

### Fluiten, a strong link to your system

A European workforce of 100 people, business offices and Service Centers in France, Belgium, Holland, Germany, Spain and Malaysia and 45 years of experience make Fluiten a leader in the design and manufacture of mechanical rotary shaft seals.



Fluiten has spurred twofold growth in the past 4-5 years, powering total sales of €20 million in 2007, despite the fierce competition of the major multinational and local players.

Fluiten, recognized for its technological innovation, the fruit of the company's ongoing investment of a large share of its earnings in Research & Development, is one of the few companies worldwide to have mastered the use of laser technology as an alternative to liquid technology in the manufacture of gas seals, originally used for aerospace applications.

Fluiten therefore is a small Italian player who successfully competes with the big international brands, even though these latter have access to more substantial capital resources.

### Advanced technologies

Fluilift laser technology enables the creation of an intermediate chamber between process and environment in which a pressurized inert gas prevents process contamination. Fluilift laser technology also reduces the operational friction and heating suffered by traditional mechanical seals, enabling the client to achieve operating cost-savings and simplified machine functioning, while preventing the release of emissions harmful to the environment.

Fluiten mechanical seals, designed and produced in Pero-Milan, are mainly used in the chemical, petroleum and energy industries, as well as in other key industries such as pharmaceuticals, food, paper and shipbuilding. Fluiten leads the market in the design and manufacture of mechanical seals for mixers, huge machines used in a range of industries, from pharmaceuticals to chemicals to food, incorporating large containers in which pharmaceutical powders, food products and chemical compounds are mixed. Environments in which Fluiten seals must ensure that no leakage of what can be highly toxic and polluting products occurs from the machines, especially pumps and mixers, that deploy rotating shafts. Therefore, Fluiten's seals are protective devices that must guarantee the safety of those who work in the industrial plants.





All Fluiten-branded products are produced in strict accordance with DIN or API standards and have all received RINA, FDA, ATEX and PED certification. In addition, most of production is hand-picked and customized by its engineers to meet the specific needs of each client.

This has led Fluiten to test new materials such as diamond coating, developing new products and diversifying the range to serve new markets like the shipbuilding industry, where the company is gaining a leadership position in propeller shaft sealing systems for both leisure and working boats. Indeed, Gruppo Ferretti has become a Number One client of Fluiten.

### **Young and Professional team**



To counter the increasing difficulty of finding sufficiently prepared younger staff, Fluiten has elected to invest in the younger generation and the Italian system. In the past five years, 80% of Fluiten's new hires have been under 30 years old and the company has provided them with specific training to enable them to become active players in an organization of highly qualified and motivated people. Proud of the fact that it has refused to take the easy option of relocating to low-cost labor countries, Fluiten draws on the help of subcontractors/suppliers based the length and breadth of Italy with the capabilities needed to maintain the quality standards pursued by the company as its primary goal.

Quality is the hallmark of this all-Italian company, which exports worldwide the Made in Italy products so appreciated by the major, internationally famous brands, such as Ferrari, Luxottica, Finmeccanica and the fashion designers.

Clients who choose Fluiten seals know they can rely on the company's Technical Department, a team of highly qualified specialists in the design and adaptation of dedicated solutions for all types of machinery and operating conditions. Fluiten also boasts one of best-equipped Metrological Labs in Europe, which harnesses high-precision, new-concept tools and the professional skills of its staff to attain top-level qualitative standards and carry out specific analyses aimed at better understanding the behavior of mechanical seal components.





## Company structure quality

Thanks to its recent and substantial investment in a modern, fully automated warehouse with the capacity to store 55,000 items, Fluiten has optimized space, component and process management, enabling it to not only lower operating costs and maximize hygiene, but and above all, bolster safety standards and speed up deliveries to clients.

To round off these services Fluiten has also invested in its pinnacle Service Department, an extremely flexible team independent of the production process, created to respond to the needs of its clients to repair and adapt their mechanical seals, also those of rival companies. Indeed, in addition to repairs, Fluiten's Service Department also carries out, on request, feasibility studies aimed at adapting existing seals to a new production process or new regulatory standards.



Repair work is normally completed in ten days but for especially urgent needs, clients can use the special fast-track Speed Service, which repairs and delivers the part in 24h/48h. Revisions and repairs are carried out by this department mainly on the seals used by smaller machines, such as pumps, while assistance for seals used on large-sized machinery, such as mixers, is provided by its engineers at the client's premises.

Fluiten has been designing and manufacturing mechanical seals since 1962 and is the Italian market's benchmark supplier, a leadership status it is gradually winning also in Europe.

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