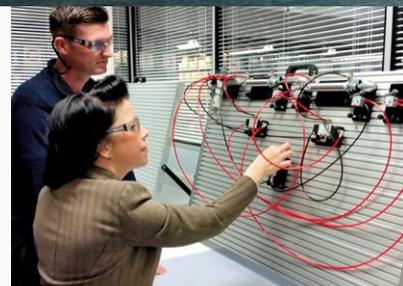


CAMOZZI UK 2017

NEWS

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- Behind the Scenes with Ross Scott
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- Competition Time
- ...& Much More!



Welcome to our 'new look' newsletter! As you will see we've had a bit of a facelift; resulting in the same relevant and informative content, but delivered in a bright, new format that's more in keeping with the vibrant Camozzi brand. We hope you like the changes we've made and look forward to being of continued service satisfying all your fluid power needs. HAPPY READING!



CAMOZZI REACHES A LANDMARK MILESTONE!!

In 2017 we'll be celebrating **25 years** since the formation of Camozzi Pneumatics Ltd, although technically Camozzi products were being sold into the UK market long before being established in its current capacity.

Jeremy Clear purchased the business in 1992 with the clear intention of working more closely with Italy and to capitalise on the strength of the global Camozzi brand.

Camozzi is now one of the major names in the UK's fluid power market with lots of exciting plans for the future!

"The United Kingdom is a very important market for us which is why Camozzi UK has our total support. Together our aim is to provide every customer with industry leading solutions and support. Congratulations on what's been achieved in 25 years."

MARCO CAMOZZI

A WORD FROM OUR MD...

Adrian Farnham's first year as MD of Camozzi UK has coincided with the country's landmark decision to leave the EU. Here he shares his thoughts on the likely effects this might bring:

To date it's difficult to pinpoint any precise or definitive impact of Brexit. At the time of writing we are still no clearer as to a policy or plan from the government. In the interim many would agree that it is right that the government should be keeping negotiations 'close to their chest'. In terms of business, any time of uncertainty usually results in planned investments being deferred.

Prior to the referendum, many economists had been predicting an immediate and in some cases catastrophic impact on the UK economy and consumer confidence should the country vote to leave the EU. But so far these predictions have not come to pass.

I'll be the first to admit that after the referendum result I was holding my breath about where things stood. In reality, and for the short term outlook, analysis would suggest not much has changed? Certainly from a Camozzi point of view, we continue to grow in line with our company strategy, showing positive year on year results and increased market share.

It's a different situation to previous drops in currency, which have usually been triggered by recession. Brexit, however, has got the whole country talking.



As always, there is a tendency to get too caught up in the 'politics of the day'. Camozzi will continue providing our customers with the service and product they have come to expect. There is no getting away from the global society we live in, Brexit or not. Yes a drop in currency may be better for UK manufacturing and exports, but to enable us to produce those goods competitively most of the components have to be sourced from abroad.

Things will doubtless become clearer the further we get into 2017, challenges still await, competition needs to be faced up to and fears need to be confronted, but for the moment we are staying positive about a favourable long term outcome and working closely with our customers to address the likely challenges that Brexit presents.

EXHIBITION ROUNDUP

We will be exhibiting at a number of industry and specialist sector exhibitions during 2017:

Hannover 24-28 April



Camozzi retains its presence as one of 6500 exhibitors at the world's biggest automation exhibition, where an anticipated 200,000 will attend over five days. **Hall 23, Stand B31.**

Med-Tec Innovation Expo Ricoh Arena Coventry, 26-27 April



Med-Tec is the only exhibition of its kind serving the UK and Irish medical sector. Camozzi will join more than 130 companies involved in supplying products and components to the medical supply chain. A full range from the Camozzi C_Fluid Control division will be on display. **Stand 52.**

Motek Stuttgart, 9-12 October



Motek is the only trade fair to clearly focus on all aspects of mechanical engineering and automation. Over 1,000 exhibitors will participate with in excess of 36,000 specialist visitors expected.

SPS IPC Drives Nuremberg, 28-30 November



Users and suppliers of electric automation technology from around the globe gather at this international exhibition, presenting the latest products, trends and industry innovations geared towards automated task solutions.



Railtex NEC Birmingham, 9-11 May



Now in its 13th year, Railtex is the all-encompassing showcase for technological innovation across the international rail supply market, bringing together manufacturers of equipment, systems and services. **Stand V54.**

Made in the Midlands Ricoh Arena Coventry, 25 May



Automation, aerospace, medical, defence and rail are just some of the sectors represented at this important regional exhibition which is now in its 8th year and enjoying annual growth since moving to its new Ricoh Arena home. Major names including JLR, Ricoh, GKN and Mahle Powertrain will join many of the region's specialist firms at this one day celebration of Midlands manufacturing expertise and supply chain innovation.

Compamed Dusseldorf, 13-16 November



The leading international trade fair for suppliers and manufacturers of medical technologies.

CUSTOMER AWARDS



Once again Camozzi is proud to recognise and reward the fantastic work done by our distributors throughout 2016. Taking a bow this year are...

- HAYLEY GROUP**
Multi branch Distributor of the Year
- PENNINE PNEUMATIC SERVICES LTD**
Distributor of the Year (Northern Region)
- KIOWA**
Distributor of the Year (Central Region)
- TECH HOSE**
Distributor of the Year (Southern Region)
- PRM RESOURCE COMPANY**
Distributor of the Year (Ireland)

- TOM PARKER LTD**
Outstanding Sales Performance / Recognition Award
- FURNESS FLUID POWER**
Outstanding Sales Performance / Recognition Award
- ANTIFRICTION ELLESMERE PORT**
Outstanding Branch Sales Performance / Recognition
- ANTIFRICTION BRISTOL**
Online Store Sales

WHAT'S NEW?

BPX PARTNERSHIP FOR C_ELECTRICS



Components for electrical actuation
C_Electrics

Camozzi has long been at the forefront of pneumatic innovation and intuitive development that reflects industry change. This forward-thinking approach and recognition of advancing industrial automation requirements has been the driver behind the formation of our new C_Electrics division.

In the wake of this we're delighted to announce the formation of a partnership between ourselves and technical distributor BPX; suppliers of electronic and pneumatic products to make equipment or processes operate automatically and efficiently. Comments Camozzi MD, Adrian Farnham: **"BPX are an established and well respected business with over 50 year's experience and a customer base topping 10,000. This is a tremendous opportunity to promote C_Electrics, and more specifically our C_Electric Linear range, to a huge range of potential users."**

Dedicated to the development of electric actuation, C_Electrics provides solutions that include electromechanical cylinders and axes with auxiliary motors and accessory components, combined in configurable systems. We are now in the unique position of being able to recommend the most suitable technological solution – be it pneumatic, proportional, vacuum or electric – and having the products and expertise to deliver, all within one company.



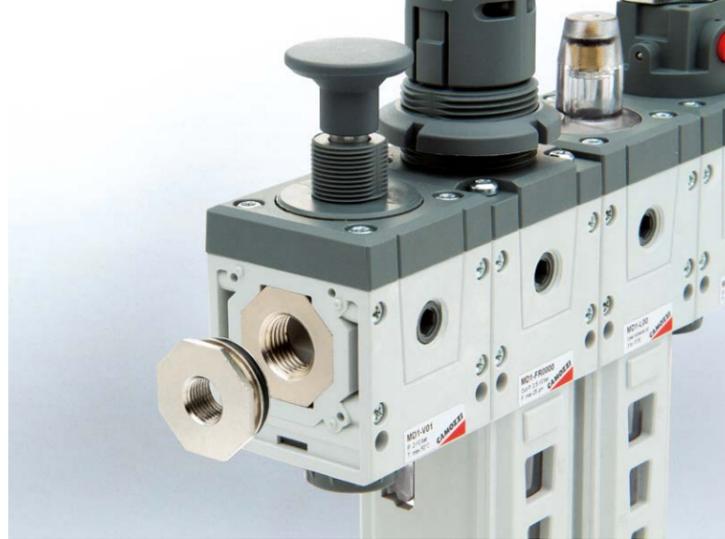
TRAINING GOES ONLINE

The continuing popularity of our training courses and the fact that they are frequently oversubscribed has prompted us to look at new ways of sharing our technical expertise. We are about to embark on our first ever online training modules, the first of which **'Fluid Power Simplified'** should soon be available via a You Tube tutorial.

Every delegate attending training here at The Fluid Power Centre is asked to complete a feedback form. We are proud to share the fact that 100% of responses stated that our Level 1 Pneumatics course met their needs. Over 90% of responses rated the content, presentation and venue as excellent.

"Great course can't believe how much I have learnt in a matter of 2 days."
Liam, Pirtek Wolverhampton

"Fantastic training in a relaxed environment."
Michael, PSSI Penrith



SERIES MD MODULAR FRL UNITS

Camozzi has expanded its range of air treatment solutions with the introduction of **Series MD**, a new range of modular FRLs. The modular nature of Series MD offers many different options and associated benefits. For example, with a minimal stock investment distributors and resellers can offer their customers a multitude of options and immediate availability because they are able to assemble various configurations without the need for specialist training or tooling. Base units can easily be assembled with threaded cartridges (1/8, 1/4 or 3/8) or with cartridges for tube connections (6, 8, or 10mm). A wide variety of pre-assembled air treatment units will also be available from UK stockholdings for same day despatch.



UK ASSEMBLY OF VALVE ISLANDS

Multipole Valve Islands, including **Series F & HN** which are widely used across the food, automotive, medical, handling, process, robotics and a multitude of other industries, are now available for next day delivery, with online configuration tools available for our customers to gain a better understanding of their workings prior to placing orders.

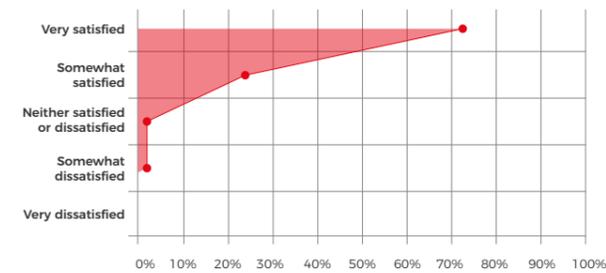
BONOMI ACTUATED VALVE WORKSHOP

Bonomi (UK) Ltd, one of our sister companies here at The Fluid Power Centre, is now able to offer a rapid bespoke actuated valve build service from its in house workshop. The company's comprehensive ex-stock product range gives it a huge array of components from which to select, including single and double acting pneumatic and electric actuators. Using valves and actuators from the same company eliminates the risk of non-compatibility, as well as ensuring consistently high component quality. The valves are despatched the same day, fully assembled and tested, in order that they are immediately ready for customer use.

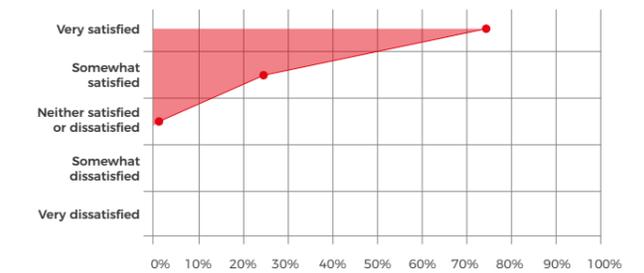
2016 CUSTOMER SATISFACTION SURVEYS

Once again we have fared well in our annual customer satisfaction surveys with some **extremely favourable** feedback. Like any responsible and forward focussing company we are always looking for ways in which we can improve the service we provide.

Distribution - overall, how satisfied are you with Camozzi?



OEM - overall, how satisfied are you with Camozzi?



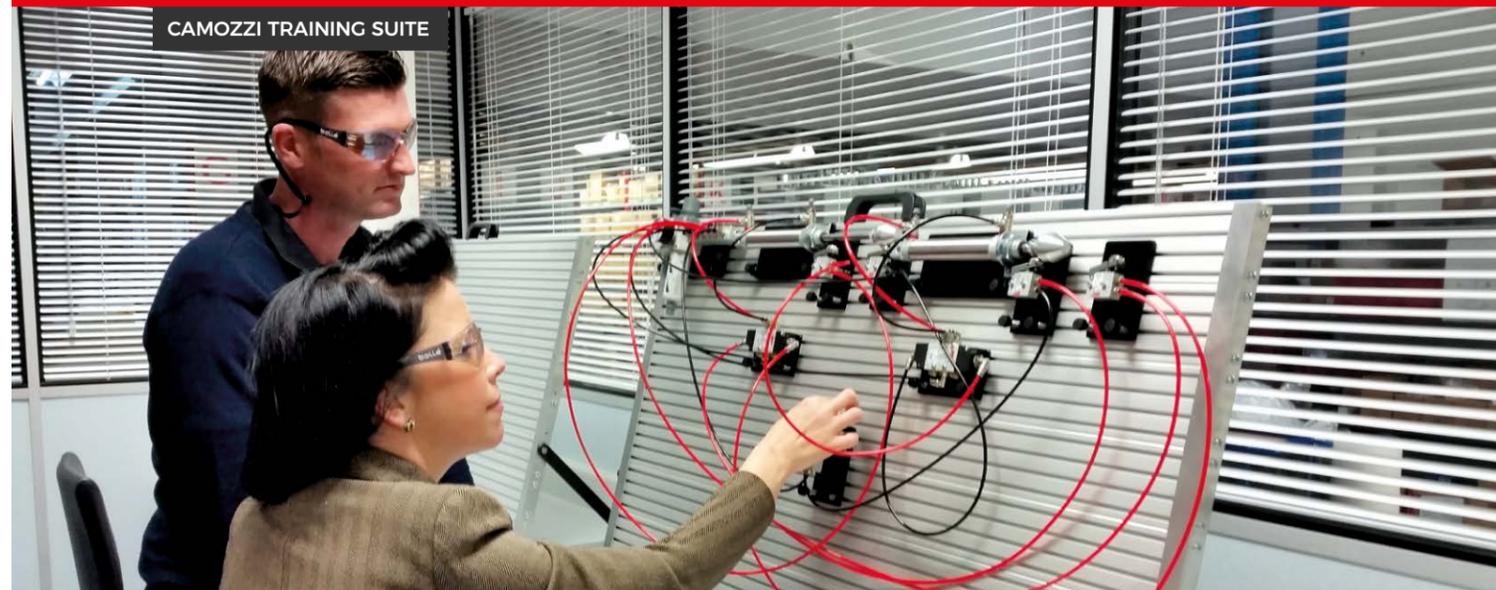
ULTRAVALVE JOINS THE FLUID POWER CENTRE FOLD

Our sister company, Bonomi (UK) has acquired one of its largest UK distributors, Ultravalve Ltd. Halesowen-based Ultravalve Ltd has been a Bonomi distributor for more than 20 years and enjoys a strong reputation across the West Midlands; employing 9 staff and achieving annual sales in excess of £1 million.

Ultravalve will continue to operate from its current business premises as a wholly owned subsidiary, and is excited about the new opportunities that Bonomi ownership and links with Camozzi will bring. Ultravalve managing director Bill Brach explains:

"We have been a distributor in the process industry for over 30 years and are also a specialist supplier of RPZ Valves offering supply, installation, testing and ongoing maintenance. In addition to the Bonomi ranges, Ultravalve also offer Mondeo and Vexve products through exclusive UK distributorships."

CAMOZZI TRAINING SUITE





BEHIND THE SCENES WITH ROSS SCOTT

Camozzi's Southern Key Account Manager Ross Scott has worked in the pneumatics industry for over 30 years, so he certainly knows a thing or two about fluid power! His last 22 years have been spent with Camozzi and he takes care of Key Accounts in the southern region. Originally from Luton in Bedfordshire, he now resides near Exeter and is rather partial to the occasional cream tea!!

What do you most enjoy about your roll with Camozzi?

I like the fact that no two days are ever the same, using my knowledge to advise on product choices and the challenge of winning new business - Once new customers have switched to Camozzi we're very good at hanging on to them thanks to the consistently high levels of service we achieve.

Has much changed since you've been involved in the Fluid Power industry?

When I first started out the UK was a hive of manufacturing and markets and customers were largely home based. Today so many have left the UK that it's completely changed the landscape and presented new challenges and opportunities.

We hear you're also a fully trained football referee?

I got up to Semi-Pro standard, but reluctantly had to give up when I reached 45 as the rules then dictated. I love all types of sport and I'm a lifelong Luton Town supporter; following them since the 66/67 season - I still get to see them about twice a month both home and away.

Most memorable time with camozzi?

That would be when I visited The Gambia as a referee and took along a load of Camozzi pens, paper and stationery to donate to an impoverished local school. When we found out the school was under threat of closure due to there being no mains water, I clubbed together with two other refereeing colleagues and we donated the money to enable them to install a pipeline and keep the school open.

And when you're not hard at work?

I like to drive the classic Mk1 Golf GT Cabriolet I treated myself to a few years ago - it had one previous lady owner and it's done just 54,000, so still in pretty good condition. I also enjoy going to the theatre, both in Plymouth and whilst visiting my daughter in London. I've also spent quite a lot of spare time doing up a run down bungalow we bought a while back - in fact it's just as well I was forced to hang up my referee's whistle or I'd never have found the time!



What's all this about cream teas?!

My weakness for scones has become something of a standing joke in the office - but I stress, it has to be a Devon Cream Tea, not the inferior Cornish variety. Just to clarify, the Devon Cream Tea has the cream on first then the jam, the Cornish put the jam on first followed by the cream, which is just plain wrong!

A FITTING TRIBUTE

Camozzi has sponsored a major international wheelchair tennis event in memory of late founder Attilio Camozzi, who died in 2015 at the age of 78.

Attilio began Camozzi with his brothers Luigi and Geromino back in 1964, and the family felt that the memorial match would be a fitting tribute to a man who had done so much to support sport during the fifty years he spent helping establish Camozzi as a major force in pneumatics and fluid power.

The 4-day Camozzi Open 2016 event was staged in Brescia, close to Camozzi's headquarters and attracted more than 50 entrants from around the globe. The men's singles title



was won by Polish player Tadeusz Kruszelnicki, whilst Italian player Giulia Capocci, was victorious in the Ladies Singles.

Wheelchair tennis has been in existence for 35 years and is one of the world's most popular wheelchair sports and Paralympic spectator events.

CAMOZZI BACK IN POLE POSITION

The heyday of **Camozzi's F1 sponsorship** is set to be celebrated in a new motor racing video game. Set back in the 1990's when Camozzi were a major supporter of the McLaren team and famous name drivers including Ayrton Senna, Mika Hakkinen and Martin Brundle were behind the wheel, the new game will feature cars in their original decals, meaning that the Camozzi logo will once again take centre stage! We hope to bring you a further update in the next newsletter following the game's launch.



CAMOZZI TAKES THE RACING LINE

Camozzi has become the main sponsor of reining British F3 Champion George Line. The hotly tipped young driver from Leicester, scooped the title in his debut season and is this year racing a full FIA International spec Honda engine: putting him on a level footing with competitors' previously more powerful Mercedes and VW Formula 3 engines. He comments: "With help from our new headline sponsor Camozzi, I'm looking forward to another hard fight for the championship".

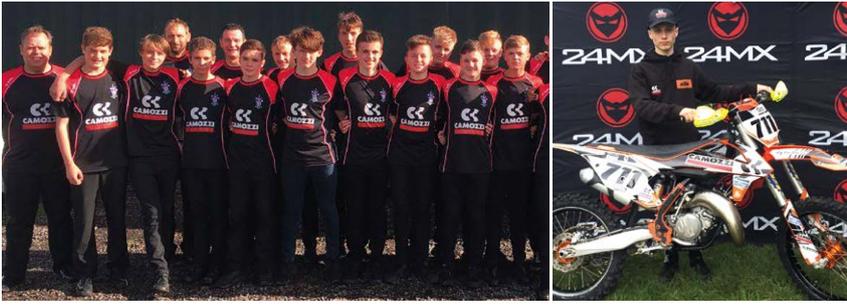


Looking back it's amazing to see how our branding has developed over time. Take a look at these retro items and see if you can guess the year?



RETRO CORNER

OTHER NEWS



SUPPORTING SPORT FROM THE ROOTS UPWARDS

Camozzi has been involved in some pretty high profile sports in the past, but we also recognise the importance of giving assistance at grass roots level. We're currently sponsoring **Nuneaton Rugby Football Club's Under 15's** team with kit and tour shirts and we're also supporting up-and-coming **Motorcross rider Ethan Oram** in the MX National Motorcross Championship. Each year we'll be setting aside £500 for worthwhile grass roots sporting initiatives, so please do let us know if you know of a team or individual that might deserve our backing.

GOING FOR GOLD



MADE IN THE
MIDLANDS

We're proud
to announce
that Camozzi

has become a **GOLD** member of the **'Made in the Midlands'** manufacturing business group, giving us access to a host of business creation and marketing opportunities. The organisation aims to raise the profile of Midlands based manufacturers by recognising and championing high standards and encouraging networking and partnership opportunities, thereby bringing together suppliers with prospective customers.

CORPORATE HOSPITALITY

As in previous year's, Camozzi will continue to host a number of corporate hospitality functions throughout the year. Wasps Rugby and selected Leicester City home games are just a few of the options we're currently considering, so please **watch this space!**

NON-STANDARD CYLINDERS HIT THE QUARTER OF A MILLION MARK

Our same-day, non-standard cylinder production has hit an impressive landmark with the production of our **250,000th cylinder!**

Comments Camozzi UK's managing director **Adrian Farnham**: "Our same day build and breakdown service has become renowned within the industry for its speed and reliability. The quarter of a million milestone is testimony to just how successful it has become and we are now busier than ever."

NEW STARTER

We are pleased to welcome **Daniel Geraghty** to the sales team. Daniel will support distribution accounts in the south and will benefit from Ross's vast experience.

COMPETITION TIME!

In keeping with our Italian roots we are offering our customers the opportunity of **WINNING** a **NESPRESSO** machine to ensure perfect coffee all the time!!

All orders received over **£2,000** throughout 2017 will automatically be entered into a draw to receive one of three machines. Winners will be announced in January.

Terms & conditions are available by contacting marketing@camozzi.co.uk

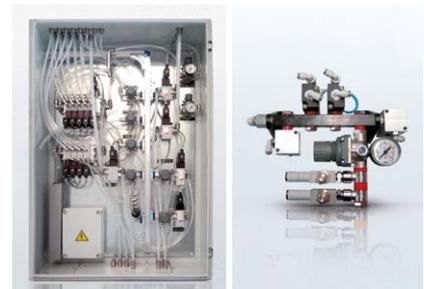


NESPRESSO



System Engineering Solutions C_Solutions

2016 proved to be a **record breaking year** for our C_Solutions offerings which encompasses pre-assembled kits, special products, control panels and systems. Camozzi UK is home to a wealth of technical expertise in this area so please let us know if we can help.



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