

# LU-VE GROUP HITS 25 THIS YEAR!



## COMPANY PROFILE

Lu-Ve is currently celebrating its 25th anniversary. It has been in business since January 1986, and always in the forefront of technical development.

The Lu-Ve Group has the combination of experience, tradition forward thinking and innovation. This Group is the embodiment of the principle that, first and foremost, companies are women, men and ideas. People with years of experience, young people gifted with creativity and enthusiasm, well qualified professionals, all united in their passion for their work and in their vision of a world, which will be more aware, more livable, more advanced and better balanced.

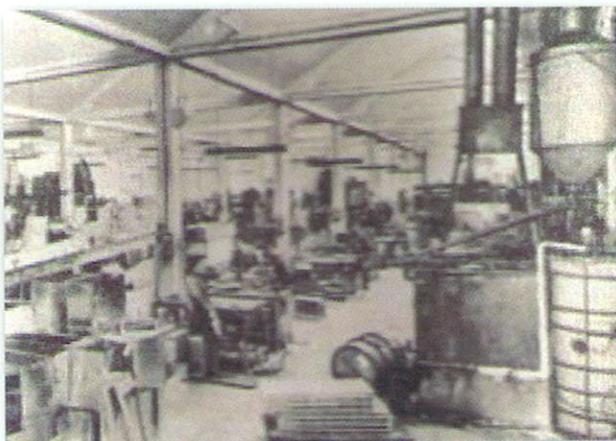


Lu-Ve Group Headquarter

Lu-Ve is an international entity, with its main offices and production facility in Uboldo, Varese, made of seven production units. It has 1100 skilled employees, 289,000sqm total surface area; 106,000sqm covered area, 1000sqm of R&D Laboratories, 70% of production exported to 90 countries and aggregated revenues of over €210 million.

There are also 12 sales companies in the Lu-Ve Group located in the United Kingdom, France, Germany, Russia (Moscow and St Petersburg), Spain, Costa Rica, Australia, Poland (Gliwice and Warszawa), Arab Emirates, Hong Kong and Singapore, a network of experts, technicians and qualified staff, at the service of clients to satisfy their every need.

Lu-Ve has introduced new way of conceiving and making refrigeration and air conditioning products, using avant-garde technologies which have then become a constant reference-point for the entire industry.



The Contardo Works, 1958

Lu-Ve's roots lie in Contardo, which was historically always at the leading edge of new technology. It took over Contardo and inherited its tradition, re-launching the policy of research,

development technical innovation and care for the environment.

The Group has distinguished itself and has imposed itself on the market with high quality standard products and new technical solutions developed in its laboratories and its careful attention to aesthetic values. At present, it is one of the European leaders and its Group companies work in sectors which are important to the quality of life of us all.

- The 'cold chain' which enables food to be refrigerated, frozen and stored: from harvesting and producing to arriving in our homes
- Commercial storage and refrigeration for counters, display cases and drink dispensers
- Close control air conditioning for sensitive situations such as operating theatres, white rooms, computer rooms and telephone exchanges
- Air conditioning for the transport industry.

### Company Philosophy

The principle that, *"It's the grey matter that matters most!"* is the basis of Lu-Ve's industrial philosophy.

For 25 years the companies of Group have dedicated themselves to the research and development in collaboration with some of the most outstanding European and Italian Universities, particular the Politecnico di Milano. This approach led Lu-Ve to be the first company in the world to apply leading-edge technology solutions to commercial and industrial refrigeration:

- Rippled fin tube technology
- Specialised heat-exchanger surface technology
- Performance certification
- New materials and colours
- Advanced design.

Since 1988, Lu-Ve has launched a range of innovative, winning ideas, and manufacturing products which are attractive outside and revolutionary inside.

In 2000, Lu-Ve was the first company in Europe to obtain the prestigious Eurovent "Certify All" certification for the whole range of its unit coolers, air cooled condensers and dry coolers. A guarantee of the quality and reliability of the components, an assurance for designers, installers and end-users of the best operating conditions and minimum costs for the whole life of cycle of the installation.



The ancient heart of the Lu-ve Group is what drives it into the future.

Its guiding principle is constant improvement: to promote the human resources, to satisfy the final customer, to overcome the challenges of the marketplace, and to be always more competitive and advanced. For Lu-Ve, success and quality are moving goals which require commitment. There are only targets still to be achieved.

As Nazim Hikmet said "Our most beautiful day we haven't seen yet".

## LU-VE IS PROUD TO PRESENT ITS NEW FACILITY IN CHINA; HERE IS AN INTERVIEW WITH STEFANO DELEIDI, GENERAL MANAGER, LU-VE ASIA PACIFIC, HONG KONG LTD

### Q. When is the facility opening?

A. Lu-Ve Heat Exchanger (Changshu) Ltd, has begun the manufacturing operation from 10 January 2011. Its official Grand Opening is scheduled for 9 April 2011.

### Q. What geographic locations will the facility distribute to?

A. Lu-Ve Heat Exchanger (Changshu) is located 90 km North West of Shanghai in the Changshu Science Development Zone. We have a brand new facility in excess of 7000sqm. The facility is part of a localisation project dedicated to increase manufacturing capacity and increase our proximity to our clients in Asia Pacific rim. Our Australian clients will be able to count on products coming from a state-of-the-art facility with traditional Lu-Ve Group quality at the top of its priorities.

### Q. How many people will be employed?

A. Lu-Ve Heat Exchanger (Changshu) is part of two-stage project. In the initial phase, we will have a head count of 50 people.

### Q. The relationship between head office and the China facility?

A. Lu-Ve heat Exchanger (Changshu) was incorporated and began production in seven and half months and is a wholly owned Lu-Ve Group legal entity. The new manufacturing and sales operation in China is part of a Lu-Ve Asia Pacific larger project and is fully integrated in Lu-Ve Group managements operations. The mission of Lu-Ve Asia Pacific HK Ltd under which we have Lu-Ve Heat Exchanger (Changshu) Ltd is to supply high quality Eurovent certified products to mainland

China market and the Pacific rim market. Our localisation in the region is designed to add manufacturing capacity to Lu-Ve Group and as such it will be called to uphold the highest standard of the industry for which Lu-Ve Group is well known and respected in Europe and around the world.

In China and Hong Kong, we have been cooperating for the past 40 years with Shanghai Century.

The new Lu-Ve Asia Pacific will continue working with Shanghai Century to further capitalise on the network with Shanghai Century until we achieve the result. We are very pleased with our strategic alliance with Shanghai Century and we look to a brilliant and long lasting cooperation in the years to come.

### Q. Additional information, particularly on the China facility would be appreciated.

A. The facility is a brand new building with many fixtures made to fit our specific requirements. The location is indeed a strategic one to both serve the Chinese domestic market and the Asia Pacific clients through our consolidated distribution network that will indeed see further strengthening.

Once again, we would like to stress that our localisation of a manufacturing operation in Asia is to further expand our product output in accordance to the Lu-Ve Group tradition to deliver: Quality, Performance, Reliability, Efficiency and Customer Satisfaction. All with unconditioned passion for which Lu-Ve Group and its products are well known, and been awarded the full Eurovent certification.

## LU-VE CERTIFICATIONS

Lu-Ve was the first company in Europe to achieve the "Certify All" certification for the following products range during the year 2000:

- The entire range of condensers (March 2000)
- The entire range of dry coolers (August 2000)
- The entire range of industrial unit coolers (October 2000).



The Certification covers all the products making up a range and awarded only if the results of the tests are in conformity with the values reported in the catalogue. It stipulates an annual verification of some models in the range chosen by Eurovent.

The checks are carried out on random samples of the products to be tested. These tests are done on the premises of specialised international institutes. Any deviation from the standard must be corrected throughout the entire range; otherwise the certificate will be revoked. This certification system ensures that the designer, installer or the final user has an extra guarantee that he has chosen components, which are ideal for approved refrigeration and air conditioning equipment, and that this equipment operates at optimal conditions and at minimum costs for its entire life cycle. Eurovent certification guarantees that

products made available for sale on the market are presented correctly. Eurovent also verifies all the information given in the catalogue such as:

- Power rating
- Air quantity
- Energy consumption
- Noise level
- Construction features



Lu-Ve is certified in accordance with ISO 9001 standards. It also obtained conformity with numerous other Standards and Directives such as:

- European directives currently in vigour which permit the use of the CE mark
- European machine directives
- The Russian GOST certification
- The German Deutscher Fachverband für Luft- und Wasserhygiene certification: for the safety of the Dry and Spray® and Water Spray Systems®.