

### Business improvements The market slows, Mattei invests

Mattei, a company that has been a leader for over 90 years in the sector of high energy efficiency rotary vane air compressors for industrial use, bucked the current economic trend to make important investments in 2011 from the productive, technological and organizational standpoint. Today's market requires companies to make constant improvements in their business processes. With this in view, Mattei integrated the production lines of a long-time supplier specialized in the assembly of some of its main product families.



Mattei Director, Mr. Giulio Contaldi.

An important operation that has generated positive results in terms of increased production capacity and rationalization of logistics, leading to a review and reorganization of the warehouse layout, which has now been optimized in terms of effectiveness and efficiency. This has helped to make the stock management more rational, with a resulting improvement in inventory turnover. Specifically, it was decided to adopt the *Kanban* method, a visual stock replenishment system that makes it possible to respond more swiftly to variations in demand, avoiding overproduction, delays and waste. A further technological innovation involved the Mattei testing methodologies, already particularly careful and adhering to the ISO 1217 standard. All the compressors are subjected to rigorous, thorough

verification sessions, completely computerized, during which the products are tested in the various operating conditions. A wireless data recording system checks their conformity to the parameters, monitoring all the electrical, mechanical and performance-related information in real time by means of tablet computers. Stored in a database, the recorded data can then be used by testers for quality control purposes. In addition, Mattei has made sizeable investments in the research and development area. In line with an approach oriented toward the development of cutting-edge technological solutions, the company participated, in 2002, in a competition held by the Ministry of Economic Development. This was a wide-ranging project in which six prototypes were presented, of which three – the Unica Series, Maxima 110 and the high-pressure range – were developed and became new Mattei solutions launched on the market. Innovations successfully completed by the company through self-financing and rewarded, in 2011, with the assignment of the funds. Lastly, the investments in organizational terms stand out, linked to the building in China of a new Mattei plant devoted exclusively to serving the local market. The objective of the operation is the consolidation of Mattei's presence in a strategic market whose growing demand can be met in a timely manner only through local production. Mattei Director Mr. Giulio Contaldi, declares: «We are especially proud of our ability to make large, successful investments. This was yet another occasion where Mattei demonstrated its determination to continue to offer its customers high performance solutions. In addition, numerous projects are planned for the coming years that will enable us to further improve the company's results. We intend in particular to beef up the company's presence abroad, making it a global point of reference in the sector of rotary vane air compressors.»