

# COMPANY PROFILE

**SANCO S.p.A.**

# Who we are



- Fully independent Italian stock Company
- Covers an area of 31,000 sq.m.
- Chamber of Commerce Registration: 01842700039
- Fully paid-up capital: € 2,000,000.00
- Worldwide presence in more than 99 Countries
- Design, manufacturing, assembling and management of complete projects
- All activities are carried out according to ISO-EN 9001 – 2008 , 14001:2004 and OHSAS 18001 – 2007 procedures certified by Lloyd's Register

Headquarters and Works:

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GALLIATE (Novara) - ITALY

Tel. +39 0321 807575

Fax +39 0321 806699

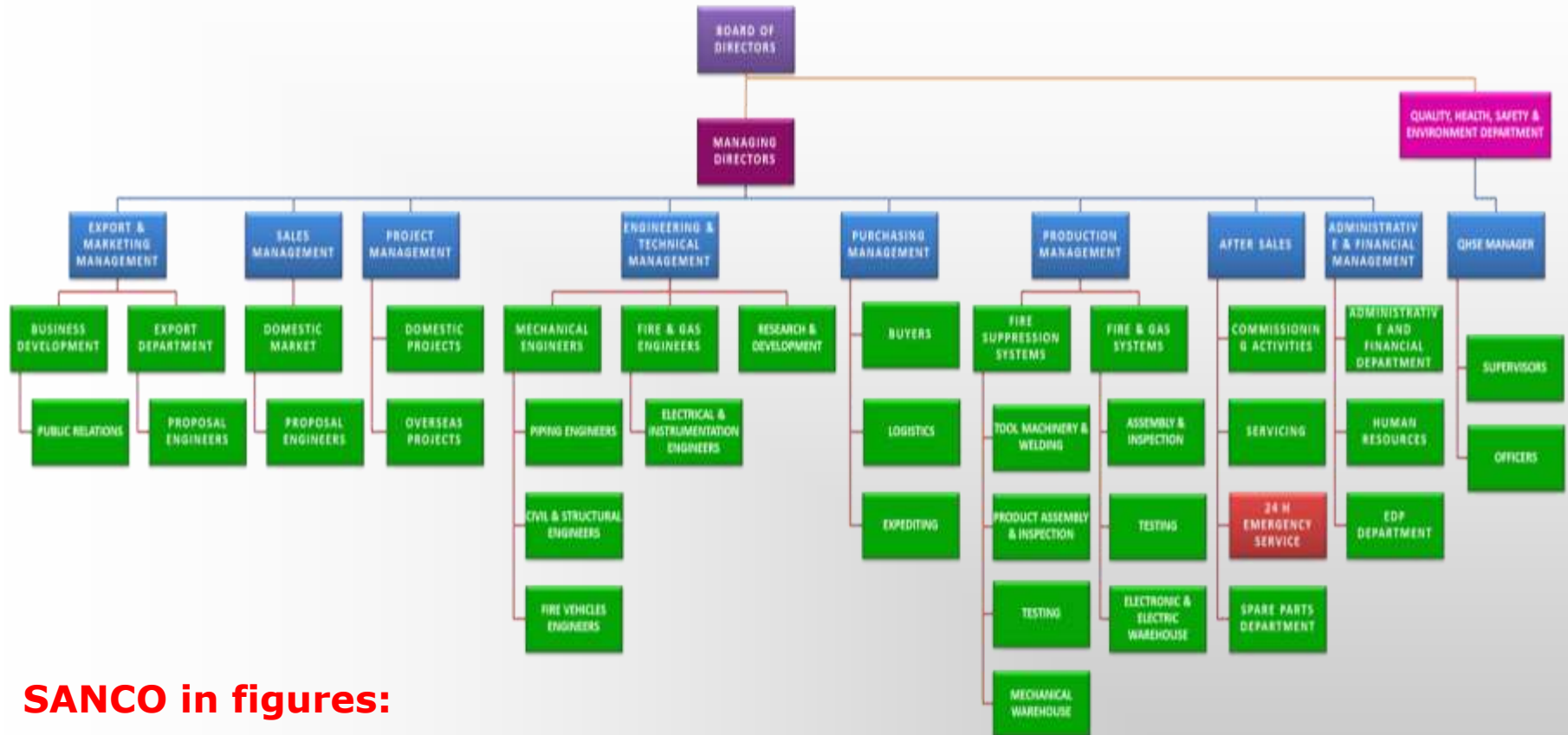
email: [marketing@sanco-spa.it](mailto:marketing@sanco-spa.it)

[www.sanco-spa.it](http://www.sanco-spa.it)

**"Customer's satisfaction is our primary aim"**

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# Company structure

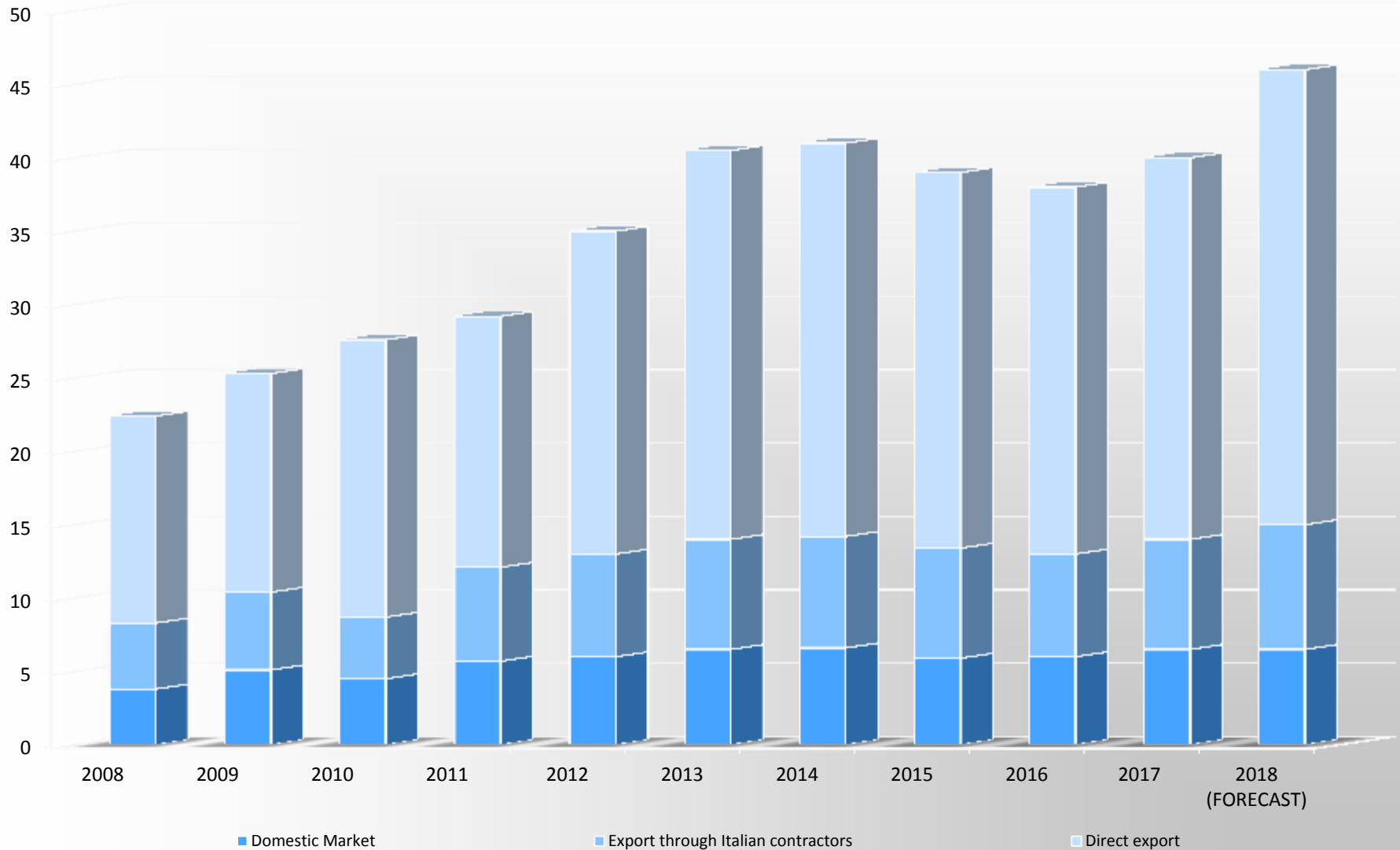


## SANCO in figures:

- 162 (permanent) employees + 40 (temporary)
- 41 dedicated engineers (Design Department) and 18 Project Managers
- 2 manufacturing lines: electronic and mechanical
- 1 dedicated R&D department

# Our growth

Million €



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# Engineering Service

## Fire Risk Engineering

SANCO engineers are able to find the most suitable solution in order to reduce the fire risk level defined by the client during the design stage.

Our aim is to supply reliable, efficient and cost effective fire protection systems design for the protection of lives and assets.



## Detailed Engineering of Fire & Gas Detection and Fire Suppression Equipment/Systems

SANCO dedicated engineers (41) are fully aware of International standards and they design performant and reliable fire protection systems.

They interface with different engineering disciplines (civil, mechanical, process, HSE, HVAC, electrical) in order to ensure that systems are properly integrated and that they operate on demand.

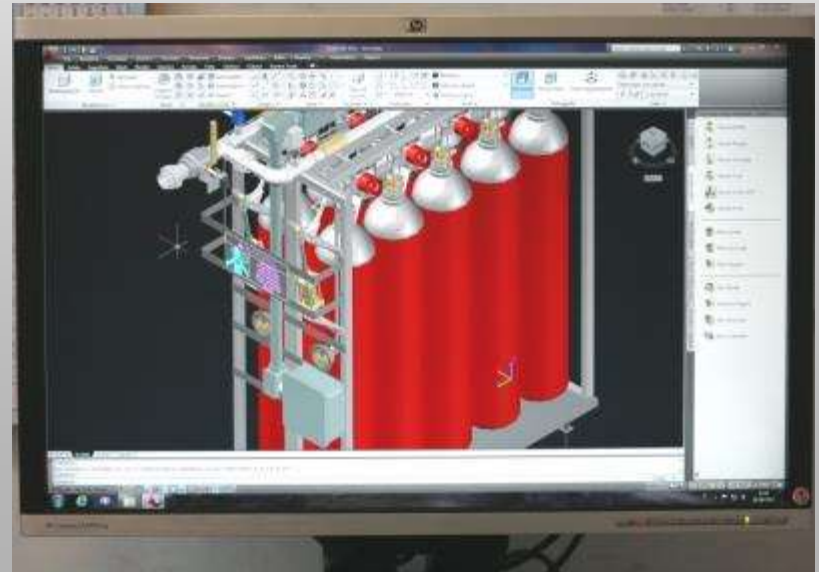


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# We project

- ▣ Advance studies
- ▣ Basic design
- ▣ Detailed design
- ▣ Project control
- ▣ 3D system design



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# We manufacture

## MANUFACTURING DEPARTMENTS:

- **MECHANICAL SHOP**

- Welding
- Assembling
- Painting
- Machines and equipment
- Testing

- **ELECTRONIC SHOP**

- (with climate chamber for the storage of electronic components used for the assembly of fire alarm panels)
- Assembling
- Testing

- **WAREHOUSE**

- Production stage
- Parts & Components
- Complete units for immediate sale
- Spares & Components for customer care service



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# Design & Manufacturing according to the following rules:



## **N.F.P.A.**

(National Fire Protection Association - USA)



## **U.N.I. - EN**

(Italian/European Standard Organisation)



## **FM** (Factory Mutual)



## **UL** (Underwriters Laboratories)



## **I.S.O.** (International Standardisation Organisation)



## **V.d.S.**



## **M.E.D.**

(Marine Equipment Directive)



## **A.N.S.I. - A.S.M.E.**

(American National Standards Institute - American Society of Mechanical Engineers)



## **B.S.** (British Standards)



## **Italian Ministry of the Interior**



## **Italian Ministry of Transport**



## **Italian Navy**



## **Italian Ministry of Defence**

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# Design & Manufacturing according to the following rules:

- **D.I.N.**  
(Deutsches Institut für Normung)



- **A.R.H.**  
(Autorité de régulation de hydrocarbure)



- **GOST**  
(Russian standard)



- **C.E.I.**  
(Italian Electric Committee)



- **P.E.D.**  
(Pressure Equipment Directive)



- **SOLAS** (Safety of Life at Sea)



- **D.N.V.** (Det Norske Veritas)



- **T.U.V.** (Technischer Überwachungs Verein)



- **A.T.E.X.** (Equipment for use in potentially Explosive Atmosphere)



- **Other standards**  
(on customer request)

# Our products

## PORTABLE AND WHEELED EXTINGUISHERS:

- water
- CO<sub>2</sub>
- foam
- twin agent
- Monnex powder
- dry chemicals: BCE-ABCE-D



## FOAM-MAKING EQUIPMENT:

- fixed and portable foam-making branch pipes
- high and medium expansion foam generators
- foam monitors
- automatic proportioning units
- liquid displacement proportioning units



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## FIRE BRIGADE MATERIALS AND EQUIPMENT:

- mobile monitors
- mobile foam units
- fog and spray nozzles
- hose reels and fire hoses
- pressure reducing valves
- branch pipes (water - foam)
- pillar and underground hydrants
- fire pumps (portable and tractable)
- fire cabinets & hydrant valves (globe & gate)



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# Our products

## MONITORS

(water, foam and dry chemical)

- Complete range
  - bronze made
  - stainless steel made
- Portable
- Manual operated
  - by bar
  - by wheels
- Single or double outlets
- Self-oscillating
- On tower
  - cable /chain operated
  - remote controlled operated
- On trailers and vehicles



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# Our products

## MONITORS

### high flow/ long throw

Able to discharge from 20 to 40.000 lpm, designed and manufactured for massive fire risks, for large tank farms, civil military defence and for marine application (FiFi1 and FiFi2).



A mobile version (model RED TYPHOON) has been designed for high-risk operations (hydrocarbon tanks, chemical / petrochemical complexes and oil refineries, conventional and nuclear power plants).

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# Our products

## FIXED INSTALLATIONS:

### FIRE & GAS SYSTEMS (UL, SIL2 & SIL3)

- Optical smoke detectors both addressable and conventional
- Rate of rise heat detectors
- Multifunctional detectors
- Combined detectors (UV-IR)
- IR high tech gas detectors
- Optical fiber temperature detectors
- Spark and flame detectors
- H.S.D. smoke detectors (aspirating type)



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# Our products

## Features of fire alarm panel FB6100

- Analogue and digital I/O
- Conventional and optical fiber single – redundant loop of communication
- Modbus RTU 485/232 TCP-IP protocol of communication
- C.P.U. performance as for P.L.C. equipment (DCS)
- SIL 2 / SIL 3 system architecture configuration as per IEC 61508 TUV certified
- Touch screen HMI
- Hot swap for CPU and other boards



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# Our products

## FIXED INSTALLATIONS:

### FIRE FIGHTING SYSTEMS - *Water*

- Sprinkler
- Deluge
- Hydrant and post indicator
- Pumping station
- Spray (low & medium speed)
- Water mist (medium, high pressure) by means of cylinders or pumps (medium, high pressure)



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# *Water Deluge Skid Mounted Units* **Our products**



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# *Water Deluge Skid Mounted Units* **Our products**



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# *Water Deluge Skid Mounted Units* **Our products**



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## *Water Mist and Spray Systems*

# Our products



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# Our products

## FIXED INSTALLATIONS:

### *Carbon Dioxide (CO<sub>2</sub>)*

- Low pressure (cryogenic)
- Vacuum type
- Carbon steel and stainless steel tanks
- Capacities: from 5000 to 15000 lts
- Manufactured in accordance with several international rules



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# Our products

## FIXED INSTALLATIONS:

### *Carbon Dioxide (CO<sub>2</sub>)*

- High pressure (cylinders) with weighing systems on each cylinder (more than 20,000 cylinders/year)
- Rack solutions (with or without sun shield)
- In enclosures or containers (10'-20'-30'-40' and 50')
- Insulated as well for hot and very low temperatures



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## ***Gas systems*** ***(Halon 1301 substitutes)***

- IG01 (Argon)
- IG100 (Nitrogen)
- IG 541 (Inergen)
- HFC 227ea (FM200)
- IG55 (Argonite)
- Novec 1230
- Fe25
- Other gases as per NFPA 2001

## **Our products**



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## FIXED INSTALLATIONS:

# Our products

### *Foam Systems*

- Foam systems preassembled on skid
- Foam proportioner (injection, balanced, hydraulic motor, bladder tank)
- SFSSS/E (Sanco Fixed Sub-Surface System): foam injection system for tank protection
- Foam systems for protection of floating roof tanks with modular units "Fastseal" (Rimseal type)



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# Our products

## ***Foam Systems***

- Low expansion  
(from 2:1 to 15:1)
- Medium expansion  
(from 20:1 to 150:1)
- High expansion  
(from 200:1 to 1.000:1)

Suitable to be used with any type of foaming agent.



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# Our products

## *Dry chemical systems*

- ABC multipurpose and MONNEX, capacities from 50 Kgs up to 5,000 Kgs



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# Our products

## ***Remote controlled monitors systems***

- Electrically controlled
- Hydraulically controlled
- Electrically - hydraulically controlled
- Special type, with programmed control systems



## ***Water/foam deluge systems***

- Deluge control valve with manual and remote control release system



## ***Twin Agent Systems***

- All capacities: from 100/100 to 1,000/1,000 lt/Kg



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## FIRE TRUCKS:

# Our products

### *Municipal vehicles*

- Rescue
- Tankers
- RW-crane
- Water/foam
- Ladder/platforms
- Rescue and salvage



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# Our products

## FIRE TRUCKS:

### *Industrial vehicles*

- ❑ Foam
- ❑ Twin agent
- ❑ Water/foam
- ❑ Dry chemical
- ❑ Special telescopic
- ❑ Quick response pumper
- ❑ Polyvalent (water/foam/dry chemical)



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# Our products



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## FIRE TRUCKS:

# Our products

### *Other vehicles and roll "on/off" containers*

- Ambulance
- RIV (Rapid Intervention Vehicle)
- RFF (Rescue Fire Fighting Vehicle) - in accordance with ICAO rules
- Runway landing foam spreader



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# FIRE TRUCKS:

# Our products

## *Special purposes vehicles and trailers*

- Anti-riot
- HAZMAT
- Bullet proof
- TRI agent
- Water / foam tower
- Trailer mounted lighting units  
"ATEX" 3G (Zone 2) II B – T3  
(200°C)



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# EXTINGUISHING AGENTS:

## *Dry Chemicals:*

- BCE and BCE compatible with foam
- ABCE Polyvalent
- Monnex powder
- D specials for metals

## *Gas Systems*

- Our own gas filling stations are available for first filling and refilling of CO<sub>2</sub>, HFC227ea and other gases

# Our products



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# Our products

- Protein foam (P)
- Fluoroprotein Foam (FP)
- Fluoroprotein Film Forming Foam (FFFP)
- Synthetic foam (S)
- Aqueous Film Forming Foam (AFFF)
- Alcohol resistant, both Fluoroprotein (FP/AR) and Synthetic (AFFF/AR) foam



# SANCO S.p.A.





All the activities are carried out in compliance with a Quality Management System certified by **Lloyd's Register UNI-EN ISO 9001-2008** and **ISO 14001-2004**

# Quality System



Our commitment on occupational health and safety: SANCO promotes a safety culture, and it has been certified by **Lloyd's Register OHSAS 18001-2007**

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# Quality Award



On May 2014, during Lloyd's Register Award Ceremony, SANCO received the "**Quality Award 2014**".

It was the only fire fighting manufacturing Company to win this prize, among selected 1500 Italian Industrial Manufacturers participating to this Event.

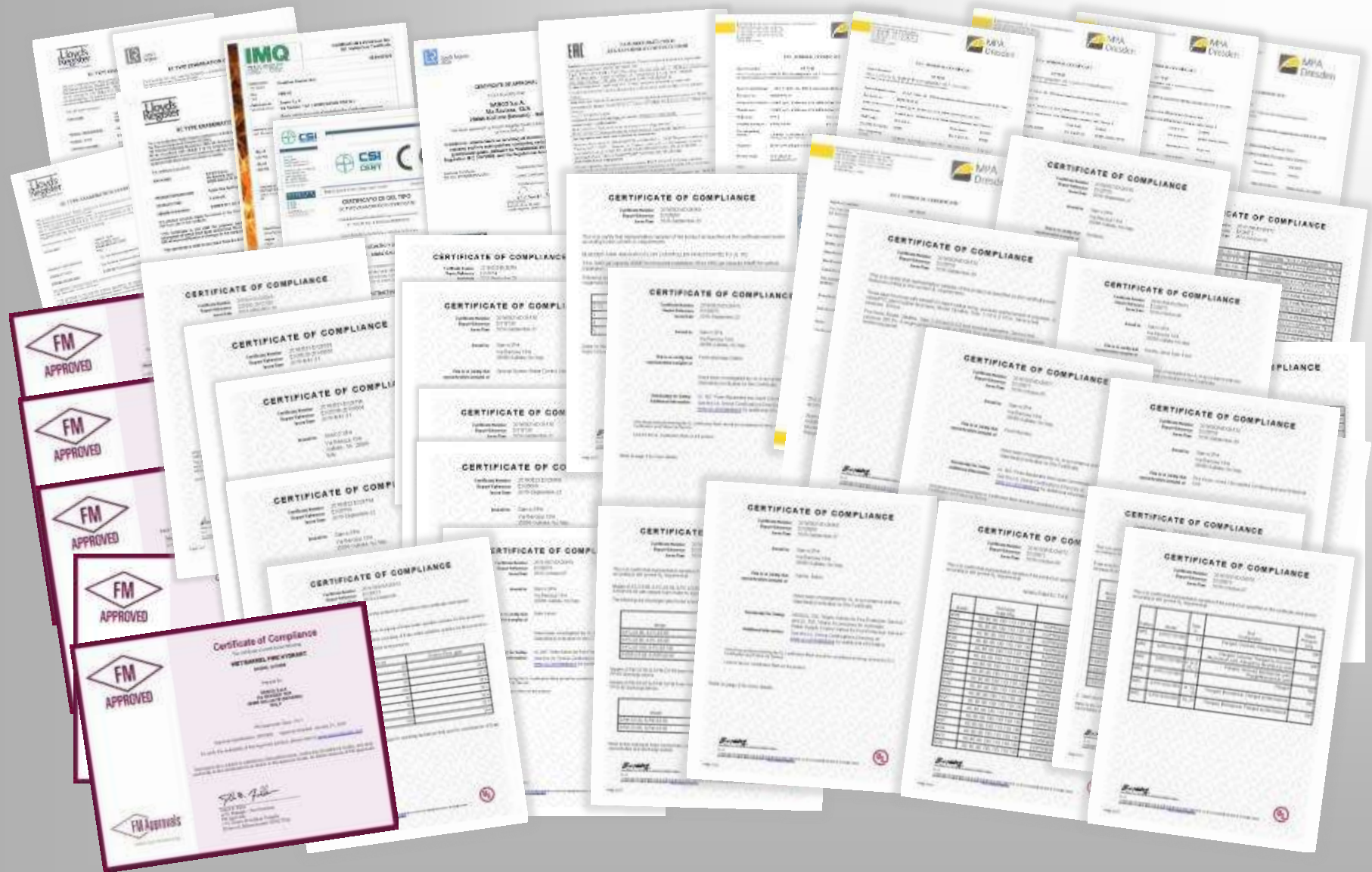
This reveals the appreciation of the quality SANCO has been providing by improving and implementing its Quality and Safety Systems, giving priority to technical excellence.

This motivates us to push further in our aspirations to provide quality at **the highest level**.

**"Reliability from the design to the realization"**

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# Our Products' Certificates



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# Systems and products are certified by:

- ❑ **R.I.Na.**

(Italian Naval Register)



- ❑ **L.R.** (Lloyd's Register)



- ❑ **B.V.** (Bureau Veritas)



- ❑ **I.M.Q.**

(Italian Institute of  
Quality Mark)



- ❑ **CSI**



- ❑ **I.M.O.**

(International Maritime  
Organization)



- ❑ **CEPAS**



- ❑ **MPA Dresden GmbH**



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# Activities

- **COMMISSIONING & START-UP SERVICES**
- **FACTORY/ON SITE TRAINING**
- **AFTER SALES SERVICE**



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# Protected Risks

- Harbours, Jetties & Fire Tugs
- Fire Brigade & Civil Defence
- Power Generations / Power Plants & Turbines, OM&GAS
- Oil Industry & Refineries
- Oil & Gas (LNG – LPG) Terminals and pipelines
- Ships and Off-shore Platforms
- Transportation:
  - Airports
  - Trains locomotives
  - Underground
  - Railway Stations
  - Tunnels

- Post & Telecommunications

- Industrial Complexes:

- Plastic
- Motor
- Aerospace
- Electronic
- Paper
- Metallurgical
- Food & Drink
- Tobacco & Cigarettes
- Pharmaceutical

- Radio & TV

- Civil Building Works:

- Hospitals
- Museums
- Theatres
- Cinemas
- Commercial centres
- Schools and Universities

- Warehousing

**“A specific solution for any problem”**

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# Harbours, oil jetties & firetugs

- The most important systems for a reliable protection by remote controlled monitors:

- electric control
- hydraulic control
- electro-hydraulic control
- radio control



Flow rate between 2,000 and 40,000 lpm, stainless steel AISI 316L or marine bronze made.



- Fire tugs:
- long range monitors for FF1 and FF2 Marine services stainless steel AISI 316L made.

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# Fire Brigade & Civil Defence

For municipal and civil defence fire brigade, we can supply:

- fire trucks
- foam concentrate liquids
- generating and lighting sets
- portable and wheeled monitors
- portable and wheeled pumps
- foam generators (medium & high expansion)
- fire hoses



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# Power plants

- Over than 225 power plants
- Systems supplied:
  - fire and gas detection systems
  - water systems:
    - deluge
    - water mist
    - hydrant network
    - fire pumping station
  - portable & mobile extinguishers
  - miscellaneous & fire trucks
  - CO2 low and high pressure
  - foam systems
  - dry chemical systems
  - twin agents systems
  - trailer mounted equipment



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# Oil industry and refineries

A large range of fixed systems and mobile units is involved for the protection of:

- n oil refineries
- n petrochemical plants
- n oil terminals
- n tank farms
- n LNG and LPG plants



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# Oil and Gas Terminals

- Fire & Gas detection systems
- Dry chemical systems (from 50 up to 5,000 Kgs)
- Cooling systems
- Remote controlled monitors systems (water, foam or dry chemical) both for oil or LNG-LPG terminals
- Mobile equipment
- Fire vehicles
- Special ATEX power generating set



# **Ships & Off-shore platforms**

- Sprinklers
- CO2 systems (high and low pressure)
- Foam systems (low and high expansion)
- Dry chemical systems
- Water / foam systems
- Deluge systems
- Argon systems
- Water/foam monitors
- Foam proportioning systems
- Water mist systems
- Self oscillating monitors
- FF1 and FF2 long range monitors for fire tugs



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# Transportation

- Airports
- Railways
- Underground
- Tunnels
- Ships
- For each type of risk a suitable system is provided.
- Fire detection, sprinkler systems for buildings, foam systems for refilling and hangar fire detection and protection.
- Fire trucks in accordance with ICAO rules.
- Special smoke/fire water fire suppression both for tunnel & railways:
  - inert gas for locomotive
  - ship protection systems in accordance with Naval Registers





# Post & Telecommunications

- Radio-TV centres
- Airport radar rooms
- Phone communication centres and post offices

Mainly protected with:

- Fire detection systems
- CO2 and other gases Water mist systems
- Mobile & portable equipment



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# Industrial complexes

- Steel industries
- Paper industries
- Pharmaceutical industries
- Tobacco & cigarettes industries
- Food & drinks industries
- Plastic and rubber industries



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# Civil building works

- n Hospitals
- n Universities
- n Malls
- n Museums
- n Theatres
- n Cinemas



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# Demonstration Facilities & Training

A suitable demonstration area is reserved for fire tests and research of new technologies for implementation of fire systems.

Moreover, in our Training Centre (or on our client's site) we can organise courses for fire service in several languages.



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# Emergency Service



Sanco has a 24-hours Emergency Service, 365 days per year.

A skilled team quickly provides warehouse availability, equipment & foaming agents, and information to deal with urgent situations.

The emergency number is the following:

**Tel. : +39 0321 807580**

**Website: [www.sanco-spa.it](http://www.sanco-spa.it)**

**"SANCO ensures an answer"**



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# Countries

ABU DHABI  
ALGERIA  
ANGOLA  
ARGENTINA  
AUSTRALIA  
AUSTRIA  
AZERBAIJAN  
BAHRAIN  
BANGLADESH  
BELGIUM  
BOLIVIA  
BRAZIL  
BRUNEI  
BULGARIA  
CAMEROON  
CHILE  
CHINA  
CONGO  
COSTA RICA  
CROATIA  
CUBA  
CYPRUS  
DUBAI  
ECUADOR  
EGYPT  
EQUATORIAL GUINEA  
FRANCE

FINLAND  
GERMANY  
GEORGIA  
GHANA  
GREECE  
CRETE ISLAND  
HUNGARY  
INDIA  
INDONESIA  
IRAN  
IRAQ  
IRELAND  
ITALY  
IVORY COAST  
JAMAICA  
JAPAN  
JORDAN  
KAZAKHSTAN  
KENYA  
KURDISTAN  
KUWAIT  
LATVIA  
LEBANON  
LIBYA  
LITHUANIA  
MADAGASCAR  
MALAYSIA

MALTA  
MAURITANIA  
MEXICO  
MOROCCO  
MYANMAR  
NIGERIA  
NORWAY  
OMAN  
PAKISTAN  
PERU '  
PHILIPPINES  
POLAND  
PORTUGAL  
QATAR  
REPUBLIC OF  
MOZAMBIQUE  
ROMANIA  
RUSSIA  
SANTO DOMINGO  
SAUDI ARABIA  
SCOTLAND  
SENEGAL  
SHARJAH  
SIERRA LEONE  
SINGAPORE  
SLOVAKIA  
SOUTH AFRICA

SOUTH KOREA  
SOUTH SUDAN  
SOUTHERN IRAQ  
SPAIN  
SUDAN  
SWITZERLAND  
SYRIA  
TCHAD  
THAILAND  
THE NETHERLANDS  
TIMOR  
TRINIDAD  
TUNISIA  
TURKEY  
TURKMENISTAN  
U.A.E.  
U.K.  
U.S.A.  
UKRAINE  
UZBEKISTAN  
VENEZUELA  
VIETNAM  
VIRGIN ISLAND  
YEMEN  
ZAMBIA

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# Our Clients



**SANCO s.p.A.**

# Our Clients



**SANCO s.p.A.**

**We look further.**

**Thanks for your attention**

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