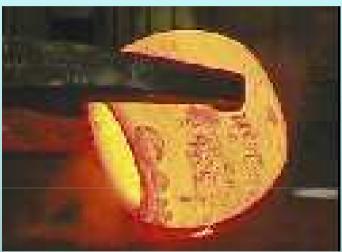
Over 1,000 companies, 190,000 employees, sales > €41B (2010)



51% direct export 77% total export



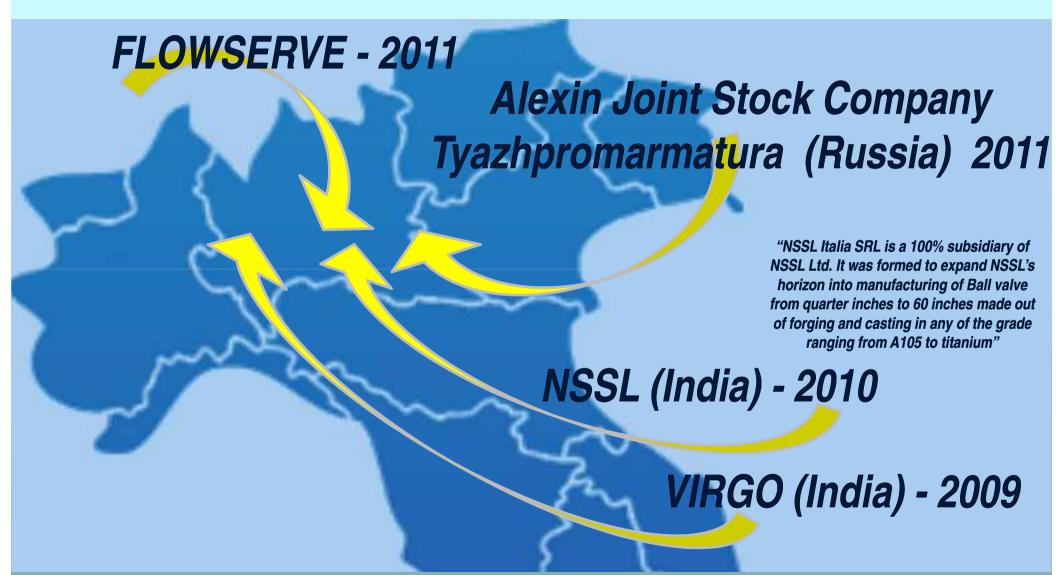








Inverting trend to set footprint... To get best expertise





Orton History

- → Founded as Manufacturer of Concentric Lined Butterfly Valves
- 1987 → Production Launch of Double Eccentric Rubber Seated Butterfly Valve
- 1988 → Production Launch of Triple Offset Metal Seated Valves
- 1993 → Acquired by British Group FCX Truflo International
- 2000 → Launched metal seated valve with replaceable seat
- → Acquired by IMI plc IMI Fluid Control Division

 Severe Service
- 2008 → Move to a new facility of 57.000 sq/mt for further expansion.



ORTON Plant Location

The Orton manufacturing facility is located at Piacenza in the northern part of Italy, 70 Km South-East from Milano





Orton factory and office's building



Who is ORTON today?

Customized Solutions



Development



ORTON

Employees: 167 OI 2008: 50 M EUR Sales 2008:60 M EUR



Innovation



Reliable partnership



ORTON Workshop



TITAN 4000 Vertical turning and drilling machining, capability up to DN 160" (4,000 mm.)

Horizontal milling machining, capability up to DN 160" (4,000 mm.)





ORTON Final Testing Area

Hydraulic vertical press

1500 Tons of force

Installed in April 2006 to test valves up to 100"





Cryogenic and High Pressure Testing Area



Bunker for Cryogenic and High Pressure Gas test for valves up to 160"







Quality and Certification









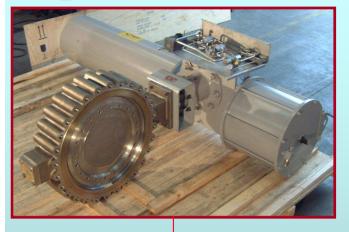
TA LUFT since Feb 2000 PED CE-MARK since August 2001

ATEX since August 2004

SIL 3
certified since
November 2006



MV Series valve in LNG Chain



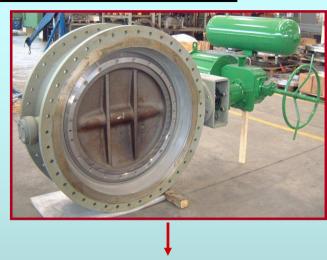
Reserves



LNG Liquefaction facility







End Users: Power Generation & City Gas Industrial



Overview physical LNG chain MV valve at each stage



LNG Receiving terminal & Regasification facilities



MV valves – How to design LNG valve?



35m







Main Customers in LNG

TECHNIP TECNIMONT ARAMCO BLACK & VEACTH SAIPFM CHICAGO BRIDGE & IRON **CHIYODA** JGC HYUNDAI E&C HYNDAY HEAVY INDUSTRY MITSUBISHI HEAVY INDUSTRY SICON OIL & GAS **GUANGDONG DAPENG**

SHELL
TECNICAS REUNIDAS
KBR
BECTHEL
MUSTANG ENGINEERING
MW KELLOGG
SNAMPROGETTI
CNOOC
SAIPEM
FLUOR DANIEL
GS E&C
PETRONET LNG

PTT



MV valves - Cryogenic Test

Lng Application



QGXII - 70" cl. 150 on MR Vapour @ 10.4 barg, -104 ℃



CLP4 - 34" cl. 300 on LNG @ 26.5 barg, -162 ℃





Thank You