

**PNEUMAX**



# THE WHOLE IS MORE THAN THE SUM OF ITS PARTS

(Gestalt psychology)



**PNEUMAX**

# Nobody is just a number

Our Colleagues and our customers are everything to us

We strongly believe that, in this historic moment of **technological and digital advancement**, it is fundamental that we affirm the position of **Man** at the forefront of it all.

Our **future** rests on the solid foundation of over **forty years of experience**. Even though many things have changed over the years, many have remained unchanged: the **passion** for our work and the **knowledge** that behind every product there are the thoughts, actions and objectives of Man.



## MISSION

Technology and innovation are the strongholds of our industry. As is the **wellbeing of our people**, both inside and outside the walls of the company. Our workplace is an environment where they **find satisfaction both** for the individual and everybody as a whole. The **Italian heart** makes us **creative** and **passionate** about finding solutions to exactly match our customers' needs.



## VISION

**Innovation** is not contained within the products and services we supply, but in the **people** and **processes** that make them possible. The hyperdigital and interactive scenarios that await us all, call us to strengthen the role of **sharing knowledge and human feeling**. Every player, both inside and outside, represents the engine of the company and determines its success.



**PNEUM**

Il valore del made in Italy

# An integrated approach

## Hard Skill versus Soft Skill – Generating Value

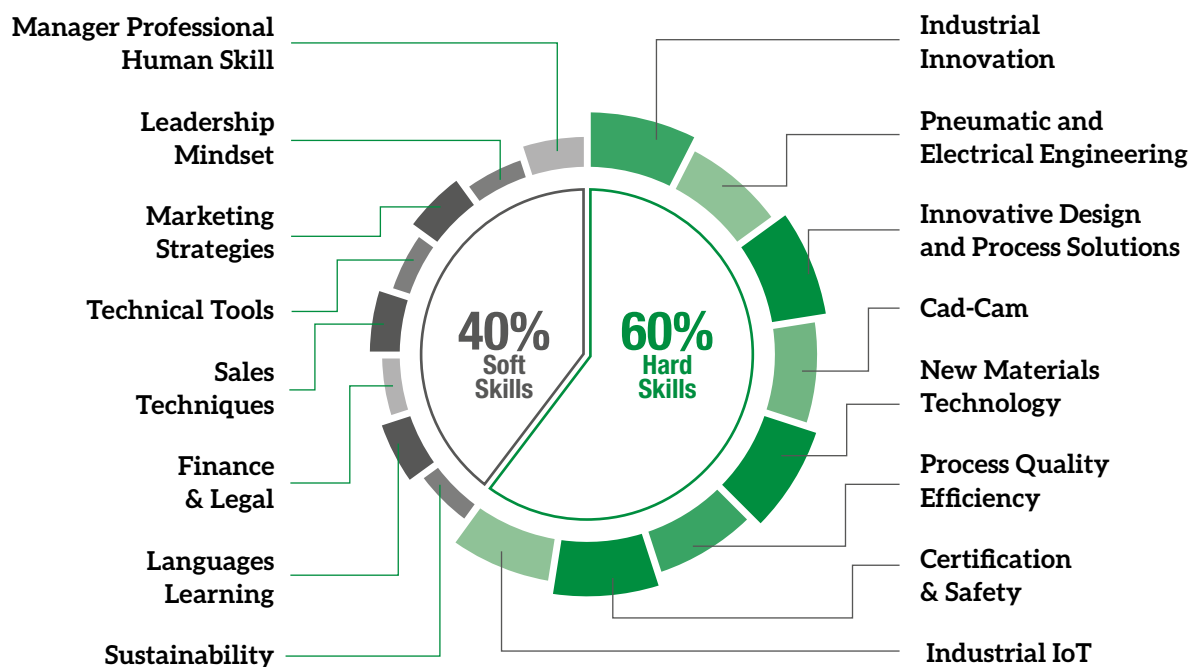
Of this we are certain: sales, markets and invoices are not the centre of entrepreneurial success, people are. They are the driver of everything and all too often the fundamental importance of this is forgotten.

We believe in the value of a learning model of **peer comparison** and one which is centred on personalised training projects creating diverse skills.

We are committed to improving our fundamental interactive, communicative and relationship skills both inside and outside the company.

We are following a new model of training aimed at enhancing the person: from the **company founded on work** we have evolved into a **learning society**, in which knowledge becomes the new capital and the most precious.

### PNEUMAX TRAINING





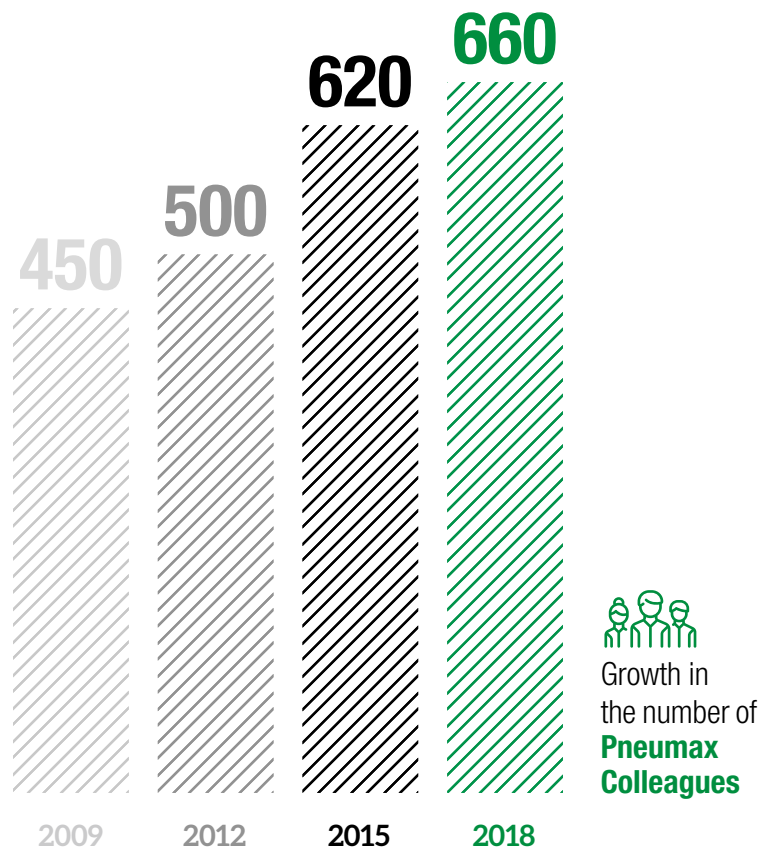




# The realm of wellbeing

The dream of always finding new energy

The strength of Pneumax is centred on the **value** of its men and women. Thriving in a company which pays attention to the social themes and in turn creates harmony and productivity and, above all, generates an exemplary environment. We promote the physical, psychological and social wellbeing of our Colleagues. The place of work and way of working must allow **constructive comparison**, both inside and outside the company: only in this way can everyone give their precious contribution to our organisation. Paying **attention** and **listening** to people and their needs - from the real needs to the desires - this is for us the only way to create **true wellbeing**. It is this, our best investment, which also has an influence on our private life, society and the community of which we feel an integral part.





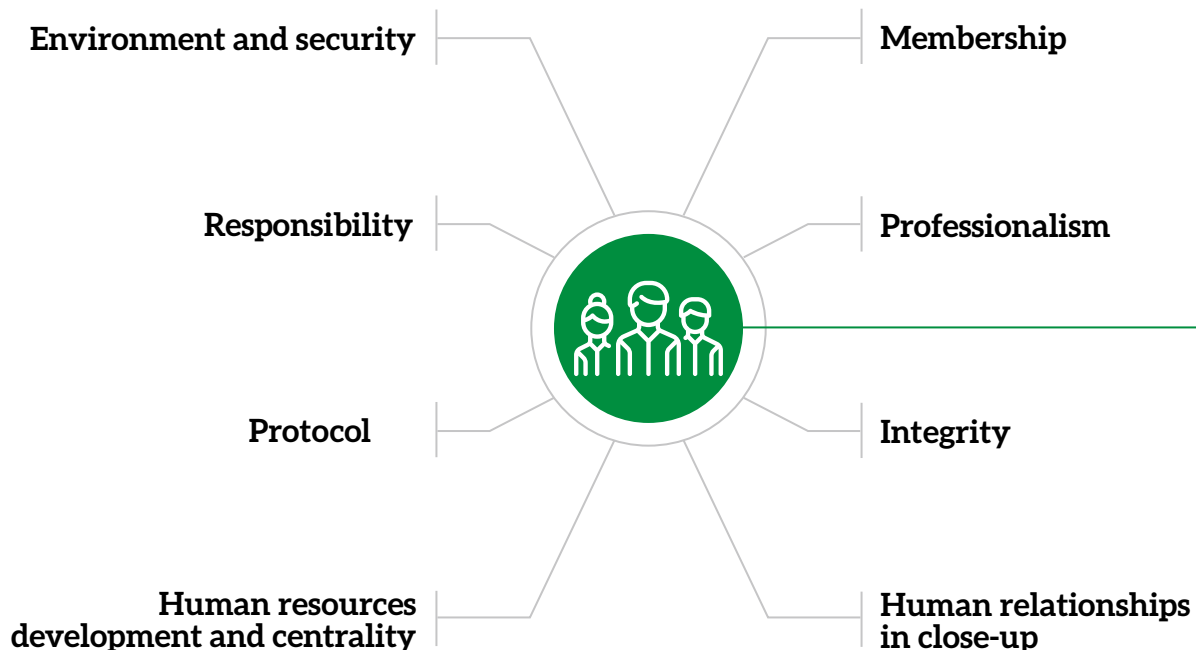


# The Company Values

The essence is expressed  
in our code of ethics

The **Code of Ethics** was adopted with respect to the principal points of D.Lgs. 231/01 and forms an integral part of the Model of Organisation, Management and Control. The **Company Values** express our strong views on the **diversity, health and wellbeing** of our **people**, the **environment, human rights** and **equal opportunities**.

The group has the knowledge that its success is measured not only by the quality of the solutions and products it offers, but how we work with people, the environment and the community in mind. This is because we believe that a high quality, productive output is only as a consequence of an **exemplary process that generates value**.









# An extraordinary location

## The value of the location

The Headquarters of Pneumax are in Lurano, in the province of Bergamo: a place where industry and farming are welcomed equally. For this place we express **gratitude** because it has become the lively theatre of our **company life**. The moral responsibility that we have with regards to the area in which we have spread our roots and which represents a **vital source**, sees us committed to safeguarding its development, occupation, environment and cultural initiatives. This mutual **synergy** strengthens us both.



# Environmental impact

## Sustainability

We are very respectful of the **limits of noise and pollution** that are required from us and, thanks to an impressive **photovoltaic park**, we are managing to control the environmental impact of the company. Also when we develop new products, we follow the logic of sustainability. Thinking about the future means taking responsibility daily for continued improvement.





# An international network

## Pneumax throughout the world

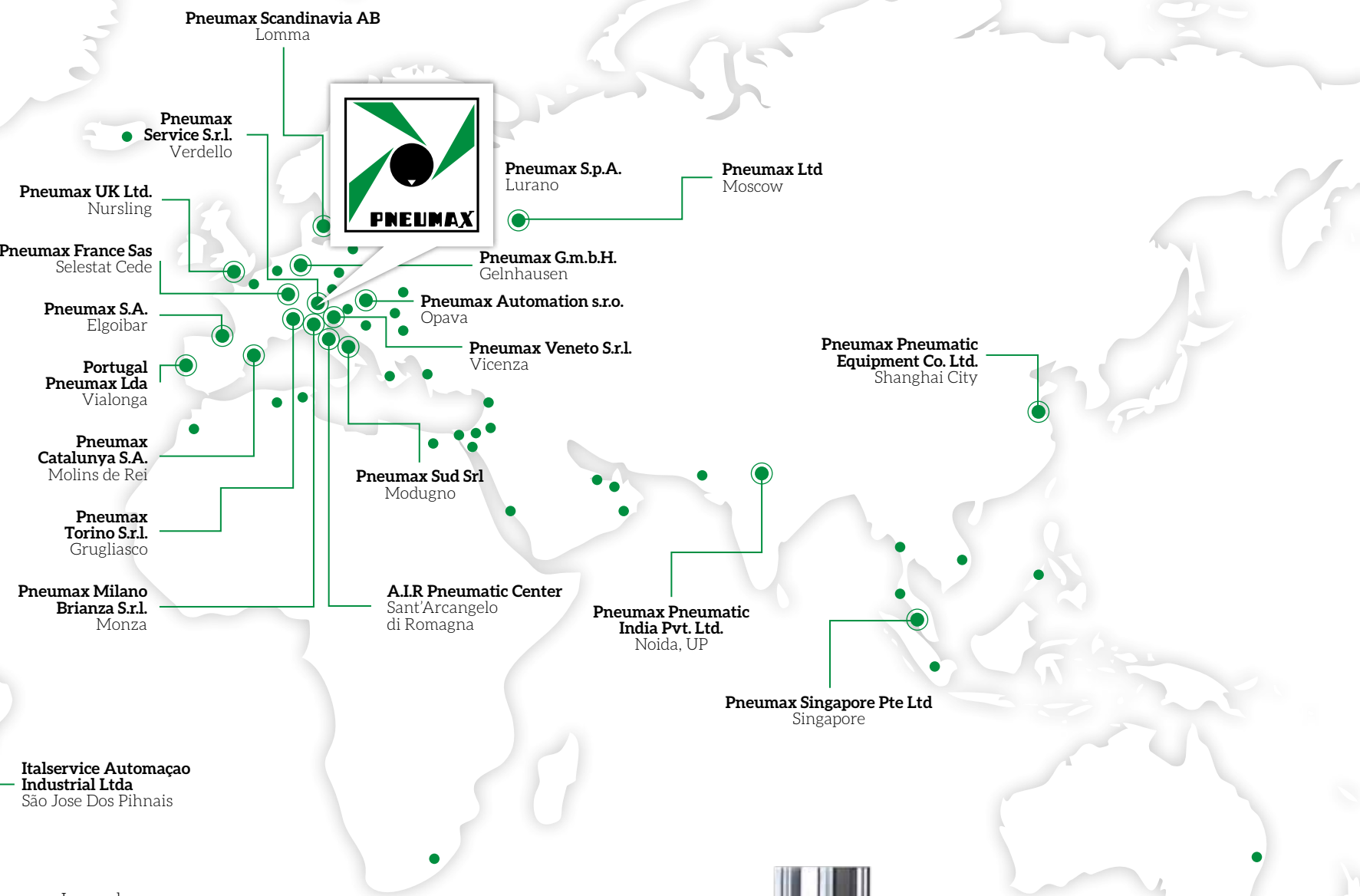
Over **one hundred head offices**, branches and distributors around the world: the Pneumax network is indeed extensive. Quality, **centralised, Italian production** and a commercial and distribution network: these are the simple ingredients that have allowed us to be in the market for **over forty years**.

### **Pneumax: a network which embraces the big and the small.**

We offer our clients total **support** in all phases: from estimate to after sales. A **constant communication of objectives** across the whole Pneumax network, makes us the appreciated partner of both the big players in the market and those of small to medium size.

Pneumax USA Inc.  
Charlotte





Legend:  
 ● Branches  
 ● Distributors



# The innovation chain

The organisational structure has a diverse range of skills. We have two **research and development** teams, a **mechanical division**, an **electronic division**, a **product and process industrialisation team** and a team of experts who maintain the **high quality standards**. We provide everybody with the resources necessary to develop and realise new products independently.







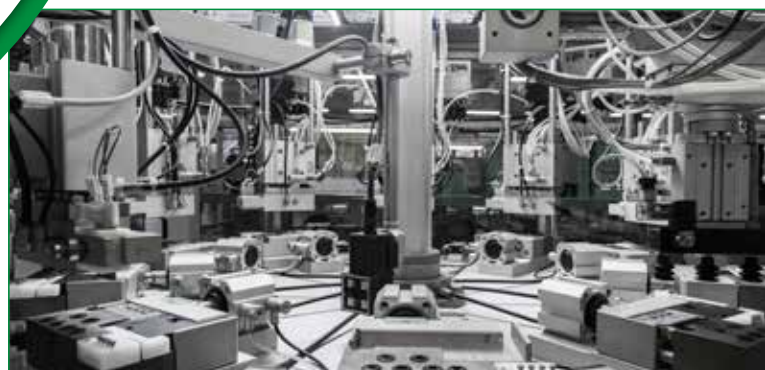
### QUALITY PROCESS TEAM

Verifies and certifies compliance with Pneumax quality standards



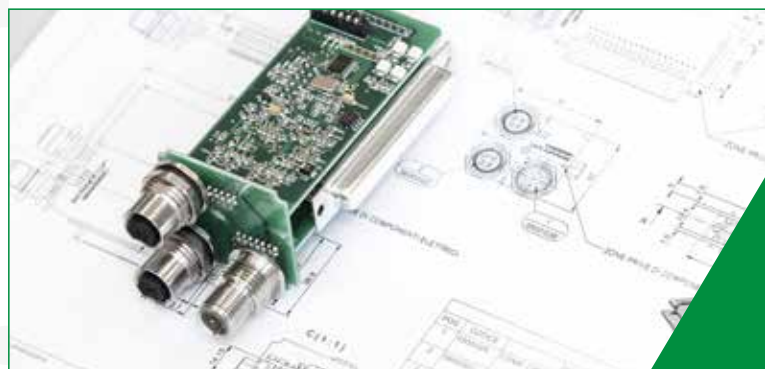
### PRODUCTION TEAM WORK

Channels all the Pneumax know-how into the finished product



### INDUSTRIALISATION TEAM

Develops equipment to make the production processes more efficient



# The value of certified technology

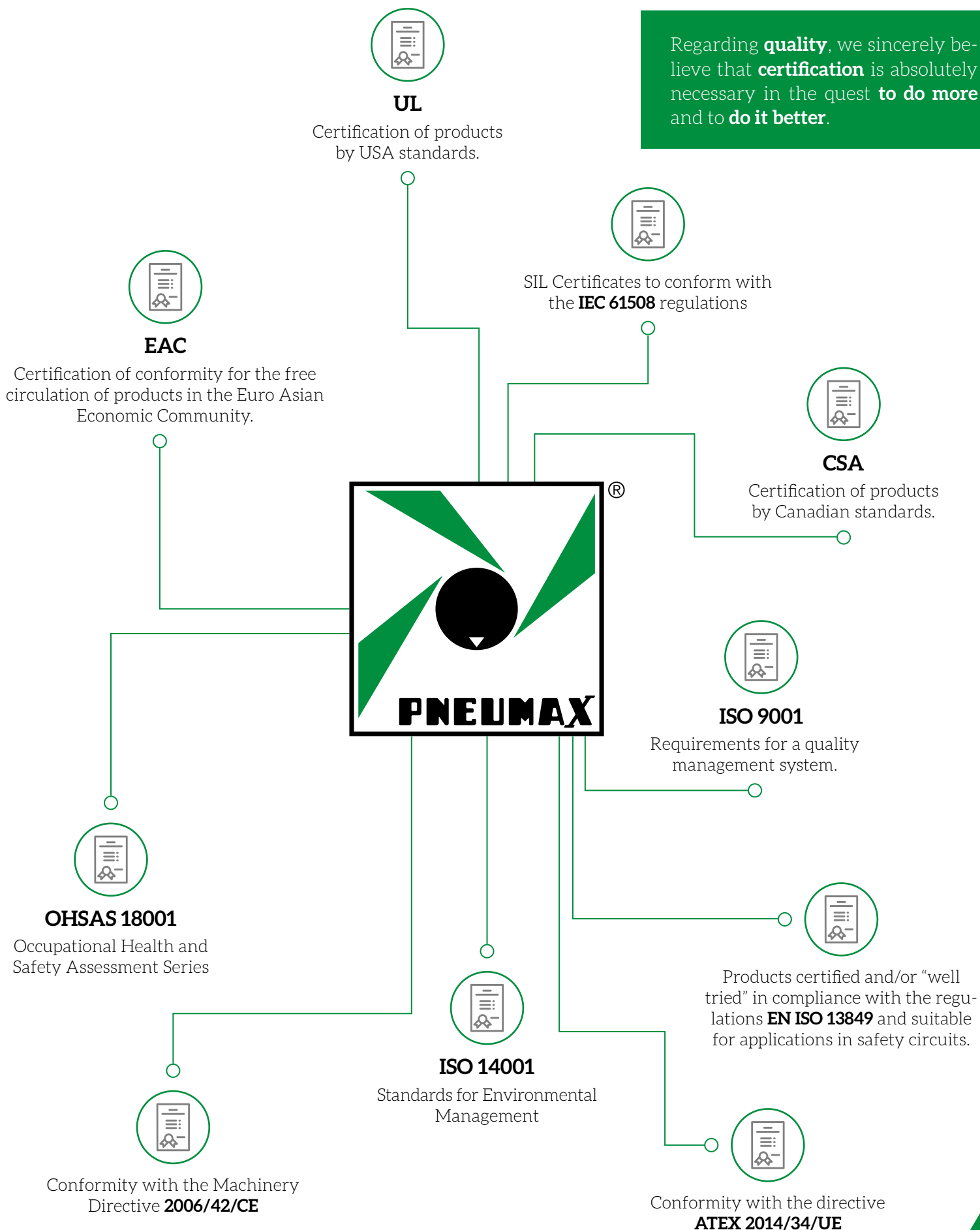
We believe that technology is fundamentally important in our sector but we cannot forget that it is governed by the needs of Man.

Industrial robots, automated work islands, auto-diagnostic systems and, in general, the technology we employ is instrumental in the search for solutions based on the real needs of our clients. Automation must be seen in the context of an intelligent company network where the **human operator** is required to supervise the entire process: from here the necessity is to centre the company mission on his **professional development**.



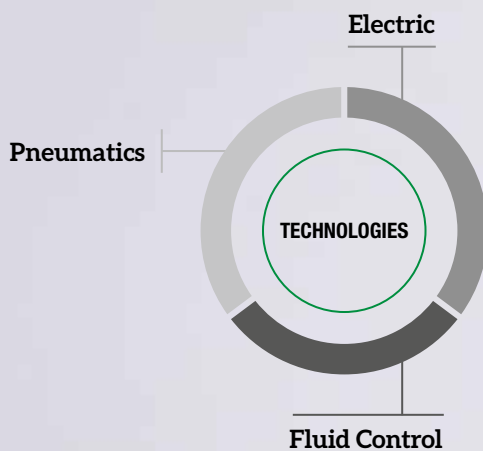


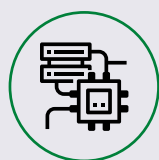
Regarding **quality**, we sincerely believe that **certification** is absolutely necessary in the quest **to do more** and to **do it better**.



# Our products

**Technology, international experience and ingenuity:** our products are the result of a solid, entrepreneurial vision and at the same time, looking to the future, we are driven to improve flows and processes in the name of **efficiency**. Along with personalised production we offer a catalogue rich with **technical solutions** that have made a difference in all industrial sectors: valves and electrovalves, electrovalve islands with integrated electrical connections, modular systems, cylinders and microcylinders, components for the treatment of compressed air, fittings and accessories and specialist products based on client specifications.





**Integrated Electronics**



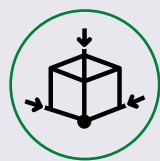
**Real-time Control**



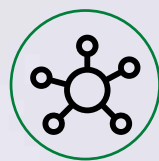
**Ergonomic Design**



**Sensor and diagnostics**



**Reduction in dimensions**



**Component Interconnectivity**



**Energy Efficiency**



# Our strengths

The reasons why our clients are loyal to us and why new ones seek us out



## Human relationships in close-up

We believe that the human being is the fundamental engine of every business process: for this reason, meeting all our stakeholders periodically gives rise to extraordinary opportunities.



## Worldwide network

Being a real international company gives us unprecedented access to new technological, human and cultural influences.



## Financial stability

A flourishing company evokes trust and positivity.





### Creativity

We develop original and personalised solutions: clients who request a custom, creative approach find in us the perfect ally.



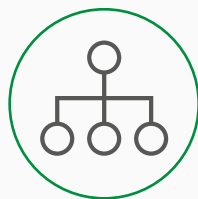
### Know-how

We put our experience at the disposal of clients, suppliers and Colleagues. Over forty years of history make us aware that although much has been done (not only in terms of technology), there is still a lot to do to keep the clients' needs at the centre of our business.



### Sustainability

The continued search for corporate wellbeing is in harmony with the corresponding search for environmental and social wellbeing.



### Business oriented

We are not just any suppliers. We are a true business partner, ready to maximise the entrepreneurial ideas of those who rely on us.

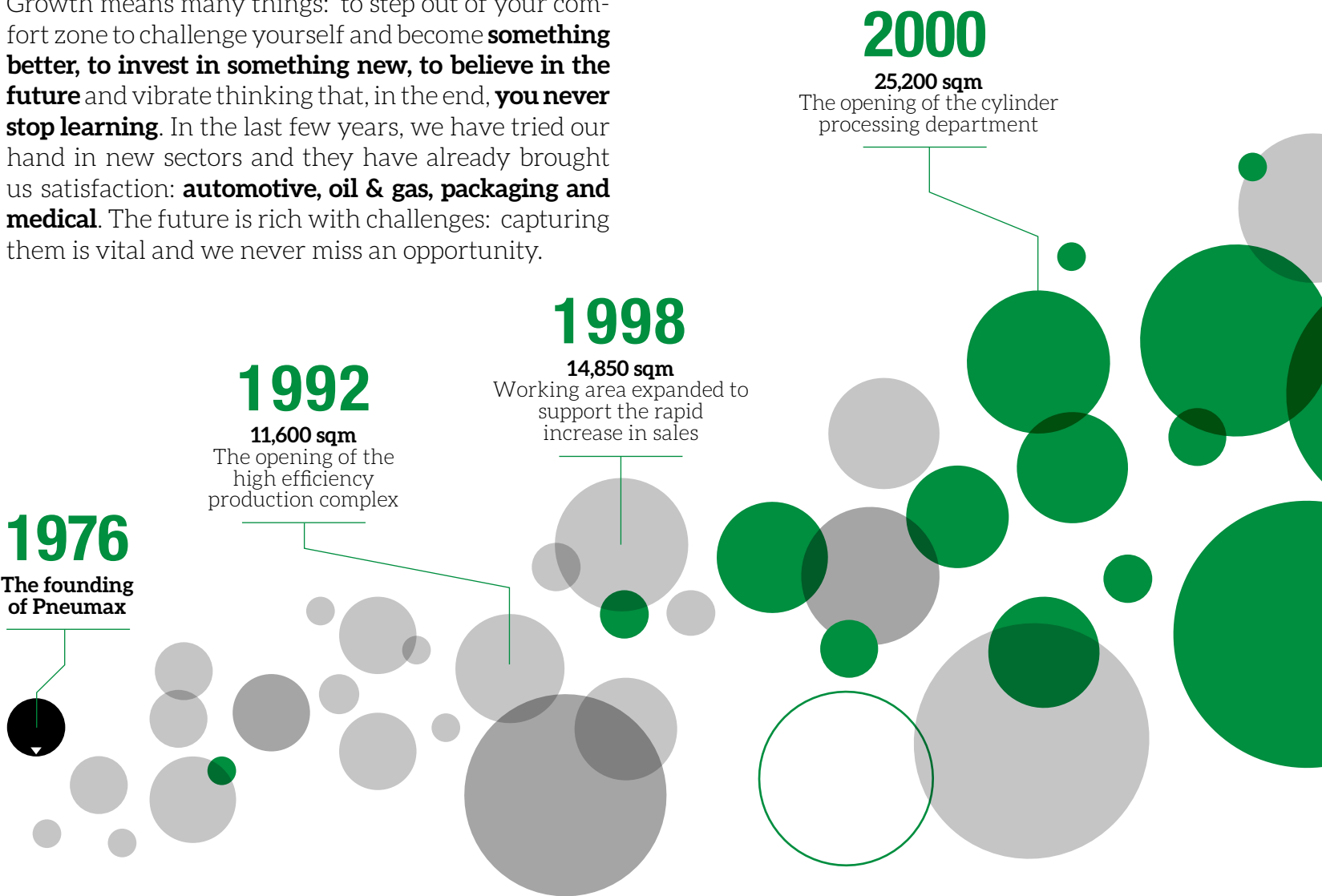




# Open to new challenges

Investing in the future for growth

Growth means many things: to step out of your comfort zone to challenge yourself and become **something better, to invest in something new, to believe in the future** and vibrate thinking that, in the end, **you never stop learning**. In the last few years, we have tried our hand in new sectors and they have already brought us satisfaction: **automotive, oil & gas, packaging and medical**. The future is rich with challenges: capturing them is vital and we never miss an opportunity.



**1976**



**2002**

**34,000 sqm**  
New engineering and advanced assembly division

**2009**

**41,000 sqm**  
Construction of a new office for research, development and innovation

**2016**

**52,800 sqm**  
Inauguration of the mechanical unit and high productivity in 4.0 philosophy



**Oil & Gas**  
Division



**Packaging**  
Division

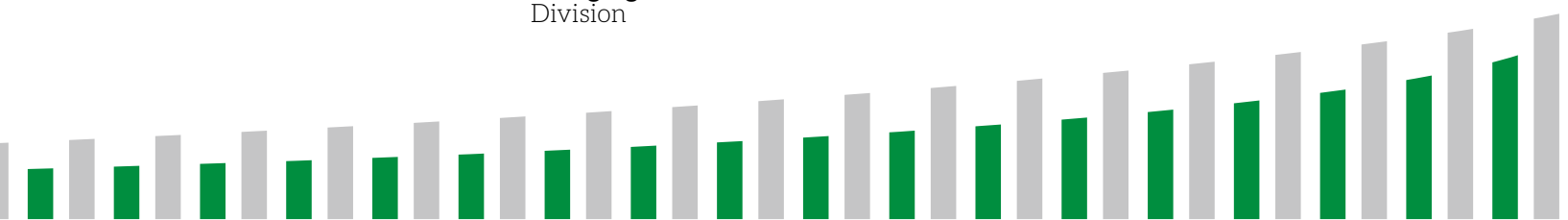


**Wood**  
Division



**Automotive**  
Division

**2018**



**Internationalization process**



**70,000**  
products in the  
catalogue

**660**  
Colleagues

**94,000**  
sqm the size of the Pneumax  
Headquarters, Lurano



# Our numbers

19

Pneumax branches

more than 90

Pneumax distributors in the world

1976

year of foundation

50

countries in the world with Pneumax presence



# People connectivity

The truth is that at the **heart** of every big success there is always a **team**.

The question is not how important the team is, but if you realise that it is fundamental, you will drive yourself to be the **outstanding member**.

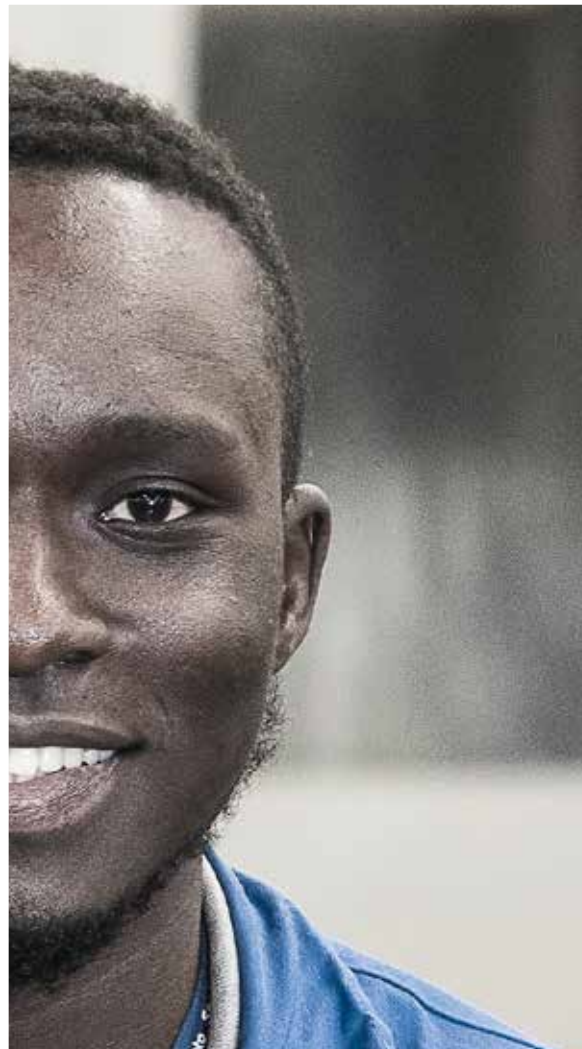
**“Homo sum: nihil humani a me alienum puto”**

*“I am human, and think nothing human alien to me”*  
(Terenzio)



**“ There are no problems  
we cannot solve together  
and very few that  
we can solve by ourselves. ”**

**L. B. Johnson**  
*36th President of the United States*











# PNEUMAX

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