



Partnership with Lubritalia

Innovation and Quality in specialty and auxiliary lubricants for industry



ABOUT US



- ◆ Since 1980 Lubritalia SpA has been a manufacturer of lubricants for the steel, aluminium, copper and their alloys industries.
- ◆ Lubritalia's production can be adapted to the needs of customers, thanks to its flexibility and aptitude for solving problems that occur in work processes.

Research laboratory
(specialized in-house)

Production plant
(finished and
intermediate products)

Partnership
in Mexico, Middle East,
Turkey and India

- ◆ **ISO 9001, ISO 14001, ISO 18000, ISO 45000, ISO 37000** certifications.

WHERE WE ARE



01

Strengths of Lubritalia SpA

Lubritalia SpA is located in a favorable logistical position to assist international markets, thanks to its proximity to the industrial port of Bari and Naples.

02

Extensive experience

Its high professionalism and expertise in the lubricants sector come about from over fortyfive years of experience with the biggest.

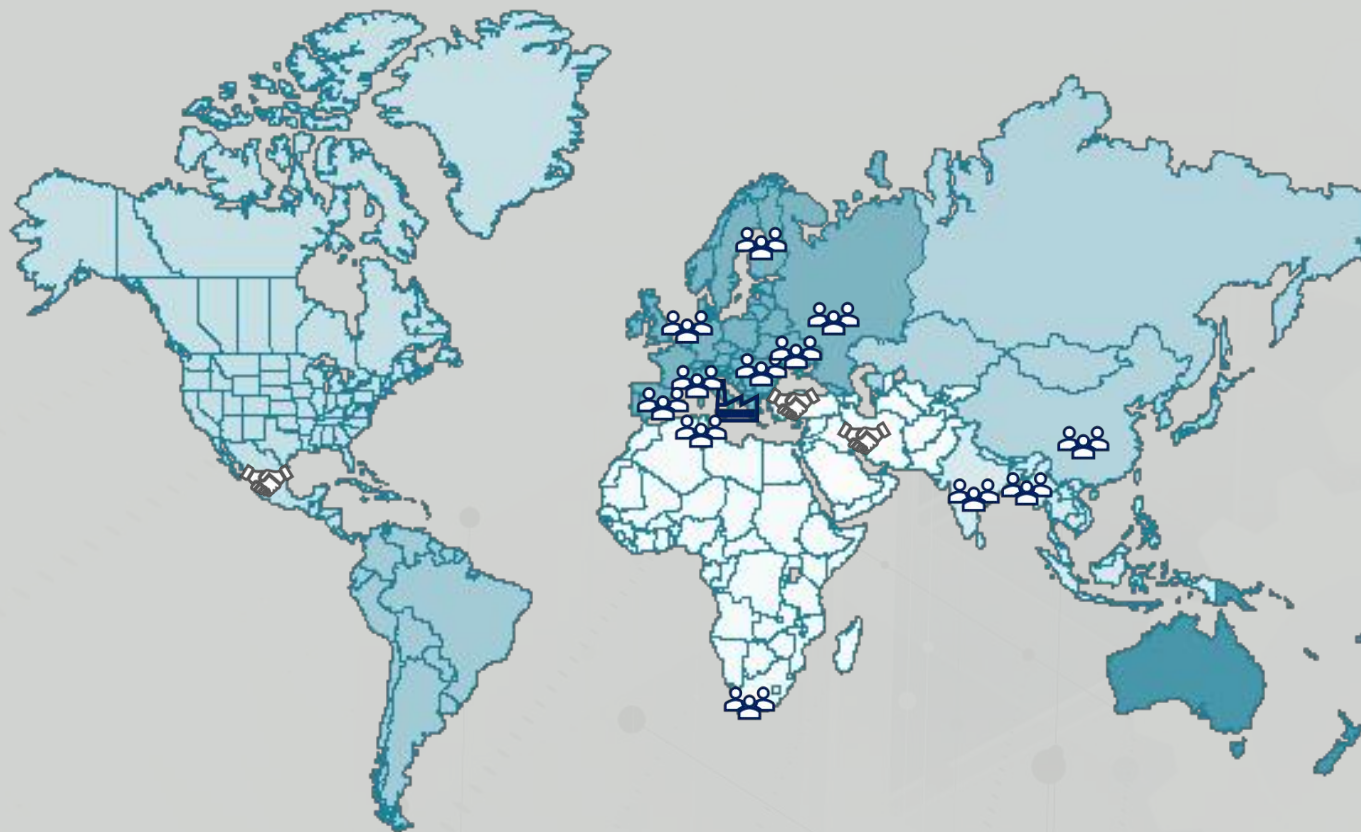
03

European steel hub

ACCIAIERIE D'ITALIA (formerly ILVA SpA), located a few kilometers from the company, thus bringing about the development of significant distinctive know-how.



LUBRITALIA ALL OVER THE WORLD



Lubritalia SPA



Partnership



Customers

OUR HISTORY



◆ **1977**

Lubritalia was founded by former HOUGHTON staff members in Palagiano, near Taranto.



◆ **1980**

The production of items for the steel industry began thanks to the partnership with the largest steel hub in Europe, **ILVA FLAT ROLLED PRODUCTS**.



◆ **1993**

Became one of the first Italian companies to obtain the **ISO 9001 Quality Certification**.



◆ **1995**

Began a solid partnership with Mexico and Iran, bringing Lubritalia to international markets.



◆ **2005**

The company doubles down by investing in state-of-the-art laboratory equipment to ensure a consolidation of technical **KNOW-HOW** and advance the progress of R&D.



◆ **2015 - 2025**

Consolidation in the Italian market with a wide portfolio of lubricant products for industry and for military parastatals (**LEONARDO**, **NAVY**, etc.) combined with expansion into international markets (Northern and Eastern Europe, Middle East, India).

LUBRITALIA SPA



Vision

Lubritalia SpA aspires to be a globally recognized leader in the **innovation** of industrial lubricants in the processing of steel and aluminum.

Mission

To offer excellent products that increase the performance, efficiency and durability of industrial machines. We are committed to exceeding our customers' expectations through constant assistance and continuous improvement with the most technologically advanced solutions.



Innovation

Customer
Focus

Quality

Operational
Excellence

Integrity

Environmental
Care

THE COMPANY



The production site in Palagiano (Taranto) covers an area of more than 18,000 square meters, divided into specific areas for

- ◆ Production plant
- ◆ Lines dedicated to filling and packaging
- ◆ Photovoltaic panels to reduce environmental impact
- ◆ Warehouse for the storage of raw materials, semi-finished and finished products



PRODUCTS: STEEL SECTOR



Development and production of fluids for steel (from hot rolling to the finishing phase)

01



Cold rolling fluids
for steel

02



Protective oils for
flat laminates

03



Products for the
treatment of pickled
steel

04



Hot rolling oils for
steel

05



Chemical auxiliaries for
the steel industry

PRODUCTS: ALUMINIUM SECTOR



Development and production of fluids for the production of aluminium (rolling and stamping)

01



Special fluids for
aluminium processing

02



Additives for cold rolling
of aluminium

03



Fluids for hot rolling
aluminium

04



Release agents for
castings

PRODUCTS: COPPER SECTOR

Development and production of fluids for the copper industry (rolling, drawing)

01



Hot rolling fluids

02



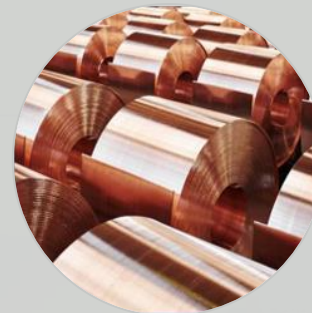
Drawing fluids

03



Finishing line fluids

04



Cold rolling fluids

PRODUCTS: INDUSTRY SECTOR



Metalworking process fluids, including protective oils, emulsifiable oils, and neat oils for any type of process.

01



Emulsifiable fluids for
mechanical processing

02



Neat oils for
metalworking

03



Biodegradable
hydraulic fluids

04



Protective oils for
metal products

05



Fire Resistant
Hydraulic Fluids

THEY HAVE ALREADY CHOSEN US



RESEARCH & DEVELOPMENT

- An in-house R&D laboratory equipped with state-of-the-art equipment for the creation of tailor-made formulations.
- Monitoring the quality of raw materials, intermediate products and final products.
- An area dedicated to customer service.
- Space for material testing, with tests conducted according to standard methods and ASTM parameters.
- An area for fine chemicals, where new formulations, semi-finished and finished products are developed.



CERTIFICATIONS



CQY CERTQUALITY

CERTIFICATE N° 070

IN CERTIFICAZIONE CONFORMAZIONE
MEMBERSHIP CERTIFY THAT THE ORGANIZATION

LUBRITALIA S.p.A.

IT - 74019 PALAGIANO (TA) - Z.L. LOCALITA' MARCO DEI LUPINI

NELLE SEGUENTI UNITA' OPERATIVE IN THE FOLLOWING OPERATIVE UNITS

IT - 74019 PALAGIANO (TA) - Z.L. LOCALITA' MARCO DEI LUPINI

HA ATTUATO E MANTIENE UN SISTEMA DI GESTIONE QUALITA' CHE E' CONFORME ALLA NORMA
AND IMPLEMENTED AND MAINTAINS A QUALITY MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD

UNI EN ISO 9001:2015

PER LE SEGUENTI ATTIVITA' / FOR THE FOLLOWING ACTIVITIES

SETTORE CODICE IAF 12

Ricerca e sviluppo, produzione e commercializzazione di oli, grassi, prodotti chimici ed ausiliari destinati all'industria.

Research and development, production and trading of oils, lubricants, chemicals and auxiliary products for industry.

Il presente certificato e' valido fino al 13/05/2023

DATA DECISION DATE 03/02/2023

DATA RINNOVAMENTO RENEWAL DATE 06/02/2026

EMANANTE COMPETENTE COMPETENT OFFICE 03/02/2023

ACCREDIA

ITALIA

IN ITALIA, IL CERTIFICATO E' VALIDO FINO AL 13/05/2023
IN ITALY, THE CERTIFICATE IS VALID UNTIL 13/05/2023

CISQ

CQY CERTQUALITY

CERTIFICATE N° 13478

IN CERTIFICAZIONE CONFORMAZIONE
MEMBERSHIP CERTIFY THAT THE ORGANIZATION

LUBRITALIA S.p.A.

IT - 74019 PALAGIANO (TA) - Z.L. LOCALITA' MARCO DEI LUPINI

NELLE SEGUENTI UNITA' OPERATIVE IN THE FOLLOWING OPERATIVE UNITS

IT - 74019 PALAGIANO (TA) - Z.L. LOCALITA' MARCO DEI LUPINI

HA ATTUATO E MANTIENE UN SISTEMA DI GESTIONE AMBIENTALE CHE E' CONFORME ALLA NORMA
AND IMPLEMENTED AND MAINTAINS A ENVIRONMENTAL MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD

UNI EN ISO 14001:2015

PER LE SEGUENTI ATTIVITA' / FOR THE FOLLOWING ACTIVITIES

SETTORE CODICE IAF 12

Ricerca, sviluppo e produzione di oli lubrificanti e di altri prodotti meccanici mediante miscelazione di oli minerali raffinati e altamente idrogenati con additivi antiossidanti, antiruggine, antiusura. Ricerca, sviluppo e produzione di emulsificanti e fluidi lubrificanti mediante esterificazione di polialcoli e poligliseroli con acidi grassi. Ricerca, sviluppo e produzione di fluidi per lavorazioni meccaniche mediante miscelazione di esteri organici di origine vegetale e sintetica con additivi antiossidanti, antiruggine, additivi EP ed emulsionanti. Ricerca, sviluppo e produzione di fluidi idrosolubili utilizzati nelle lavorazioni meccaniche e altri processi industriali, mediante miscelazione di acqua, additivi antiruggine e antiossidanti.

Research, development and production of lubricating oils and oils for machining by the mixture of highly refined mineral oils and additives, hydrogenated with antioxidants, anti-rust, anti-wear. Research, development and production of emulsifiers and lubricating fluids by esterification of fatty acids with polyhydric alcohols and polyglycols. Research, development and production of fluids for machining by the mixture of organic esters of vegetable and synthetic additives, antioxidants, rust inhibitor, EP additives and emulsifiers. Research, development and production of water-soluble fluids used in machining and other industrial processes, by mixing water, anti-rust and antioxidant additives.

Il presente certificato e' valido fino al 30/11/2023

DATA DECISION DATE 30/11/2023

DATA RINNOVAMENTO RENEWAL DATE 09/12/2026

EMANANTE COMPETENTE COMPETENT OFFICE 30/11/2023

ACCREDIA

ITALIA

IN ITALIA, IL CERTIFICATO E' VALIDO FINO AL 30/11/2023
IN ITALY, THE CERTIFICATE IS VALID UNTIL 30/11/2023

CISQ

CQY CERTQUALITY

CERTIFICATE N° 28787

IN CERTIFICAZIONE CONFORMAZIONE
MEMBERSHIP CERTIFY THAT THE ORGANIZATION

LUBRITALIA S.p.A.

IT - 74019 PALAGIANO (TA) - Z.L. LOCALITA' MARCO DEI LUPINI

NELLE SEGUENTI UNITA' OPERATIVE IN THE FOLLOWING OPERATIVE UNITS

IT - 74019 PALAGIANO (TA) - Z.L. LOCALITA' MARCO DEI LUPINI

HA ATTUATO E MANTIENE UN SISTEMA DI GESTIONE DELLA SICUREZZA E SALUTE CHE E' CONFORME ALLA NORMA
AND IMPLEMENTED AND MAINTAINS A SAFETY AND HEALTH MANAGEMENT SYSTEM WHICH COMPLIES WITH THE FOLLOWING STANDARD

UNI EN ISO 45001:2023

PER LE SEGUENTI ATTIVITA' / FOR THE FOLLOWING ACTIVITIES

SETTORE CODICE IAF 12

Ricerca e sviluppo, produzione e commercializzazione di oli, grassi, prodotti chimici ed ausiliari destinati all'industria.

Research and development, production and trading of oils, lubricants, chemicals and auxiliary products for the industry.

Il presente certificato e' valido fino al 15/02/2024

DATA DECISION DATE 27/03/2023

DATA RINNOVAMENTO RENEWAL DATE 15/02/2024

DATA RINNOVAMENTO RENEWAL DATE 15/02/2027

EMANANTE COMPETENTE COMPETENT OFFICE 15/02/2024

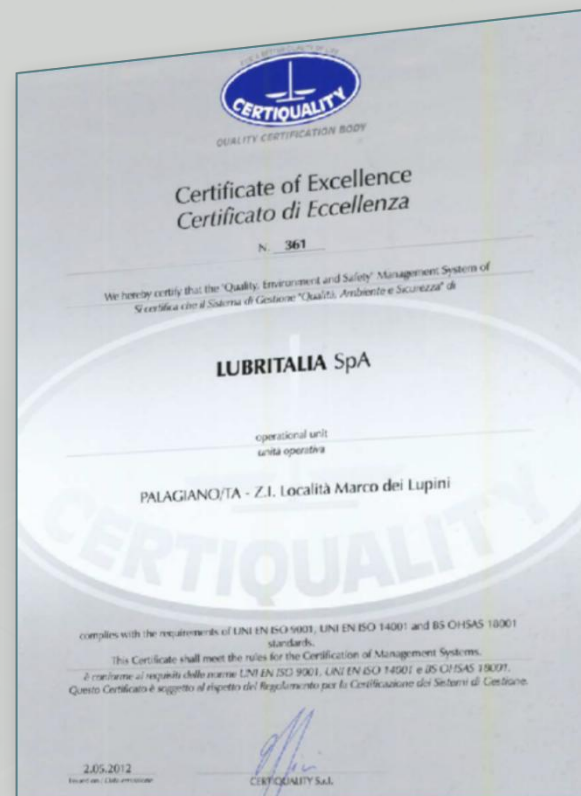
ACCREDIA

ITALIA

IN ITALIA, IL CERTIFICATO E' VALIDO FINO AL 15/02/2024
IN ITALY, THE CERTIFICATE IS VALID UNTIL 15/02/2024

CISQ

CERTIFICATIONS



STRENGTHS: ASSISTANCE ON FIELD



Lubritalia SpA improves the quality of its products by integrating research & development with technical assistance in a single function.



◆ The main benefit of this integration is that the technicians who provide support to customers:



Are directly involved in the formulation of the products



Field-verify the developed products for further optimization and customization.



Are better able to adapt formulations to applications.



Incorporate a chemical background and a deep understanding of industrial processes and plants.

STRENGTHS: FORMULATION-SPECIFIC ANALYSIS



Our in-house research laboratory specializes in the development of advanced formulations for industrial lubricants.

Among the various tests are:

01



Tribological tests to ensure excellent performance in lubricants

02



Torque Tapping System(TTS) to evaluate the lubrication properties of products during metalworking processes

03



Thermogravimetric analysis (TGA) to collect information on the behavior and residues of lubricants at elevated temperatures.

04



Reichert test to optimize the EP lubrication of the different formulations

WHAT WE OFFER



1. INSPECTION

Our specialists conduct a thorough inspection of the plant to collect the essential data required for an appropriate proposal.

3. INDUSTRIAL TEST

Complete supervision and support during the industrial testing phases of the product(s) presented.

5. PRODUCT SUPPLY

Constant supply of the selected product, without constraints on minimum quantities, with direct purchase from the producer.

2. LABORATORY TESTS

Our experts carry out, at no cost, comparative tests and/or checks on the condition of the products in use.

4. EVALUATION RESULTS

Evaluation of results and possible improvement of products/processes.

6. ASSISTANCE ON FIELD

Our technicians provide direct assistance to customers on the systems at regular intervals, offering precise feedback and suggestions for continuous improvement.

BEST CASE -- BELGIUM



◆ Customer:

Manufacturer of rolled steel.

◆ Proposed product:

cold rolling oil designed for reversible rolling mills.

- ◆ Following the initial testing phase, which demonstrated excellent low rolling force ratios, we collaborated closely to optimize the rolling process for thin materials by supplying on-site support and additives.
- ◆ This collaborative effort resulted in a minor adjustment to the product formulation after achieving the performance targets established by the customer.



Company Type:

Flat laminate manufacturer



Product:

Cold rolling oil



Result:

+30% increase in annual production
thanks to the reduction of rolling
steps.

BEST CASE -- MEXICO

◆ Customer:

Manufacturer of rolled steel.

◆ Proposed product:

Cold rolling oil for continuous tandem rolling mills.

- ◆ The customer requested a reduction in the specific consumption of the product.
- ◆ Through collaboration with the customer, we upgraded the emulsion management procedures. Additionally, the product's formulation was refined by carefully selecting emulsifiers to ensure sufficient stability, enabling the desired outcome.



Company Type:

Flat laminate manufacturer



Product:

Cold rolling oil



The result obtained:

-30% reduction in monthly consumption thanks to a dedicated formulation and the optimization of filtration systems.

BEST CASE -- ITALY

◆ Customer:

Manufacturer of automotive components utilizing CNC machinery.

◆ Proposed product:

A multimetal emulsifiable oil formulated without biocides and secondary amines.

After six months of applying the product on two test machine tools, the customer observed a reduction in consumption attributable to the product's high stability. Additionally, there was no need for intervention to adjust emulsion parameters (such as pH and biocide), which consistently remained aligned with optimal operational conditions.



Company Type:

Company operating in the metalworking sector



Product:

Multimetal emulsifiable oil



The result obtained:

reduction in the monthly consumption of the fluid used, extension of the life of the emulsion tanks and consequent reduction in disposal costs, increase in the life of the tools used.

OUR CHINA PROJECT TARGET



Lubritalia's main target is to build **strong collaborations** in China, working with both exclusive agents and multi-company representatives.

Specifically, we seek:

- ◆ Companies and/or distributors currently active in the industrial lubricant sales market.
- ◆ Lubricant commodity manufacturers interested in transitioning towards specialty products by leveraging Lubritalia's expertise.

Our adaptable approach enables us to anticipate that:

- ◆ Complete coverage of all market segments is not required.
- ◆ We welcome partnerships with several companies to achieve comprehensive coverage across China's entire business region.
- ◆ Having a warehouse or storage facility will be regarded as an advantageous criterion during the selection process.



COMPANY CONTACTS



Giuseppe Filippi

- ◆ **Lubritalia SpA**
- ◆ Senior Technical Support & Product Development Manager
- ◆ International Business Development in the Steel & Metalworking Industries



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◆ Controller & Exp. Dep. Man.

◆ International Business Development



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