

COMPANY PROFILE



Sistemi di aerazione



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Detail of a WTE pipe
connections



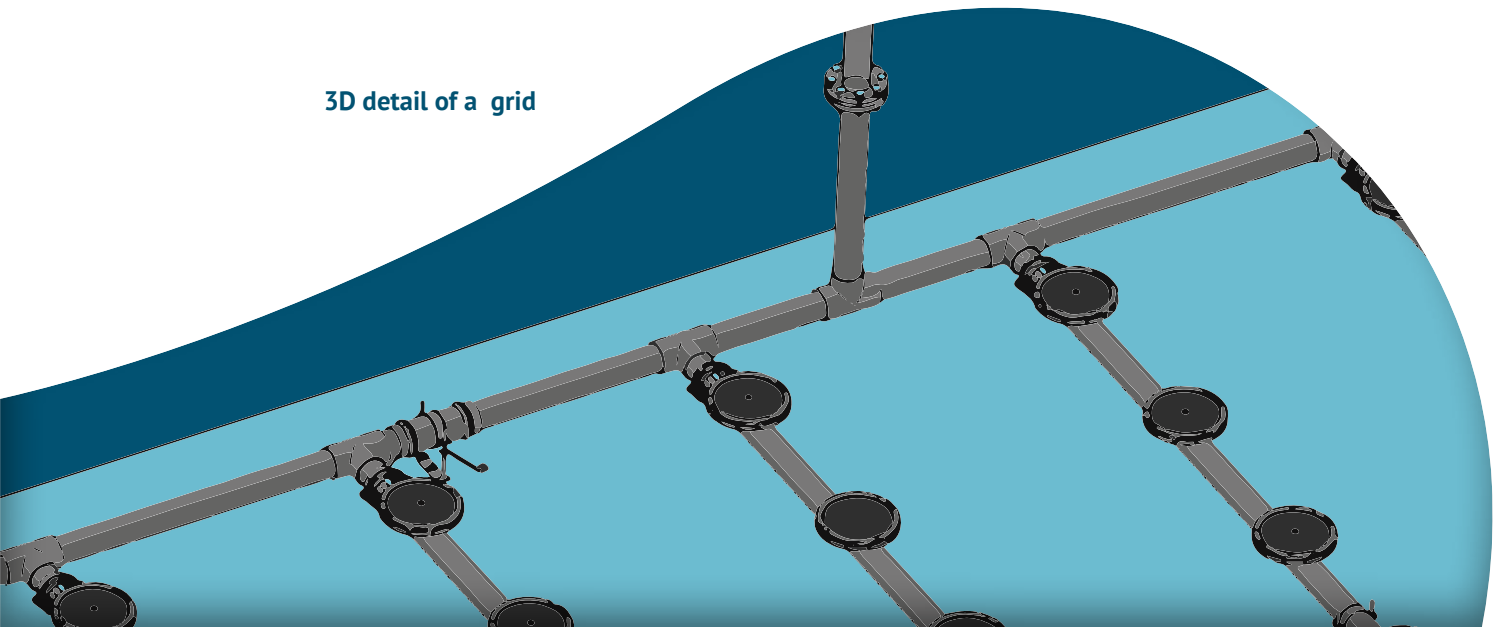
COMPANY OVERVIEW



WTE design and produce aeration machines and systems installed in wastewater treatment plants (wwtp).

WTE products are built to be reliable, easy to install and energetically efficient.

3D detail of a grid



COMPANY HISTORY



THE COMPANY WAS ESTABLISHED IN 1997 on the initiative of the two founders, both with a work experience in multinational companies operating in the pumps and environmental business.

During their working experience, they participated in the launch into the Italian market of one of the American brand leader in the aeration systems supplying. They even followed the execution of the performance tests, of the aeration machines developed by the Italian branch of the company.

The experience achieved allowed them to bring in the new established company to design new fittings to make the aeration systems easier to erect and more cost-effective.

In the mean time a new aeration machine was developed whose originality consisted in combining excellent oxygen transfer efficiency of an ejector feed by a blower combined with an high efficient submersible pump.

The machine can work as a submersible ejector as well as a mixer.

However, the diffusers were still not in the range of products. Diffusers are the most popular way to transfer oxygen in wwtp and the oxidation tanks are considered in some way the heart of the active sludge process.

The main producers of diffusers were in Germany and the United States: the Germans made high quality diffusers, but the purchase price level was too high for the Italian market. In the United States, thanks to a considerable domestic market was possible to buy good

quality products at the right price.

The combination of a quality diffuser, a grid easy to be installed and last but not least the good relations with the engineering company, permitted us in 2000, to quote and sell the first aeration system of some importance: the Santa Croce sull'Arno wwtp.

The importance of this treatment plant goes beyond the modest size of this Tuscan town. The city is located in the center of one of main Italian tanneries district so the high volumes of wastewater to be treated derive largely from these industries. The liquid containing enzymes, organic material derived from the tanning processes is recognized to be one of the most complicated to remedy.

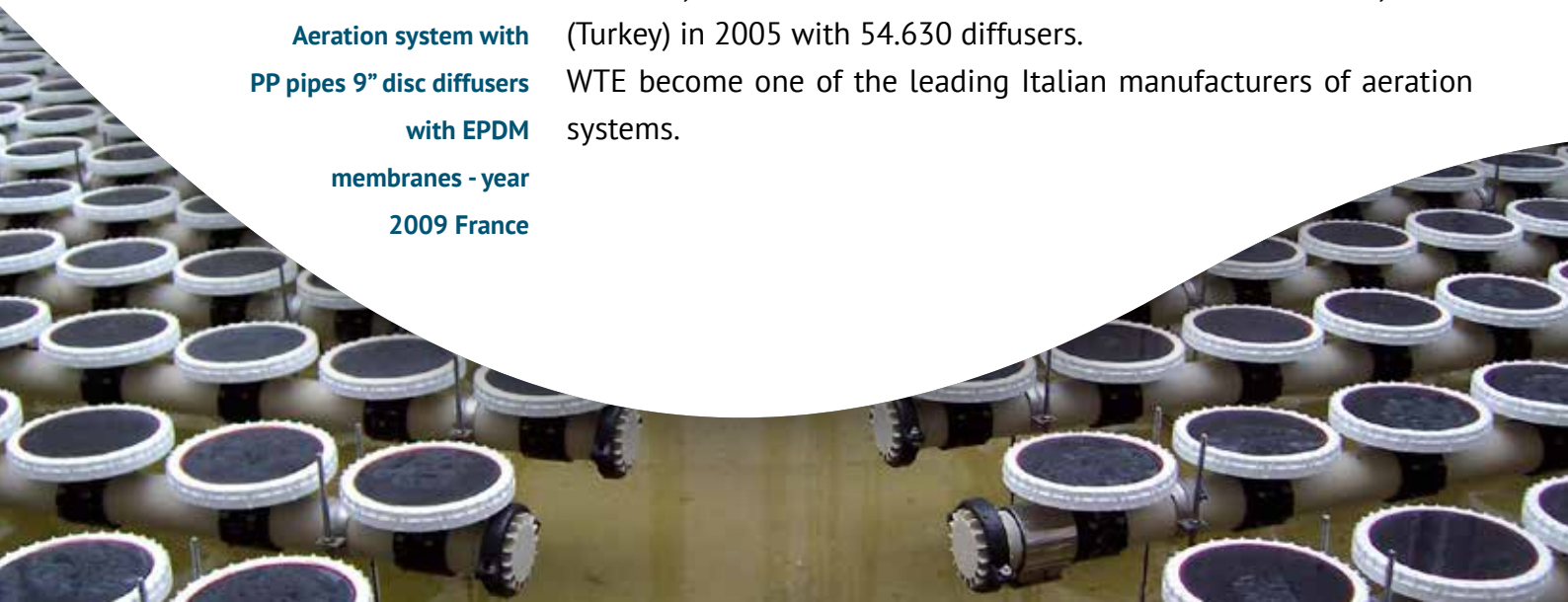
The acquisition of this plant has brought several benefits:

- 1 An important reference: the system has a total of 26.500 diffusers, operating in particularly harsh conditions;
- 2 Thanks to the good performance of the system, the plant operator is still a WTE customer;
- 3 Engineering companies specialized to design wastewater treatments for tanneries, started to use our products;
- 4 Thanks to the sale of this system, sales volumes started to increase to such a point to justify the fabrication of our own diffuser;

**Aeration system with
PP pipes 9" disc diffusers
with EPDM
membranes - year
2009 France**

Starting from 2000 the Santa Croce plant was the premise for the acquisition, of three other systems: Milano Nosedo with 35.200 diffusers, in 2003 Milano San Rocco with 30.336 diffusers, Bursa (Turkey) in 2005 with 54.630 diffusers.

WTE become one of the leading Italian manufacturers of aeration systems.



In the early years of this century, the interest in the water resources arise considerably. Several companies that already operated in some sectors of water collection and distribution decided to cover the entire water cycle also including the treatment of wastewater.

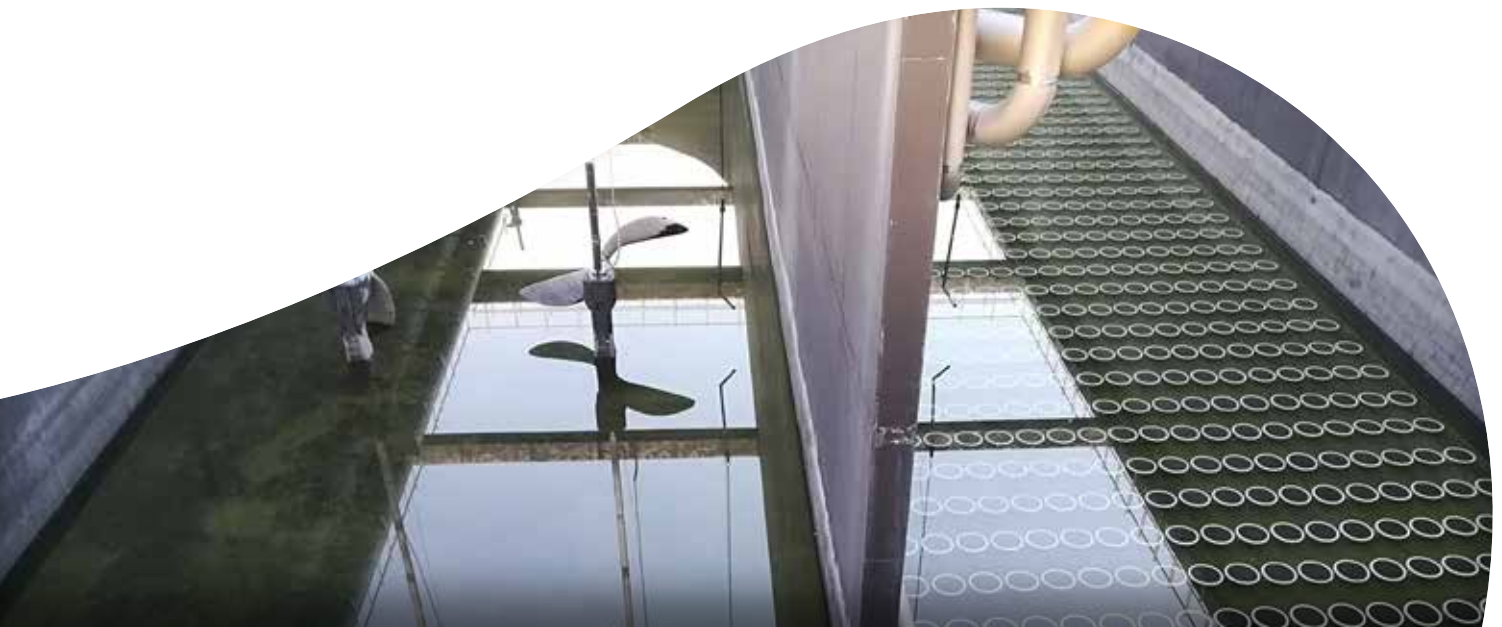
In 2000 an important multinational with headquartes in Nord Europe decided to enter in the wastewater business acquiring a well-known Finnish company, manufacturer of submersible pumps before and a Swiss manufacturer of submersible mixers after.

The sales network for this dividion was created almost from zero: some of salepeople were hired from competitors where they were used to propose beyond pumps and mixers even the aeration systems.

The Italian salesmen of this company first and the French then ask the managment to sell even aeration systems so shortly after we signed a sale agreement with the Italian branch and a similar one with French branch.

In France, there are some of the most important engineering companies in the world, among them Degremont (currently known as Suez) and Veolia. Thanks to the commercial network put in place by our French partner we have acquired between two large plants in Paris, Lyon and innumerable small and medium-sized plants located throughout the nation. After the experience in Italy and France the headquarters of the multinational proposed to WTE to sign a framework agreement that is still in force and cover part of the world.

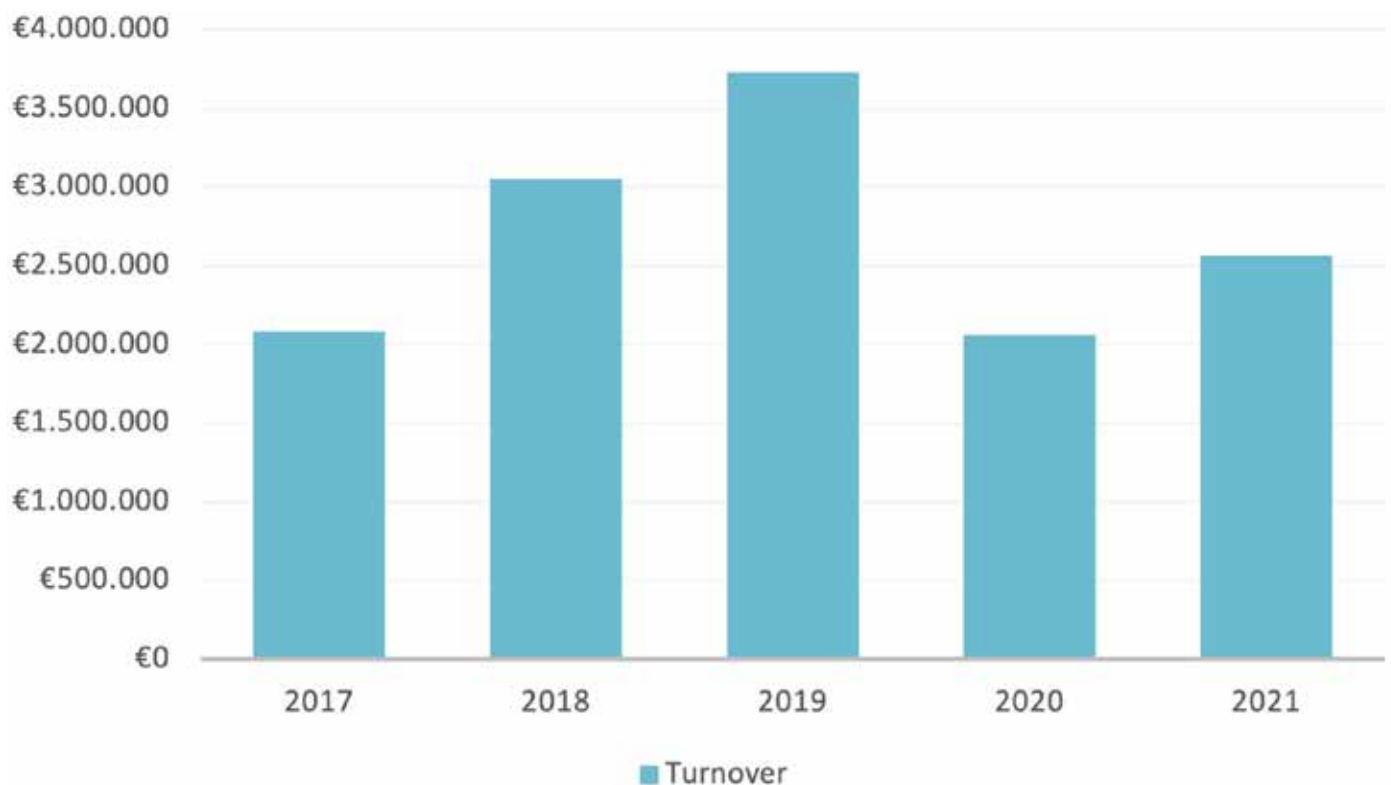
**Racetrack tank equipped
with uPVC piping and 9"
disc diffuser with EPDM
membranes - 2009 Turkey**



WTE AT A GLANCE



Turnover in the last five years



Number of employees in 2021: **11**

Export turnover/Total turnover in 2021: **48,6%**

WTE is ISO 9001: **2005 certified**

OUR MARKET



Distributor & OEM

48,0 %

Engineering companies' industrial sector

22,7 %

General contractors

11,2 %

Public utilities

10,3 %

Industrial customers

4,5 %

Engineering companies' civil plants

3,3 %

THE HEART OF THE ACTIVATED sludge process in wwtp is the aeration system. WTE assist the customers with its know-how, to choose the best combination of components and materials in relation with the wastewater to be treated.

The design of our plants is carried out in house while the manufacturing is outsourced by companies under the control of WTE.

WTE has chosen to use only diffusers with micro-perforated membrane made with elastomers such as EPDM, Silicone and Urethane.

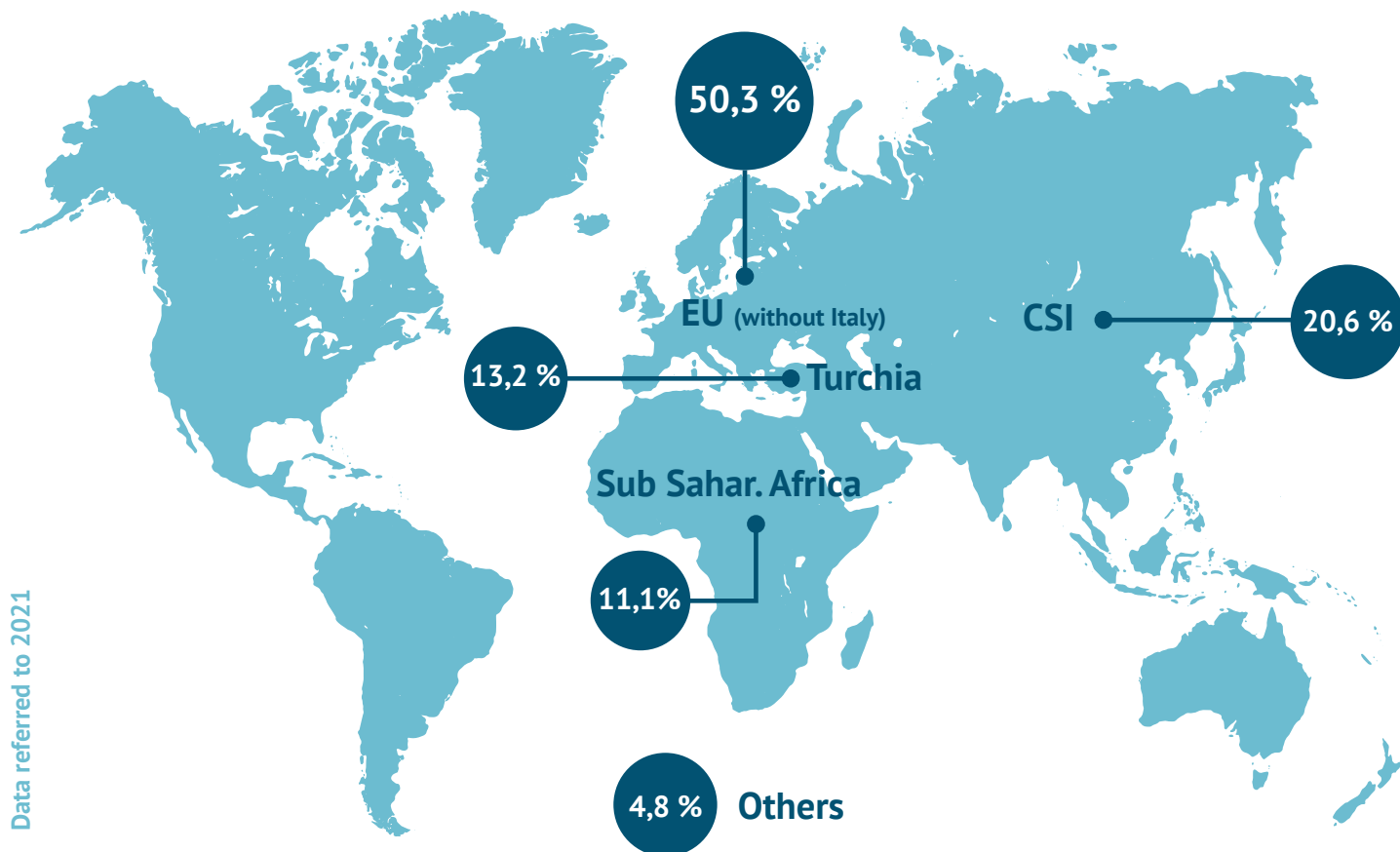
The products are recyclable, being possible to separate the different materials that make up the good.

We are able to provide additional services, such as the erection of systems or their maintenance, thanks to specialized companies with which we have a consolidated relationship.

In addition to the supply of complete systems, we are able to offer our products as commodities or spare parts of systems made by our competitors.

Our main customers are companies that design the entire treatment plants mainly for industries and provide the electromechanical apparatus, general contractors able to manage even the civil works, and public utilities.

Currently the foreign markets in which we are present are:



If we follow the supply chain that leads to the construction of a plant, we have:

- 1 the design company that executes the project;
- 2 the private or public body that issues the tender;
- 3 the company who win the contract;

The further we move from those that design the project, the lower the chances of getting the job.

The probability of selling, increases if the technical characteristics of the product are incorporated in the tender documents. In some international tenders it's common that suppliers are enrolled in a "vendor list" approved by the end customer.

It is clear how creating an international team that includes technicians and sales in different areas of the globe is not trivial: an ideal sales network is an activity that requires investment both technical and human resources.

PARTNERS & TESTIMONIALS



The Italian market is almost entirely managed by agents. We are starting the collaboration with distributors in India and Egypt and we have recently appointed a consultant to follow these markets. The framework agreement with the multinational lets us to sell in France, Spain, Russia, Israel, and South Africa. In Italy we can count on a loyal and satisfied clientele with whom we have decades of relationships.



HOW WE SEE OUR FUTURE



PROJECTS RELATED TO THE WATER CYCLE and its recovery are intended to increase.

The demands of the end users are to have products that offer increasingly high performance, due to the importance of the aeration system in the overall economy of the waste water treatment plant. The energy consumption of this section of wwtpIt is estimated to be more than 50% of the entire energy consumption of a plant.

The trend we see for the future is:

- 1 The integration between the control systems of the wwtp and the aeration system is limited to few parameters of the process such as the concentration of dissolved oxygen, nitrogen in relation with airflow provided by blowers.
- 2 There are no systems that allow to report the operating conditions of the aeration system its need for maintenance.
- 3 We believe that the market in the future will requires materials more durable, specifically the elastomers that compose the diffusers membrane.
- 4 Part of the success of the company is referred to the capacity to built a stable commercial network in those countries where there see a glimpse of growth such as Far East, Indian peninsula



Sistemi di aerazione

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