

PREMEK MAGAZINE #02-2018

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40th
1978-2018
**40 YEARS
OF INNOVATION**

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OUR FIRST 40 YEARS. A history focused on tomorrow.



combine it with the smart approach that the new digital generations bring. We celebrated four decades in business, but what counts here is that Premek Hi Tech is all about the future. I was already committed to transforming situations ahead of the pack when I started out, with ten years' experience working up through the ranks of some of Italy's top engineering companies, an

What do the first forty years of the company I founded represent for me? The commitment of a lifetime. A story to tell, a milestone poised to become a new starting point, a moment to celebrate with my family, partners, all my staff, customers and suppliers. The value of reciprocal trust and the ability to be a team player, but above all the demonstration that I was right to always focus on tomorrow, and sometimes even to jump without a parachute.

We set up in 1978 and by the late 80s we were one of first precision engineering firms in Italy to break away from established mature sectors to focus on the requirements of the automotive industry. And we struck out boldly again years later, when we sensed that the time had come for us to grow in highly evolved sectors, like aviation and aerospace engineering. After that, in recent times, we realised that if we wanted to keep supplying the Northern Europe markets, vital to us, we would have to face the 4.0 revolution head on. We did it - and I am proud to admit - before the law changed, bringing financing for those who computerize their business.

Now our factory is totally digital. To beat this challenge, we hired young people, new figures, who have turned out to be indispensable. The average age of our staff is 38 years old. That doesn't mean that we don't value the importance of experience, but that you have to

Italian high school industrial engineering diploma and my suitcase in hand, ready to seek out customers and business relationships abroad, knowing that the most demanding markets were already closely studying the quality of Made in Italy microengineering, even back then. I was proved right in time: now Premek Hi Tech exports almost 90% of its production to 22 countries, including the USA, Canada and Mexico, serving more than 400 customers.

What else can I say? With my children, Marco and Francesco, aged 42 and 35 respectively, in key positions, I am proud to head a company that today invests 10% of turnover in research and development, believes in business networks and despite having just celebrated forty years in business, already has its eye on the next forty years. There's plenty to do yet, and we are readier than ever.



President
Gino Camuccio

News of our certifications

We've now got UNI EN ISO 14001:2015 certification the international standard with voluntary adherence which specifies the requirements of an environmental management system.

Our UNI EN ISO 9001 certification was upgraded to the 2015 version, the standard that defines the steps for guaranteeing the level of product and service quality that the company says it possesses.



MORE CERTIFIED QUALITY AND MANAGEMENT: We've got UNI EN ISO 14001:2015 and the 2015 UNI EN ISO 9001 upgrade.

There is always a steady stream of news of every type at Premek Hi Tech. Evolving is a pillar of our business philosophy. Our commitment to constantly expanding and updating our certification system is proof of that.

We have received the UNI EN ISO 14001:2015 environmental management standard certification whose regulations cover both internal factors, including waste water, hazardous substances and accident risks, and external factors like climate volatility. This new "trophy" demonstrates a commitment to respecting the environment by using

LED lighting and photovoltaic energy generation systems to achieve an increasingly consistent reduction in emissions.

At the same time, we have upgraded our UNI EN ISO 9001 certification to the 2015 version, embracing an even more responsible vision of quality, whereby customer satisfaction can be increased by the organisation focusing on community and other internal/external subjects, and furthermore substantially integrating management systems, in terms of sustainability, also via the common denominator of Risk Based Thinking.

The jewel in our crown is that we can proudly state that auditors gave us precious recognition in the form of an official attestation of merit for our ability to manage and optimise production processes and resources, including communication, placing our company in the top 3 in the inspections and testing results.

NEW ARRIVALS IN THE QUALITY DEPARTMENT.

A boost for the department staff and cutting-edge equipment.

"Passion for quality" is not a slogan to us. It is fact, supported by a quality policy that pervades every aspect of our business and shines through in the excellent standards of our quality department. To keep pushing the boundaries of perfection ever forward, you need to invest. We already know that, so we recently boosted our quality department with new human resources and technology. We increased staff numbers and redefined its organisational model, dividing it into supplier quality control, manufacturing quality control and final quality control. This is to ensure that there is a specific reference for any enquiries, samples, information or communication for all areas of operational checks. Operations

are autonomous or synergistic, depending on the tasks that operators are involved in.

We brought in a new, state of the art optical scanner to analyse machined pieces, so we can get a direct comparison between the physical object and corresponding CAD model, calculating any discrepancies between the design and manufactured product.

We are thus also doing more and better in product quality.

Quality department staff

- 1 Department Manager
- 1 Supplier quality control manager
- 1 Manufacturing quality control manager
- 1 Final product quality control manager



A GREATER COMMITMENT TO SUSTAINABILITY.

Important numbers in every sense.

Our clean energy data

- 150 kWp photovoltaic system
- 110 kWp photovoltaic system
- 183.77 MWh of energy produced the photovoltaic systems in 2017
- Almost 100 tons of CO₂ less into the atmosphere in 2017



Achieving the UNI EN ISO 14001:2015 certification mentioned in the previous pages is proof of increasing commitment to sustainability in the shape of significant, repeated investment in technology for best use of renewable energy. We've invested significant amounts of money in clean energy. We started in 2015, installing the first photovoltaic panels, which met a demand for 150 kW, with further additions in 2017 meeting demand for a further 110 kW. The result, we'll repeat with pride, has allowed us to "spare" the atmosphere the impact of almost 100 tons of carbon dioxide.

We recently also installed air-conditioning in our 5,000 sq.m. manufacturing sections and workshops, completely overhauling the air filtering system as well.

This series of important investments was designed to create a safer, more comfortable work environment.



PREMEK HI TECH HEADING TWO BUSINESS NETWORKS.

From medical sector solutions with Meditech Group to development of an innovative hydrokinetic turbine with Vis Aqua.

In April we were at Hannover Messe, the benchmark industrial technology showcase that we've taken part in forty times, from the year we set up, and shortly before, from 17th to 19th April we were also at Medtec Europe in Stuttgart, a specialist trade fair for the medical technology industry supply chain. Computerizing our business several years back also had a really positive effect here on consolidating existing partnerships and potential new customers. We were there as part of the Meditech Group, a business network specialising in solutions for the field of medical devices and equipment for the medical and food sector, combining the complementary skill sets of leading companies in precision engineering, plastic processing, sheet metal working, and aluminium and titanium anodizing. We head the network, as we do with another, Vis Aqua, set up to develop innovation in hydroelectric projects. Via Vis Aqua we launched a very interesting project in late 2016, headed by master engineer, Sandro Targa. Working with the Goriziane group who supply advanced engineering solutions, we worked on the development, prototyping, assembly, and mechanical and electrical testing of an innovative zero environmental impact hydrokinetic turbine with vertical plates. The positive results yielded by this experience included discovering that the physical and mathematical principles on which the design was based can also be applied to hydroelectric energy production exploiting kinetic wave energy. The new hydrokinetic turbine was recently presented to the Municipality of Pordenone and



the company that manages most of the water resources of the municipalities in the Pordenone area, illustrating all aspects of the turbine from benefits to function. This all proves that in an increasingly competitive market, the business network has much more strategic value, sharing physical and non-physical resources to stimulate the ability to innovate and create business models to global market standard.

THE HEAD OF THE VIS AQUA PROJECT EXPLAINS.



We asked master engineer Sandro Targa, designer of the new Vis Aqua VLHHT hydrokinetic turbine to talk to us about it.

What led to the creation of the Vis Aqua VLHHT project?

Sandro Targa: "Rising demand for energy and a growing awareness of environmental issues has increased interest in hydroelectric energy production from small systems. Besides conventional hydroelectric dam project technology, people are now experimenting with new smaller scale hydroelectric systems that best meet local energy needs: the role of the small hydroelectric system is becoming more and more important on a global scale."

What are the benefits and prospects?

S.T. "Systems like Vis Aqua VLHHT cost less to produce and affect the environment much less. This kind of technology is of great interest

to developing countries as well. Exploiting sustainable hydroelectric resources with systems like these can greatly benefit communities. It goes without saying that implementing technology like this requires sufficiently trained personnel, recruited locally, thus promoting development."

What extras does hydroelectric energy produced with a system like Vis Aqua offer, compared to other renewable energy sources?

S.T. "Let's start by saying that compared to other renewable energy sources like wind or photovoltaic, hydroelectric energy can produce energy without interruption, which is a major advantage. Let's add that hydroelectric energy generated with a system like Vis Aqua, with very low drops and using hydraulic wheels or other devices that do not require reservoirs or dams along rivers, or canals, besides having a lower environmental impact, as previously mentioned, does not require costly high-tension power lines because it uses small-scale generators."

Do you have any project data and ideas of what the future holds?

S.T. "The idea for the project came to us in 2012. Research and development took place between 2014

and 2018, with important investment in developing mathematical models and proprietary software and conducting various technical feasibility and financial sustainability simulations. For the first prototype, with a metre high drop, a highly flexible, rapid installation turbine was created with two opposing rotating shafts and a nominal output of 28 kW at the rotor, creating almost zero environmental impact. In an agreement with the Municipality of Pordenone, the turbine was installed at the city water treatment plant managed by Hydrogea, the company responsible for integrated water services in 20 of the 36 municipalities in the Pordenone area, allowing mechanical and electrical testing to be performed to confirm the validity of the data for yield and power generated in the simulations. There are already plans to develop a second prototype for the industrialisation of system modularity so it can be easily scaled to the required size for various different installations, with a new rotating blade set-up under an innovative patent by Vis Aqua, which should increase turbine efficiency by about 20%."



Premek Hi Tech Trade Fairs

- Hannover Messe
- ELMIA Subcontractor
- Compamed
- Medtec Europe
- Toulouse Space Show
- ASD Days

BROADER REPRESENTATION AT TRADE FAIRS.

Upcoming events: Compamed and ELMIA Subcontractor.

Premek Hi Tech overseas market activity, translating into more than four fifths of its production destined for export, means we have always had to participate in the main international trade fairs.

On 13th-16th November we'll be at ELMIA Subcontractor, the International Industrial Subcontracting trade fair that takes place annually in Jönköping, Sweden, as we have done for the past thirty years, confirming the now traditional Premek Hi-Tech presence in the international public eye. For the Scandinavian event, a rendez-vous for particularly exacting buyers who seek product quality superior to the average, we will as always be showcasing the best of our products for the sectors served by this trade fair.

Besides the main events in the engineering sector, including the previously mentioned Hannover Messe, we have now established a regular presence at the trade fairs in other high value-added sectors, from which orders keep increasing. In light of that, from 12th to 15th

November we will be at Compamed International trade fair for Suppliers and Producers of Medical Technologies in Düsseldorf as part of the aforementioned Meditech Group, a business network operating in the field of medical devices and equipment for the medical and food sector.

For the aerospace engineering sector, we will be at the next Toulouse Space Show, an event we attended in June. In the same sector, we will also be taking our brand and technologies to the upcoming ASD Days in Paris.

COMPAMED



Member of **MEDICA** Alliance
DÜSSELDORF GERMANY
12-15 NOVEMBER 2018

visions
become
reality

**Elmia
Subcontractor**

NORTHERN EUROPE'S LEADING SUBCONTRACTING TRADE SHOW

PREMEK HI TECH'S 40TH BIRTHDAY PARTY.

Fun, entertainment and the story of an experience.

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On 5th October we celebrated our first forty years at our facility. We are still buzzing with satisfaction over a highly successful event, attended by a host of representatives from the industry and from local institutions and information providers to name but a few. To celebrate our first four decades in business we wanted to showcase our passion for quality and our focus on foreign markets, proven by the attendance of our foreign partners and clients, whose trust and support have helped us reach this important milestone.

Fun and entertainment were accompanied by the presentation of an important business story, which has seen us join the leading lights that helped create the exemplary industrial model of Northern Italy, and which earned us a wealth of experience that now helps us face the future with greater drive, always determined to aim beyond it.



The pleasure and honour of extending our official thanks to Saab AB Training & Simulation for 23 years of integrity and trust in Premek Hi Tech.



Our international guests at our 40th birthday celebrations included Andreas Brorsson, commodity manager mechanics at Saab AB Training & Simulation, the branch of Saab AB that produces simulation and training systems for the defence and security industry, the first Saab AB division that we started collaborating with back in 1995.

To mark the occasion, Andreas Brorsson received a plaque from Gino Camuccio bearing Premek Hi Tech's official thanks to Saab AB Training & Simulation for the integrity, respect and honesty it has afforded Premek Hi Tech in twenty-three years of close and profitable collaboration.

It may also be of interest to know that we have extended our contract to supply airliner flap micro-adjustment system actuators to Saab AB avionics systems, another division that we have worked with for many years, until 2026.

It goes without saying that this is an extremely rewarding achievement for us as trusted collaborators of an industrial group whose industry dictates extremely high quality standards.

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