



PRESS RELEASE

For further information:

Fluiten Italia S.p.A.
Cristina Mariano
+39-02-33940379
cristina.mariano@fluiten.it

Fluiten Press Office
AIDnetwork
Marco Pignagnoli
+39-02-92887750
marco.pignagnoli@aidnetwork.com

Johnson - Fluiten exports to China too

Johnson - Fluiten came into being from a joint venture in 2003 between Fluiten and Kadant Johnson, and is the world leader in rotary joint marketing. The refined technology designed in Italy and sold through the American multinational network is exported to several markets, including Asia

Milano, July 16th 2008 – Johnson-Fluiten (www.johnson-fluiten.com) is located in Pero (Milan). It stems from a combination of the cutting-edge technology of the medium-sized dynamic Italian firm Fluiten, and the vast efficient technical-sales organization of the American multinational Kadant Johnson (www.kadantjohnson.com). Johnson-Fluiten sells the rotary joints Fluiten manufactures in Italy through the Kadant Johnson sales network.

Rotary joints are used to inject fluids into the shafts of rotating machinery. They are connected to the system, consist of a rotating part and a fixed part, and have to withstand high temperatures, speeds and pressures. It is enough to consider that a joint in a machine tool turns two and a half times faster than a formula 1 engine, and the pressure it has to withstand may exceed 100 bars, about 50 times greater than the pressure in a car tyre.

Johnson-Fluiten sells the rotary joints Fluiten manufactures in Italy to various sectors including plastics, steel, flexographic machines, printing machines, labelling machines, food and chemical processing machines, and - principally - machine tools. In the paper sector, where Kadant Johnson is the world leader, production is shared by the USA for the American market, the Netherlands for the European market, and China for the Asian market. Marketing is a perquisite of the American multinational, and of Johnson-Fluiten for the Italian market.

Rolling-contact bearings are needed in the joints sold by Johnson-Fluiten to support the mechanical seals and ensure the high performance required. Steam is instead used, rather than a liquid, in Kadant Johnson joints. In this case ball bearings are incompatible because they would tend to heat up and jam. Graphite friction bearings or externally self supporting joints are therefore used.

Johnson-Fluiten is the world leader in the rotary joint sector and manufactures more than 20,000 joints a year for the markets of over 150 nations. This number is growing steadily since the company is highly competitive owing to Fluiten's production efforts.

Thanks to the high technological level achieved, Fluiten (www.fluiten.it) is the world leader in the design of mechanical seals, which are a fundamental part of rotating joints. Before setting up the joint venture, Fluiten seals were almost exclusively sold on the Italian market. Since the establishment of the partnership with Kadant Johnson, the marketing of rotary joints has extended worldwide, and reached the Asian market.

Johnson-Fluiten mainly sells in Europe, but 15% of its market is American and 15-20% is Asian, mainly China and Taiwan. The Company is able to reverse the usual import-export flow thanks to its sales network and quality products with optimized costs, and exports its European made products to China.

Johnson-Fluiten is the result of a perfect union between Kadant Johnson and Fluiten. Kadant Johnson has contributed its marketing and sales network and has promoted the Fluiten name and its products on an international level, and Fluiten has allowed Kadant Johnson to extend its product range successfully, through Fluiten's technical staff, workshop and research & development department.

Johnson-Fluiten's facilities even allow it to manufacture "customized" joints to meet any special customer needs, to alter products to solve every type of problem quickly and to provide local after-sales services throughout Italy and the world.

###

Fluiten Italia S.p.A.

Fluiten is the leader in the design and manufacture of seals for rotating shafts. The entirely Italian company was founded in 1962 and is located at Pero (Milan). It employs over 100 people in its various European offices (France, Belgium, the Netherlands, Germany and Spain) and in Malaysia. Fluiten designs and manufactures mechanical seals in Pero, just outside Milan, which are mainly used in the chemical, petroleum and energy industries. Other important areas where Fluiten seals are used are the pharmaceutical, food, paper and marine sectors.

