



# COMPANY PROFILE

a firm  
presentation

by Fulgosi's media dept.

Fulgosi Giovanni S.r.l.

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PIACENZA - Italy

V.A.T. no. IT00177550332

Reg.Soc.Trib. no. PC3548

C.C.I.A.A. no. PC90269

Paid Capital € 61.977,00

Export no. PC008630

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ISO 9001 & 14001 LRQA no. 100844

**Fulg-o-lock**

**Fulg-o-Jaw**

**Fulg-o-Tooth**

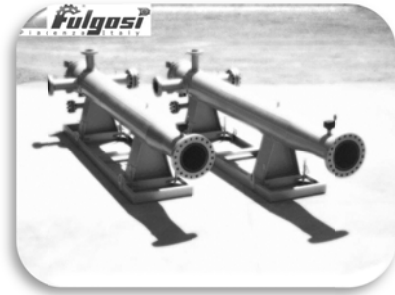
**Fulg-o-Thread**



## THE COMPANY IN BRIEF

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**HISTORY** Founded in 1974 by Mr. Giovanni Fulgosi with the aim of rolling & welding steel plates for the local fitting factories as well as fabricate mechanical construction such as frames and machines for the cement and building business. Based on the experience grown up on the field, the production range is in continuous evolution due to the new market's demand and we're doing our maximum effort for not to forget our origins and the inestimable value of our history



**WHAT WE DO** Fulgosi Giovanni S.r.l. (also registered as Fulgosi S.r.l.) is a dynamic company which operates in the field of manufacturing device & components for the petrochemical industry. The core business is represented by the engineering and fabrication of Quick Opening Closures (Q.O.C.) for pressure vessels, Pig Launcher & Receivers (Traps), Gas Dehydrators & Filters (Dryers); Flow Straighteners and other related products in both Carbon and Stainless steel.

## STRATEGY

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**VISION** Sustainable growth. The Company wants to maintain its constant growing process because, as per its nature, *if it is not going forward it's going backward* and, since there is no way to keep a Company steady, the maximum effort is spent in assuring the growing trend by paying a special attention to the negative effects that the rising may cause in both aspect: the People involved and the surrounding Environment, the biggest assets.



**MISSION** Provide products and services with the highest level of contents in terms of quality, safety and technical innovation. Starting from the very first steps of the engineering process, all the products are designed according to their final destination needs in the field, prior to adapt them to the single Customer's requisite in order to sum and not to replace the experience involved. Petrochemical as well as Oil and Gas industry technical requirements are always met specially in the most stringent conditions when ruled by the offshore applications where the global performance makes the difference.

**VALUES** As suggested by the very long company history, the biggest investment ever made is the know-how. This venture capital is well maintained and constantly increased by taking the staffs and suppliers turnover at the lowest possible level via the adoption of all the necessary people-centric measures.

**BUSINESS GOALS & OBJECTIVES** Automatic quality. Set up the use of specific procedures in order to let the quality of the product and services meet the perceived quality seamlessly through the complete involvement of the suppliers up to the same extent of a Company's department.

**BUSINESS STRATEGY** Vertical integration: expand the services and manufacturing chain so as to include as much phases as possible gaining the total control of the delivery times.

Organic growth: continuous improvement by means of focused researches in terms of new materials and grades relevant to each component development as well as new markets significant for the business.



**ECONOMIC INTENT** Profitable sustainability: there's no use for a vertical growth without knowledge of the side effects that may harm a lot more and last for longer time than the advantage. A great Customer experience should include a waste reduction, always.

## BUSINESS CONCEPT

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**PERCEPTION** Serve Oil & Gas engineering companies and final consumers in the petrochemical industry which needs safe and high performance products designed and fabricated according to the most stringent international standards and/or severe service conditions. Products and Services planned to give the best outfits to survive the turbulent business climate: service quality, delivered service matches the customers' expectations.

- PRODUCTS**
- Quick Opening Closures (Q.O.C.)
    - Internal locking ring type ► Fulg-o-lock™
    - External locking jaw type ► Fulg-o-jaw™
    - Rotating / Bayonet type ► Fulg-o-tooth™
    - Threaded type ► Fulg-o-thread™
  - Pig Launcher & Receivers (Traps)
    - Stand-alone devices
    - Complete systems with pig handling and service facilities
    - Skid mounted structures
  - Gas Dehydrators (Dryers) & Cartridge Filters for instruments alimentation
  - Flow Straighteners
  - Pressure Vessels
  - Submerged Arc Welded cold rolled *Tubes* and *Cone-Shaped Reducers*

- SERVICES**
- Engineering solutions
    - Linear / nonlinear calculations
    - Finite Element Module analysis
  - Non Destructive Examinations
    - Hydraulic tests with extensimetric measurements
  - Welding procedures design and testing
  - Wireless terminals *e-Workshop* for real-time follow-up of
    - Full job-orders management
    - Real time manufacturing status
    - Future transport schedule
    - Printable traceability reports
    - Online material certificates
    - Online welder's qualification
    - Online welding procedures



**COMPETITIVENESS** Fulgosi Giovanni S.r.l. manage completely its product line starting from the idea through the prototype process, the industrial manufacturing, up to the final test without subcontracting any of the key phases. Meetings between engineers and workshop workers are naturally held during the day because they work in the same place so as to approach all the critical matters in the most cooperative and professional environment.

**QUALITY POLICY & OBJECTIVES** The idea of design and apply a quality system according to the ISO 9000 standard, has been taken from the company management in order to reach the following objectives:

1. Define precise responsibilities for each company function in order to build an organization that can be the starting point for a whether commercial or organic growing process.
2. Assure a bigger identity on international basis and a better dialogue system with customers and supplier by using a common standard shared with the most important European partners.
3. Reach in a short time a significant NON quality cost's reduction by adopting standard process.
4. Better coordinate between the various functions in order to improve the quality of the life inside the company.
5. Understanding who the customer is, what the requirements are, and meeting those requirements without errors, on time, every time, or causing those requirements to be officially changed.
6. Keep under control the customer's satisfaction by using investigative system in order to keep constant the service improvement possibilities.

To reach these objectives the management has directly involved all the employment since the beginning. In fact, the quality project has been defined by keeping in mind both the ISO prescriptions and each function's needing and advice.

Last but not least, the company's management has taken action in order to assure that the production department and the other areas will have at their disposal always adequate tools, the most advanced technologies and software.



ISO 9001:2008  
ISO 14001:2004  
97/23/EC (European Pressure Equipment Directive - PED)  
94/9/EC (ATEX)  
OHSAS 18001 *in progress*

**SERVICE PLEDGE** At Fulgosi S.r.l., our number one priority is to provide first-class customer care, trustworthy *in-pressure* products, and quality services that our Customers can depend upon. Our Customers' satisfaction is a direct reflection of our commitment as an organization.

**BUSINESS MODEL**

- Be the low cost – high value producer
- Focus on innovation in products and services
- Collaborate with customers to craft unique solutions for their business needs

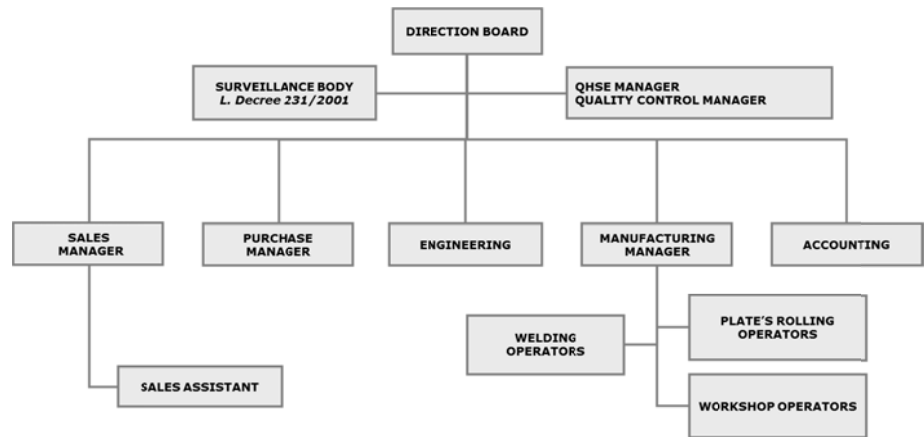
**VALUE CHAIN** As mechanical products manufacturer our added value index is very high by its nature since the production process start from plates or forged raw materials and ends with painted and packed sophisticated machined goods, but, this is not a reason to limit our constantly increasing effort in actively collect feedback from the clients to determine how we can improve the product characteristics. Plus, technology is helping the company get new products out on the market faster than ever which is also another way of adding value and of pleasing customers.



## MANAGEMENT & OWNERSHIP

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**MANAGEMENT STRUCTURE** The Company structure reflect all the key functions managing the whole process. Fulgosi S.r.l. consists of a young team with performance driven people working in the following departments:



**OWNERSHIP STRUCTURE** As per the date of print of this document, Fulgosi Giovanni S.r.l. is still a family Company owned by the direct descendants of the founders as follows:

- 33% ► Corrado Cerri (Mr.)
- 33% ► Davide Fulgosi (Mr.)
- 33% ► Flavio Fulgosi (Mr.)

**HUMAN RESOURCES** The workforce is distributed in the various departments as follows:

- Administration Dept. ► 4 units.
- Commercial Dept. ► 3 units.
- Engineering Dept. ► 4 units.
- Quality Dept. ► 4 units.
- Manufacturing Dept. ► 16 units.
- Logistic Dept. ► 2 units.

**FACILITIES CHARACTERISTICS** The offices and the manufacturing units location is the same and are situated at the official address of the Company composed as follows:

- Offices ► 700 sqm.
- Unit 1 ► 1500 sqm.
- Unit 2 ► 1500 sqm.
- Unit 3 ► 750 sqm.
- Uncovered area ► 18000 sqm.

<b>SOME CUSTOMERS &amp; PROJECTS</b>	T.D. Williamson S.A.	Belgium	TD1 /4065
	SB Nemesacél K.f.t	Hungary	S-544
	Grupo W. Maass S.L.	Spain	4.974/1
	Sui Northern Gas Pipeline Ltd	Pakistan	GDC-009/02
	Snam Rete Gas S.p.A.	Italy	7600002046
	PAI Huston Inc.	France	961 1TMM-2240
	Steel Com   N.I.O.C.	Iran	0006/240605
	Saipem S.p.A.   Mærsk Olie og Gas AS	North Sea	238557
	Endesa Italy S.p.A.	Italy	3000015652
	T.D. Williamson U.K.   Toledo	UAE	151 08
	GAIL Limited	India	8000000398
	S.C.O.T.	Syria	ST-442-45
	Sicim S.p.A.   Eni Congo	Congo	SA/593/2009
	Eni S.p.A.	Italy	5730023427
	DylanGroup	The Netherlands	051 02067

**SUPPORTING  
DOCUMENTATION  
(AVAILABLE ON  
REQUEST)**

- Detailed curriculum vitae or resume of partners, owners & management.
- Copy of identity documents of directors and shareholders.
- Company/CC documents.
- ISO 9000 requirement compliance documentation.
- Tax clearance certificate from SARS. The P.A. Shop offers the service of applying for this for customers.
- Maps showing location.

Any other relevant substantiating documentation.

**ATTACHMENTS**

- ISO 9001 certificate.
- ISO 14001 certificate.
- Example Certificate of 97/23/EC (European Pressure Equipment Directive).
- Example Certificate of 94/9/EC (European **AT**mosphères **EX**plosives directive).
- Example Certificate of a component PED Examination Statement.
- Example of a EN 15614 Welding Process Qualification Record.
- Example of a ASME IX Welding Process Qualification Record.
- Example of a Welder Qualification.
- Example of a Welding Book.
- Example of Visual & Dimensional Test.
- Example of a draft Inspection Test Plan.
- List of Customers, projects.

Thank you for taking the time to go through this business profile.

If there are any questions or comments, please feel free to contact us.