

Big Projects for LU-VE in Austria and Germany

Director of LU-VE Group, Mr Fabio Liberali

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The LU-VE Group is the combination of experience, tradition, forward thinking and innovation. The quality of the Group's products is testified by the fact that in a country as selective as Germany, prestigious brand market leaders have chosen LU-VE as components supplier because of its innovative, energy saving and environmentally friendly solutions.



Aerial view of the LU-VE Group headquarters in Uboldo, Varese, Italy

Today LU-VE SpA controls the LU-VE Group. There are seven manufacturing companies and seven sales offices in the LU-VE Group include: LU-VE SpA, of Uboldo, in the province of Varese, which makes heat exchangers for refrigeration, air conditioning; Tecnair LV of Uboldo, which makes close control air conditioning for surgical rooms, white rooms, computing rooms and telephone exchanges; SEST SpA of Limana in Italy which makes static evaporator coils for refrigerated counters and display cabinets; SEST-LU-VE-Polska of Gliwice, Poland which makes static evaporator coils for refrigerated counters and display cabinets; "OOO" SEST LUVE of Lipetsk Russia, which makes Static evaporator coils for refrigerated counters and display cabinets; Heat Transfer Systems s.r.o. of Novosedly of the Czech Republic which makes coils for air conditioning, refrigeration and special applications; Shanghai Century Equip. Co. Ltd. Of Shanghai China, a joint venture with LU-VE for the assembly of commercial evaporators produced in Italy and destined exclusively for the Chinese market.

LU-VE is also represented by 10 commercial companies in France, Germany, UK/EIRE, Poland (Warsaw and Gliwice), Russia (Moscow and St.Petersburg), Spain, Costa Rica and Australia. A network of competences - experts, technicians and highly-skilled staff - at the service of customers to satisfy their special needs.

There are 1,060 employees and 95,000 m² of production space and 1,000 m² devoted to R & D laboratories. 70% of production is exported to 90 countries around the world.

A New Managing Director for the LU-VE Group



The Managing Director of the LU-VE Group, Matteo Liberali meets the Australian WorldSkills Gold medalist Nash Mason

At their meeting on the July 28, 2008, the Board of Directors of LU-VE - at the proposal of Board Member Professor Marco Vitale, and having heard the opinion of the Board of Statutory Auditors - proceeded to nominate Matteo Liberali as Managing Director of the company. The editorial staff of LU-VE's *What's New* join with all the employees of the LU-VE Group in wishing Matteo Liberali all the best in his new role.

Prestigious Contracts in Germany and Austria

In the past months, Volkswagen ordered for its research centre of Wolfsburg four LU-VE EHL D Dry Coolers with Dry and Spray, while Mercedes ordered for the air conditioning installation of its new R&D centre in Stuttgart seven LU-VE EHL D Dry Coolers also with Dry and Spray.

The same choice was made by Messe Frankfurt, which for the new Hall 4 which ordered 11 EHL D. Now Messe Frankfurt has ordered 16 more EHL D Dry & Spray (18 fans) for the new Hall 11.

Another important German car manufacturer, BMW, is going to install five 18-fan EHL D Dry Cooler machines equipped with Dry & Spray System, in its factory in Lipsia.

The LU-VE units are for cooling water used in the process of pressing the door and bonnet panels. In 2003 the LU-VE Group had already supplied five 12-fan SHLDN units for the water cooling process and an additional sixth machine has recently been ordered by BMW to complete the installation in question.

Moreover, three 18-fan EHL D Dry Cooler units fitted with Dry and Spray, and

complete with regulators are to be installed at the Marburg University Hospital, in combination with a new facility from Siemens Medical Solutions for the treatment of tumours. The Siemens equipment, the second of its type in the world, is for the treatment of certain tumours which are difficult to cure because of their location or proximity to vital organs. The system, which will be cooled by LU-VE's EHL D units, uses protons and heavy ion beams. According to the project managers, approximately 2,000 patients a year will be able to undergo this new therapy. In the past weeks, Wienstrom GmbH, the largest utility company in Austria, supplying electrical power to some 2 million people living in and around Vienna has ordered EHL D D&S units to equip four chilling stations, along a 380,000V power cable. LU-VE will provide 8 EHL D units.



The installation of LU-VE Dry Coolers at Messe Frankfurt (Featured in January 08 Celsius)

"Leadership with Passion" is not just the claim of our communications department, it is the living spirit of a programme, which is being appreciated more and more in the technologically advanced world of prestigious international companies.

Innovation as a Tradition

In line with the LU-VE Group's long-standing tradition, we present at Chillventa 2008 the fruit of our leading-edge research and development which, as always, is our distinguishing mark.

New FHC Range of Cubic Commercial Unit Coolers



The new FHC range of Commercial Unit Coolers

Our biggest news which we are very happy to bring to your notice is certainly represented by the new FHC range of cubic commercial unit coolers, descendants of the glorious SHC family, which for years has been a reference point for all the operators in the industry. The new-born FHC series (where F stands for "Future") represents an evolution and an enlargement of the SHCs: brand new fans, with low energy consumption (diameters from 275mm to 500mm); new, modern-design attractive casing; new combinations of extremely efficient coils with new fin spacing and five different fans; and very wide capacity range from 1.6 to more than 82kW. The Jetstreamer® directional grill is also new. It is the result of lengthy trials in the LU-VE wind tunnel, giving a notable increase in performance in terms of air flow and air throw. FHC cubic commercial unit cooler range is certified according to Eurovent standards.

New SAV-EAV 500-630-710 Air Cooled Condensers with Axial Fans



The New SAV EAV 710 model

Continuing the process of evolution working on the principle of combining maximum power with minimum noise, the LU-VE Group presents SAV-EAV 500-630-710, an especially innovative range of medium power air cooled condensers (from 13 to 430kW) with axial fans. This new generation reduces energy consumption by more than 10% and noise level by 3 dBA. Moreover, the newly developed SAV-EAV 710 range with totally new ventilation, has noise levels the same as the previous series but with exchanger power 25% higher.

New CDH Dual Discharge Industrial Unit Coolers



The new CDH dual discharge industrial unit cooler

In order to fully satisfy the demand for dual discharge industrial unit coolers (ideal for applications in modern refrigerated warehousing and processing rooms), the LU-VE Group has developed the brand-new CDH range. These combine leading-edge exchanger geometry with several fan

options so that they can be adapted to the requirements of the plant and the project.

The new CDH series is made up of three basic versions with a power range from 9.5 to 120 kW and four different fin spacings: 4.5, 6, 7.5 and 10mm:

- 450mm fan diameter version, high power and very contained dimensions;
- 630mm fan diameter version - 6 poles with extremely reduced energy consumption;
- 630mm fan diameter version - 4 poles for extremely high heating power.

Latest Generation of "Dry and



LU-VE's John Mignano and Murray Carter with the EHVD Dry Cooler with Dry and Spray (The first Australian dry cooler application in Australia in January 2009 Celsius)

Spray" Dry Coolers

We also present at Chillventa the latest generation of the LU-VE "Dry and Spray" System to maximize the performance of condensers and dry coolers – high technology, energy savings and care for the environment. The latest generation of "Dry and Spray" (installed by German car makers BMW, Mercedes, Volkswagen, and Wienstrom GmbH and Frankfurt Exhibition Centre) is the most advanced product of its kind, the result of heavy investments in research and development.

LU-VE's Dry and Spray models are able to reduce water consumption and operating costs, even eliminating the water recycling and the consequent risks associated with Legionella.

LU-VE Headquarters Goes Green

The LU-VE Group's success in the international market derives also from its policy of leading-edge research and development and its respect for the fundamental principles of protecting the environment. With this in view, the headquarters of the Group in Uboldo has installed an extremely modern photovoltaic system, which using the light of the sun, will produce over 227,000 kWh in only its first year, with a saving of almost 50 TOE (Tonnes of Oil Equivalent) and a consequent reduction of emissions which lead to atmospheric pollution and the greenhouse effect (e.g. cutting out more than 112,000 kg of m²/year).

TECNAIR LV: The New C Series is Expanding

Tecnair LV continues to expand the new C Series with new models and cooling powers. The new C Series now starts at 5 kW and goes up to 150 kW in both direct expansion and chilled water versions for up or downward airflow.

The innovations to the C Series concern the plug fans, the electronic expansion valves and the evolved microprocessor to control the machine. These are leading-edge solutions which optimize energy efficiency and minimise the amount of space taken up.

The plug fan system in fact allows a very high air flow while at the same time reducing the footprint of the unit giving high capacity without occupying precious ground space.

The C Series is innovative in its colour (dark grey) and its panel structure. These solutions are especially appropriate for data centres, computer rooms and telephone exchanges, but also in museums, libraries and all environments which require precise air conditioning



The New Tecnair LV C-Series

The C Series, together with the hospital H Series the current standard for conditioning in operating theatres and hospital environments, and the "Air Ceiling" for ISO five rooms, places Tecnair LV once again at the top of the market in the close control air conditioning sector.

LU-VE's Sprit of Innovation and Tradition for Forward Thinking

David Goodwin

During Chillventa 2008, I met the Presidents of LU-VE SpA, Mr Iginio Liberali, and SEST SpA, Mr Pierluigi Faggioli. Also at the meeting was the Managing Director of LU-VE Contardo Pacific, Mr John Mignano.

"From 1965 to 1976 were terrible years in Italy with the unions and their attitude towards the industry.

Mr Contardo who originally owned the company decided to leave and he went abroad to Spain. The international approach and innovation was still in the company but without Mr Contardo the company declined," Mr Liberali said.

"My career was with Italian industry. When I took over Contardo in 1986 and

to have the patience to cultivate good people inside the company."

SEST Refrigeration Coil Manufacturing

The gravity coil was one of the original LU-VE product lines, according to Mr Liberali. "The technology was very old and inappropriate so we had to decide to update the plant or do business with somebody else. The market originally set up by Contardo was declining so it was the best solution to enter into a partnership with SEST which had the technology needed for the future," he said.



From Left: LU-VE Contardo Pacific's Murray Carter, LU-VE UK's General Manager and Steve Taliadoros, LU-VE Contardo's Managing Director John Mignano, WorldSkill's Gold Medallist Nash Mason and LU-VE Group's Managing Director Matteo Liberali

Contardo was the original company founded in Milan in 1928 by the Contardo family, establishing a reputation for its heat exchange technology throughout Europe. It was an international company with three plants in Italy, Spain and Norway, according to Mr Liberali.

"The tradition of the company was to be international, even if it was originally a European company. Globalisation at the time was not in the picture but the spirit of innovation was there," he said.

"Then Contardo was sold to an American company called Gould Electronics in the early 1970s, but they were not able to understand how to do business in Italy. There is a big difference in Italian manufacturing based on family traditions and cooperation between the managers and the workers.

"If you are a manager in Italy you know the business from both sides.

restarted the traditions of Contardo with the idea of taking with me the engineering intelligencia of the country from the Polytechnic of Milan. I wanted to introduce again the spirit to be forward thinking in business. When Contardo decided this policy its name was well known because it used to distribute its products all over the world. I named the company LU-VE Contardo. LU-VE means 'Lucky Venture'.

"We decided that it was the time to have two policies, commercially to be global and in production to be European.

"All of our people have the same spirit. The spirit is men, women and ideas. These people have the integrity to do the job and respond with dynamic action and with patience," Mr Liberali said.

"We say as a principal there is no product or technology that could not be improved. To look to be the best and not stay the way you are. You need to work every day



SEST's Italian operation at Limana

SEST SpA was established in 1974 by Mr Faggioli because of a need for evaporators for Costan SpA manufacturer of refrigerating cabinets, and has had an important commercial growth thereafter serving today all the main producers of refrigerating cabinets, thus becoming the European leader in the market place.

SEST became part of the LU-VE Group in 1991, and at that time made static evaporator coils for refrigerated counters and display cabinets.

"Because our customers in Eastern Europe expected less than two weeks for delivery our business suffered from delays and transport costs. This is the reason why we started factories in Poland and Russia. When we have reached good growth in Russia we will look at India or another country, Mr Faggioli said.

Today the SEST Group beside SEST SpA combines both SEST-LU-VE-Polska of Gliwice Poland, and "OOO" SEST LUVE of Lipetsk Russia, both making static evaporator coils for refrigerated counters and display cabinets.

Management, technical expertise and R&D comes from SEST's headquarters in



From Left: John Mignano, Executive Assistant Sandra Spinella and President of SEST SpA, Pierluigi Faggioli

Limina in northern Italy. SEST specialises in the manufacturing of finned heat exchange coils for the commercial refrigeration, air conditioning systems/cooling ceiling applications, chillers and heat pumps.

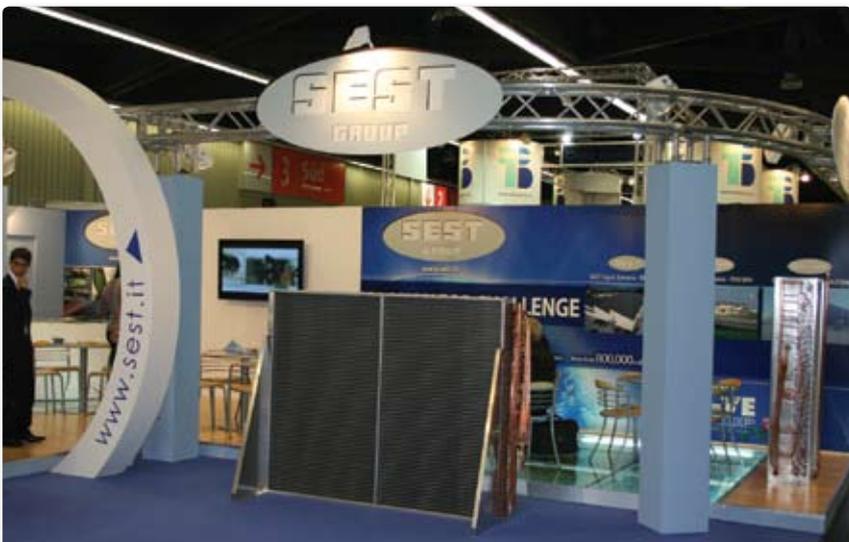
"The reason for the growth of SEST Group is our production capacity, fulfilling the quantity and quality requirements of our customers.

The SEST Group constantly strives to improve logistics and provide quicker and more reliable deliveries, optimising our customers' working capital.

According to John Mignano, the two refrigeration OEMs in Australia which could be in the market to buy SEST coils are Fridgerite and Austral which make their own coils. "The problem is importing the coils from Italy is not cost effective," he said.



The smaller range of SEST heat exchangers



Larger SEST refrigeration heat exchangers for refrigeration and HVAC applications

The SEST coils are being exported into Australia in the finished product by DeRigo. SEST is in Australia with ice cream manufacturing equipment like Tasselli, Framec, Carrier and Linde refrigeration equipment

"I import some standard size coils in case an OEM needs a standard product from LU-VE in Australia. It's more as a back up service to customers but they need to stay within a certain size," John said.

A Sprit of Innovation in LU-VE's Australian Operation

The Managing Director of LU-VE Contardo Pacific, John Mignano, first met Mr Liberali in Chicago at an ASHRAE exhibition in 1993. Today LU-VE Contardo Pacific has six permanent staff in Australia. "We don't need a big staff and an extensive distribution network of independent wholesalers for its refrigeration equipment and specialised air conditioning products," John said.

"Our LU-VE's staff back up the distribution network and do all the logistics of importing the products including: warehousing, distribution, pricing and sales back-up.

"Our distributors understand that they need to keep enough stock to sell the product. We don't need direct customers as much as he needs distributors who can work closely together as independent partners. Each partner understands how to sell the products. The resellers understand that process."

To be ahead of his opposition, John regularly flies engineering consultants to LU-VE manufacturing plants so they understand the manufacturing process and the application of each of the product lines.

John sees LU-VE's role in Australia covering the "big picture" and thinking outside the square. He sources the complete product range. He has close and regular contact with his distributors.

In 2006, LU-VE became a sponsor of the WorldSkills National competition, offering a prize of a trip for the top apprentice gold medallist. This year, he offered a trip to Chillventa to WorldSkills 2008 gold medallist, Nash Mason.

LU-VE is a big supporter of RACCA and in 2008 sponsored the first RACCA Dinner during ARBS 2008.

This year LU-VE has started a manufacturing venture after researching the condensing units of the competition in the Australian market. We are now making the Hitec Green range of condensing units up to 50 kW, with HTS Condensers at our headquarters at Thomastown in Victoria," John said.

"We were very fortunate to find John Mignano who is enthusiastic and dynamic and has an entrepreneur's vision like Mr Faggioli and me," Mr Liberali said.

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