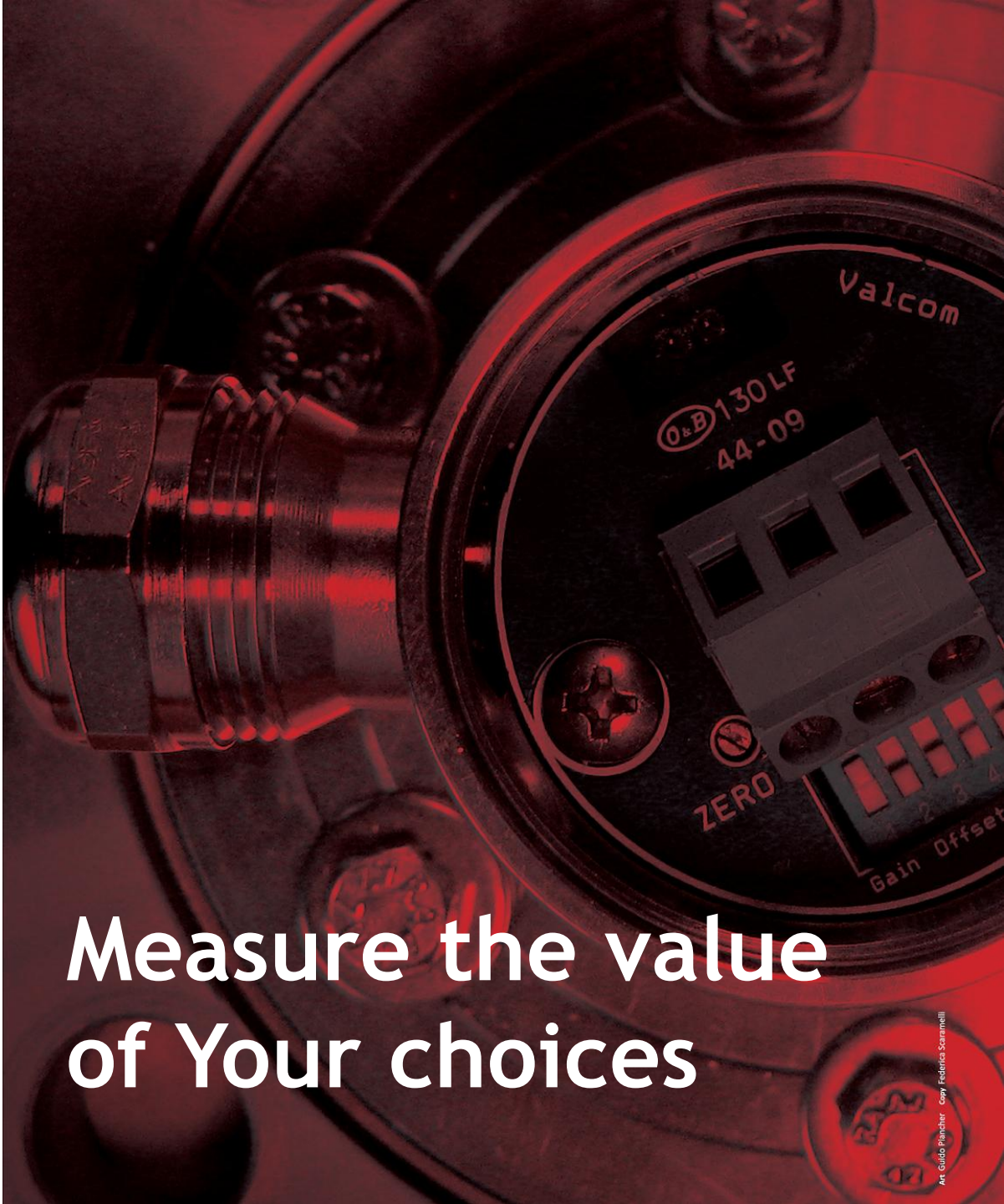




# Company Profile

# Measure the value of Your choices





# Our History

Founded in Milan in 1974, Valcom® started with the designing, developing and manufacturing of measurement and control instruments with specific know-how in the Pulp & Paper Industry where the patented **ET connection** became soon an indisputable trademark, internationally recognized.



# Our History

In the 80s the development towards a Smart electronic was enforced and as a result Valcom<sup>®</sup> introduced the **SENIC** version as a historical milestone in the remote field measuring of Pressure, relying on modular composition between transmitter head and various type of sensors, suitable for all **Process Industries** purposes.





# Our History

The continuous efforts in researching together with a favorable economical situation made Valcom® significantly enter the **Marine** business in the **Early 90s**, with perfect selection of the suitable materials for sea-type and offshore application, expanding clients portfolio from domestic to **all across Europe** in the time of a few years.







# Valcom® Today

Today VALCOM® engineers and manufactures instrumentation for various industrial sectors: Pulp & Paper, Marine, Water Food & Beverages, Chemical & Pharmaceutical. **ISO, ATEX, PED & SIL** certifications, together with latest compliance to **Marine Standards** and **Type Approvals**, guarantee the products to be compliant with the up-to-date technical standards.





# Valcom® Today

VALCOM® Research & Development Department is constantly focused on updating the product range according to the **newest technologies**.

For such reason VALCOM® in the recent past has driven many cooperations with different University departments in Italy and abroad, and today is active and strategic partner of **University** spin-off in Rome, for the development of new patented upstream metering technologies.



# Facility Overview

The **modern plant**, located 60 km south of Milan, has been built over an area of about 5.000 m<sup>2</sup>, of which over 2.500 m<sup>2</sup> are dedicated to the manufacturing laboratories and to the administrative and sales offices. On the new facility building a **solar cell plant** has been installed for a production capacity of 47kw.

Factory & Sales in Terranova (LO), Italy



Courtesy of Google Maps



# Mission, Vision, Values

## OUR MISSION

We want our customers to touch again the **quality, creativity and excellence** that Italian manufacture has always demonstrated in the instrumentation field.

## OUR VISION

Our customers will share the experience of process measuring with our **historical brand renewed** by an extremely active personnel, always ready to support.

## OUR VALUES

Compliance, Performance, Integrity, Quality, Discipline.



# Quality Policy

1. Total orientation to **customer satisfaction**;
2. Identify processes, procedures and operating instructions, in a way **simple and functional** to the activities to be performed;
3. Reduce **costs** due to no quality, resulting from the incorrect application of the system adopted;



# Quality Policy

4. Improve the sensitivity, the spirit of cooperation and attention of **all staff** to the aspects of quality;
5. Work **closely with suppliers** to expand and improve the range of products and services and increase their competitiveness on the market;
6. Pay attention to the management of human resources to qualify at the best the personal and **lasting relationships**.





# Sales Activity

Our consolidated activity in Italy is integrated by a growing Export activity in many foreign countries. The main reference Markets are:

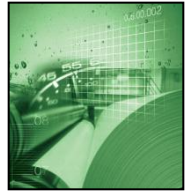
- ☐ Pulp & Paper Industry
- ☐ Marine Industry
- ☐ Water & Beverages
- ☐ Chemical, Petrochemical & Pharmaceutical
- ☐ Drilling



**VALCOM® welding ring connection ET15, ET13, etc., that offer an optimized flush diaphragm size, became a standard for pneumatic and electronic devices and gauges mounted on cleaners, refiners, pumps & deflakers.**







Our sensors are commonly used for **chests** level measurement, for head-boxes total head and level measurement through differential units having an integral construction or equipped **with capillaries** combined with remote seals especially developed to fit head-box design.





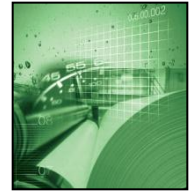
Some instruments have been specially designed for the Pulp & Paper industry, such as the blade type **Consistency Transmitter** able to measure the consistency of the Pulp, and the **In-Line Glossmeter**, crucial instruments related to the quality control of the final product.





**VALCOM® Dilution Valves** are installed on head-boxes feeding circuit in order to control the cross profile by adjusting the dilution water flow. Their mechanical construction show a split body with self-cleaning seat and plug.





## DOMESTIC

ABK ITALIA SPA  
AHLSTROM TURIN SPA  
BURGO GROUP SPA  
CARTIERE CARIOLARO SPA  
CARTIERE DEL POLESINE SPA  
CARTIERA DELL'ADDA SPA  
CARTIERA DI MOMO SPA  
CARTIERE VILLA LAGARINA SPA  
COMER SPA  
DELICARTA SPA  
EUROPAPER SPA  
KIMBERLY-CLARK SRL  
SCA PACKAGING ITALIA SPA

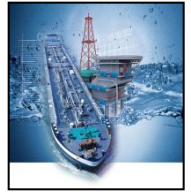
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## FOREIGN

ABB SOUTH ARICA  
ABU DHABI NATIONAL PAPER MILL  
BATAAN 2020 INC  
CAPITAL BOARD MILLS LTD  
GL&V SWEDEN AB  
GULF PAPER INDUSTRIES FACTORY  
GULF PAPER MANUF. CO.  
KADANT LAMORT - France  
KARTOGROUP DEUTSCHLAND  
KOKNAR KAGIT KARTON  
KOSTENETS HHI  
KROFTA AMLAT S.A.  
ITOCHU MACHINE

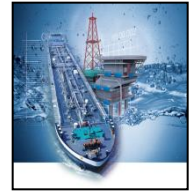
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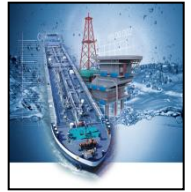
VALCOM<sup>®</sup> is the ideal partner as supplier of measurement and control equipment for several Marine applications: monitor the **level of ballast, cargo or service tanks**, measure the pressure on manifolds or **inert gas control**, detect the **temperature in tanks**.





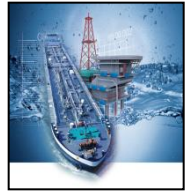
Survey operations such as cargo load with **High & Overfill Systems** with both ultrasonic or float **Level Switches** have worldwide successfully been installed.





Monitoring the presence of Oil Mist in cargo or pump rooms has also been achieved with the **Atmospheric Oil Mist Detector**.

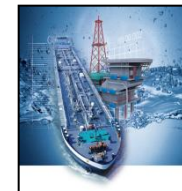




Other customized but always competitive solutions have been carried out for **Multipoint Temperature** measuring as well as **Specific Gravity** in cargo tanks, for monitoring of the interface level between water and oil products and for particular Safety system such as **Water Ingress** for bulkcarriers.







## DOMESTIC

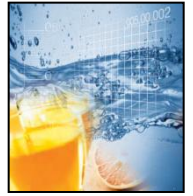
ABB MARINE  
AZIMUT-BENETTI SPA  
DEIULEMAR SHIPPING SPA  
D'AMATO DI NAVIGAZIONE SPA  
D'AMICO DI NAVIGAZIONE SPA  
FINCANTIERI SPA  
ITALIAN NAVY  
NAVALIMPIANTI SPA  
NAVALMARE SRL  
NAVALTECNICA SRL  
NAVIGAZIONE MONTANARI SPA  
ROSETTI MARINO SPA  
SEASTEMA SPA

...

## FOREIGN

ADMIBROS SHIPMANAGEMENT  
ASTILLEROS GONDAN S.A.  
RIG BW PIONEER  
CARDIFF MARINE INC  
CELTIC LINK FERRIES  
COASTAL SHIPPING LIMITED  
COLUMBIA SHIP MANAGEMENT  
INDIAN NAVY  
JSC WESTERN SHIPBUILDING YARD  
KLEVEN YARD  
LIQUIMAR TANKERS MANAGEMENT  
STX YARDS  
TOMASOS BROTHERS INC

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All needed instrumentation for the measurement and control equipment for water treatment processes and for the level of wells, chests, lakes with **Submersible Level Transmitters** and **Piezometers** in great variety of configurations between probe & cables.





Non contact measurement instruments with **Radar Level Transmitters** with different types of probes.

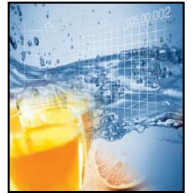




Data-logging measurement of Level and Pressure, for those application in which **power supply is not available**. Easy download of the store data together with dedicated software are standard feature of the **Data Logger Transmitter**.

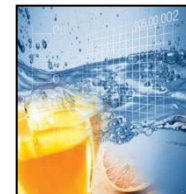






Flow measurement of water and beverages through DP Transmitters or Portable Ultrasonic Flowmeter.





## DOMESTIC

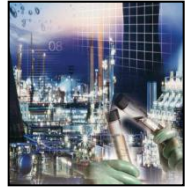
ACQUEDOTTO DEL CARSO SPA  
ACQUEDOTTO DI SAVONA SPA  
ACQUEDOTTO PUGLIESE SPA  
BARILLA SPA  
BARRICALLA SPA  
CARLSBERG ITALIA SPA  
CONSERVE ITALIA  
DISTILLERIA BERTOLINO SPA  
DISTILLERIE FRANCICORTA SPA  
FORMEC BIFFI SPA  
GRUPPO FERRERO  
ITT WATER & WASTEWATER  
MONINI SPA

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## FOREIGN

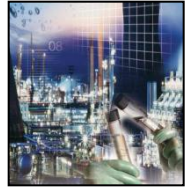
ABB DUBAI  
AL KHORAYEF WATER AND POWER  
AVEBE KPW GMBH  
ITT WATER & WASTEWATER  
LEISTRITZ PUMPEN GMBH

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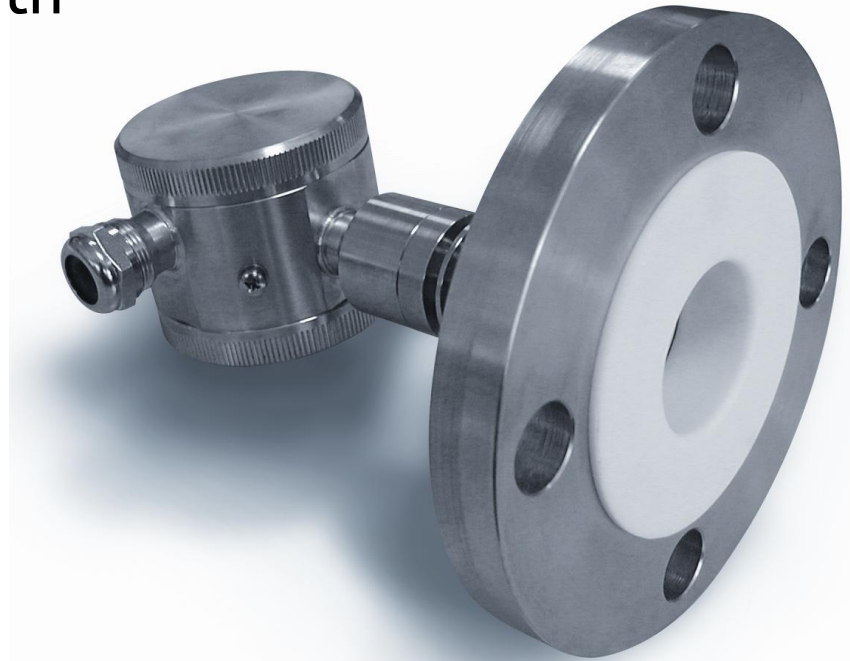


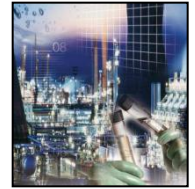
Great availability of special materials and flexibility with custom solutions, for the measurement of pressure in process operations.



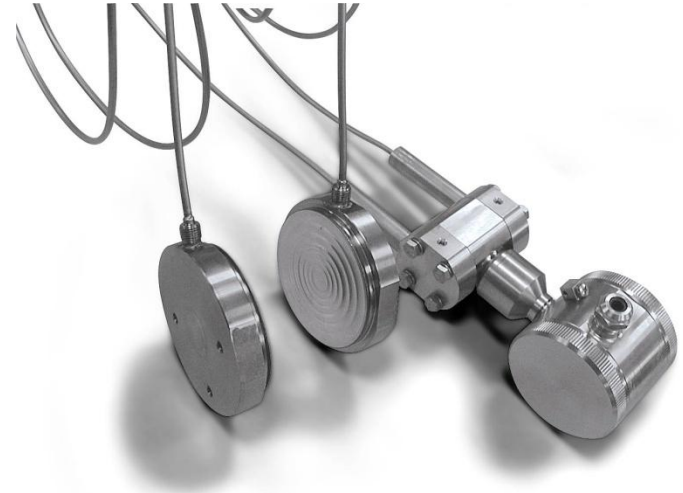


Special materials as  
Hastelloy B and C, Titanium  
and Tantalum, versions with  
golden seals, **PTFE lined  
flanges** and no metallic  
wetted parts.





Differential Pressure Transmitters with PVC or SS armored capillaries and seals designed from standard to customized versions, with **extended diaphragm** when requested.







## DOMESTIC

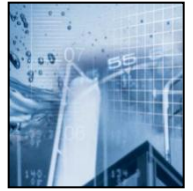
AKZO NOBEL COATINGS SPA  
ANSALDO ENERGIA SPA  
EDISON SPA  
ENEL SPA  
FIDIA FARMACEUTICI SPA  
FRESENIUS HEMOCARE ITALIA  
ICAP LEATHER CHEM SPA  
LIMONTA SPA  
LUNDBECK PHARMACEUTICALS  
LUSOCHIMICA SPA  
POLYCHEM ITALIA SRL  
PROCTER & GAMBLE  
SANOFI AVENTIS

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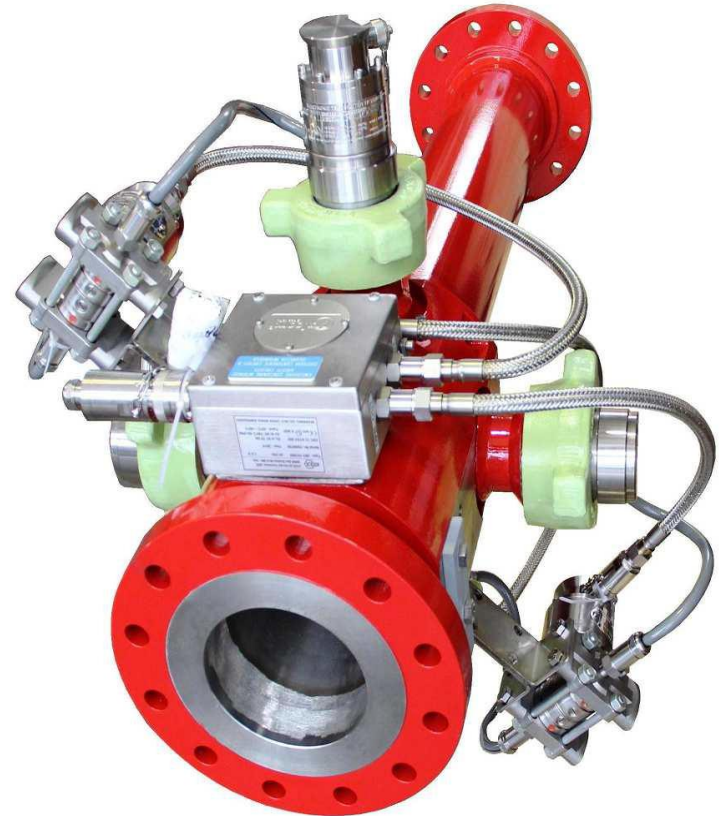
## FOREIGN

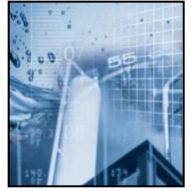
BIEFFE MEDITAL S.A.  
BITRON  
ISRAEL ELECTRIC CORPORATION  
ITOCHU SANKI CORP. IND.  
NATIONAL INDUSTRIAL RESINS CO.  
ROQUETTE FRERES S.A.  
SCADACOM SYSTEMS SDN BHD  
TIANJIN HARVEST INDUSTRY  
COLTD  
TOKAI CARBON USA INC.  
TOTAL OLEFINS ANTWERP NV  
ULTROFLEX LTD  
WAY ENGINEERING EMIRATES LLC

...



VALCOM® has been developing for this special field some specific devices, according to the latest calculation technologies and results of researches of the Multiphase Fluid equations behaviour. The results are now within one of the most reliable **Multiphase Flowmeter** today present on the market.





Starting from the same principle, a **Mud Flowmeter** has been achieved in both the application of under balance and near balance drilling.





**VALCOM®** - [www.valcom.it](http://www.valcom.it) - [valcom@terranova-instruments.com](mailto:valcom@terranova-instruments.com)  
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Ph: +39 0377 911066 - Fax: +39 0377 919156