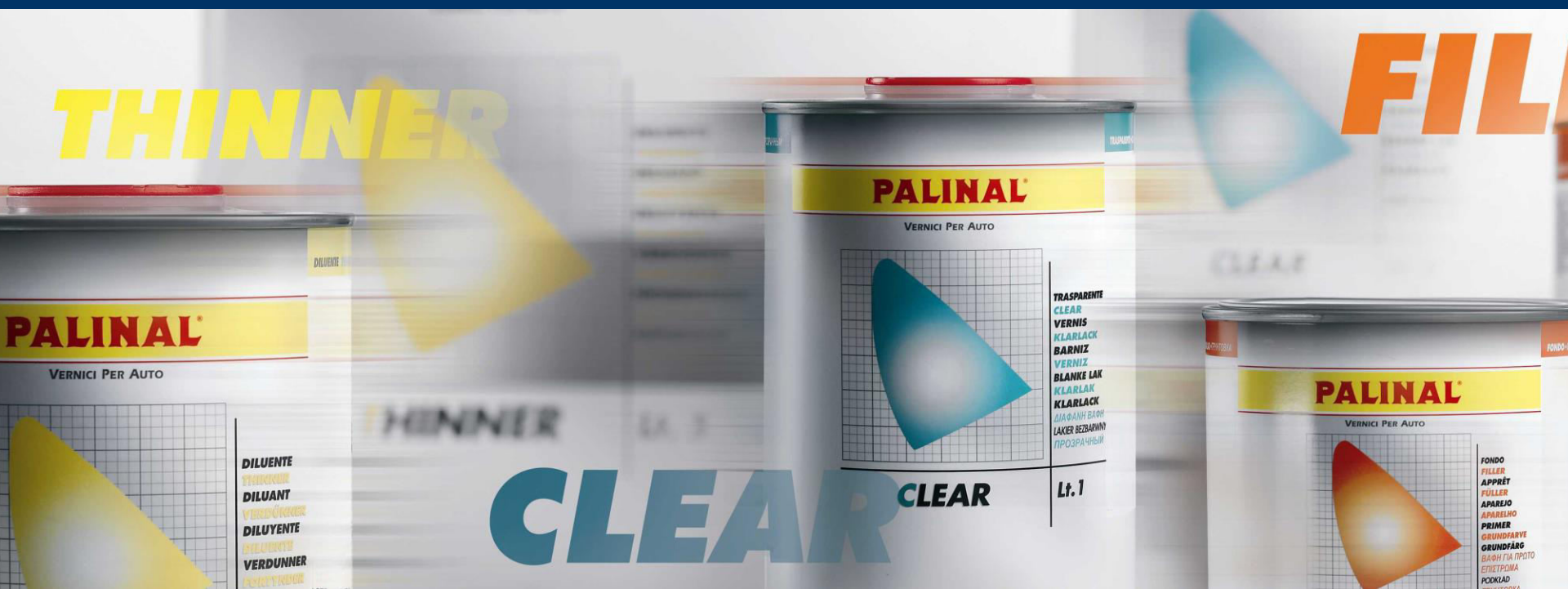


PALINAL®

PALINI VERNICI

Italian since 1945



- 1945 Constitution of ***Palini Vernici LTD***
- 1969 Launch of quick-drying spray polyester filler ***P62***
- 1971 Launch of 80°C single-component enamel ***CL207***
- 1977 Launch of bi-component acrylic enamel ***CL807***
- 1981 Launch of ***POLYPAL System*** Industrial Mixing Machine
- 1996 Launch of ***MULTICRYL 910*** and ***920*** enamel lines
- 2001 Launch of ***EROS EXTRA RAPID OVER SOLID*** Clear Coating
- 2004 Launch of ***Hydropal120 Waterborne System*** concentrated
- 2006 Launch of new ***420 g\l VOC ClearCoatings***
- 2007 Launch of new generation of ***Water-Based Primers for plastics***
- 2011 Launch of new high performance clear coat ***223W.AIR Series***
- 2014 NEW ***"Scala White System"*** Hydropal120
13 NEW Converter for systems *Polypal607* and *Polivalent707*

COMPANY PROFILE

PALINI HOLDING

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graph TD; PH[PALINI HOLDING] --> PV[PALINI VERNICI S.r.l.]; PH --> P[PALINAL]; PV --> P1[Palini R&D Lab.]; PV --> P2[Palini Colorimetry Lab.]; PV --> P3[Palini Competence Center]; PV --> P4[Production]; P --> P5[Marketing Dep.]; P --> P6[Sales & Distribution]; P --> P7[Technical Support]; P --> P8[Customer Service];
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PALINI VERNICI S.r.l.

Palini R&D Lab.

Palini Colorimetry Lab.

Palini Competence Center

Production

PALINAL

Marketing Dep.

Sales & Distribution

Technical Support

Customer Service

MISSION

Production of top-quality coating materials designed for uses where high protection, maximum aesthetic effect and sophisticated colour solutions are required

SAFETY AND QUALITY SYSTEM

ISO 9001:2008 QUALITY

Certification obtained about ten years ago.
Certifying institute SGS. Regularly renewed.
Certificate N. IT03/0978.01 - Expiring 11/07/2015

OHSAS 18001 SAFETY

Certification obtained in 2008.
Certifying institute SGS. Regularly renewed.
Certificate N. IT09/0903 - Expiring 13/11/2015

ISO TS 16949:2009 AUTOMOTIVE

Certification obtained in June 2012.
Certifying institute SGS.
Certificate N. IT12/0391 - Expiring 20/07/2015

PRS 96/98 EC YACHTING

Certification obtained in 2005. Certifying institute
Polski Register of Shipping. Regularly renewed.
Certificate N.TT/1231/710270/07



PRODUCTION LINE

LARGE LOTS

Fixed Tank Dispensers – 10,000 lt. Closed-Cycle production

SMALL AND MEDIUM LOTS

Mobile tank dispenser – 300 to 3,500 Lt.

SERVICE LOTS

Product line ready for customer needs
Able to produce up to 20 Kg. of product

The advanced technologies in manufacturing processes allow the Company to be at **the highest levels** in:



Flexibility



Productivity



Constant Quality



Respect for the Environment

BUSINESS SECTORS

**CAR REFINISH
INDUSTRIAL BODY SHOP**

REFINISH COATINGS



INDUSTRY AUTOMOTIVE AND MOTORCYCLE



INDUSTRY BUSINESS TO BUSINESS



EXCLUSIVE YACHTING PAINT



YACHT

BUSINESS SECTORS

CAR REFINISH

Thanks to the innovative technological solutions and a profound knowledge of the colour, Palinal holds about **10% of the domestic market share**.

The company operates in the repair market with specialized distributors. Contact with customers is constant and operated by a **qualified sales force**

About 1500 Italian bodywork repairers work with Palini Tintometric Systems, type-approved by the after-sales service of **FIAT, Lancia** and **Alfa Romeo**



GAMMA PRODOTTI PALINAL

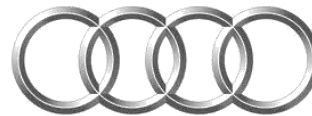
BUSINESS SECTORS

The company, through sub-suppliers, provides many products for auto-industries to the production of the OEM Original Equipment Manufacturer : **Toyota, Fiat – Jeep (FCA), Audi, Maserati, Nissan**

Supplier Code FCA n°: 5635

FCA

FIAT CHRYSLER AUTOMOBILES



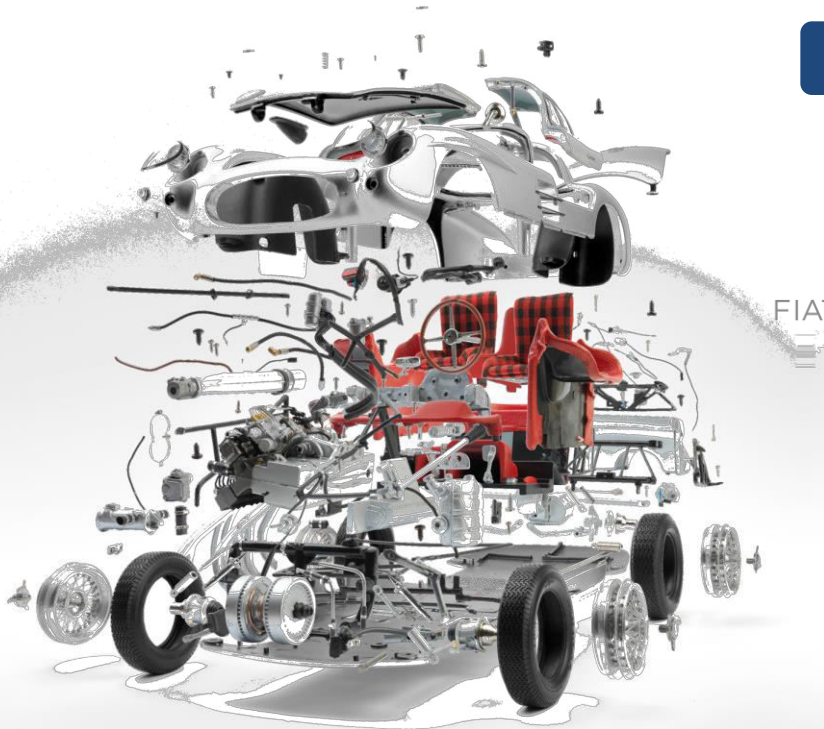
Audi



TOYOTA



PEUGEOT



BUSINESS SECTORS

INDUSTRIAL BODY SHOP

Urban buses - Long-distance coaches - Trucks - Earthmoving Machinery. In this particular market the company plays a lead role.

Prestigious market brands like ***Irisbus, Barbi, Adamoli, Iveco, Volvo, Man*** (Test WB primer for buses), **Claas and Manitou** for a long time have preferred the **anti-corrosive properties** and the **excellent aesthetic appearance** of Palini products.

Supplier Code IVECO n°: 108804

IVECO



PALINAL

Vernici per l'Industria

BUSINESS SECTORS

INDUSTRY

In recent years the company has concentrated many of its resources in order to develop this sector, employing Laboratory Experts and a team of professionals, to establish business relationships with companies in the most important national and international level:

Ducati, Piaggio, Aprilia, MV Agusta, Honda, Cagiva, KTM, Yamaha, Malaguti, Motoguzzi



Elicotteri Agusta A109

BUSINESS SECTORS

INDUSTRY – BUSINESS TO BUSINESS





The work and commitment in the search for paint products suitable for many different types of media and especially plastics, allowed Palini Vernici to expand its field of interest toward new areas: **household appliances, cosmetics, lighting, fitness equipments, electronics...**



BUSINESS SECTORS

BOATING – PALINAL EXCLUSIVE YACHTING PAINT

Palini Vernici works in the nautical field, taking advantage of the extensive experience on the painting of valuable artifacts derived from Refinish and Industry field.

-  Chromatic and Special Effects
-  Customized Technical Solutions
-  Innovative Painting Cycles
-  Qualified Technical Assistance



PALINI Research and Development Laboratory

Excellence and quality are due to its **R&D Palini Laboratory**

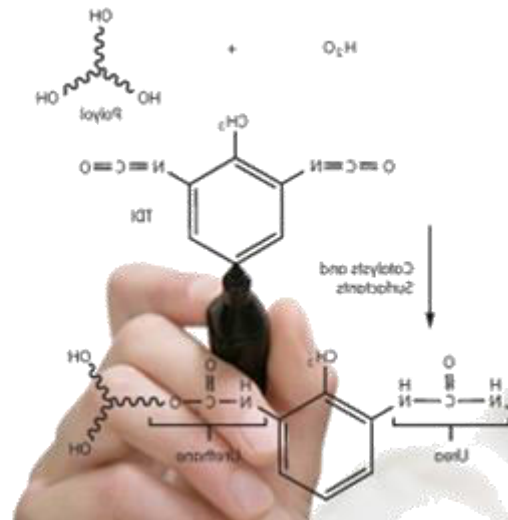
The Laboratory was completely renovated in 2008 and currently **more than 30 researchers** have been constantly working on new innovative products.

Synergic work is the strong point for Palini Vernici success - every year Palini invests around 10% of its turnover in R&D project



The **Research and Development Department** manages:

- 💡 Testing Raw Material
- 💡 Quality Control
- 💡 Research and Development of New Products
- 💡 Color Management & “Formulation Release”



PALINAL

Vernici per l'Industria

PALINI Colorimetry Department







The company has more than **740.000 color available** and **around 9000 chips color**.

Thanks to a very close relationship with the most important car, bus, motorcycle and truck companies, the colorimetric office constantly updates the formula database.

The Colorimetry Department develops every year **more than 1.000** new colors just in the car sector, thanks to the continuous update on new technologies of pigmentation: metallic, xirallic..



Palini Colorimetry Department offers:

-  **Research and development** of new colors and their industrialization
-  **Pigment Selection** and testing
-  **Color formulation** on demand
-  **Color Stability Testing**
-  **Best practices** of intervention and **optimization methodologies** of formulaion
-  **Review - Check existent** color formula

PALINI COMPETENCE CENTRE - C.I.T.

Palini Vernici believes and invests in the training for the professional growth of its customers

The training program provides different modules depending on the needs of the customer. This course enables students to learn how to work with the Palini Vernici' products.



PALINI COMPETENCE CENTRE offers:



Demonstrations of Palini Vernici's Products



Support in the development of products and related testing



Colorimetry Course - The science of colour to learn how to work with colours



Customer Technical Support

In case you can't reach the Technical Information Center (CIT), the Palini Vernici's staff is available for customized trainings at the customer headquarters.

PALINI MARKETING DEPARTMENT



facebook



Palinal brand promotion: *online presence*

Management, Magazine Ads, Events for clients - Open Day & Product Demonstration -

It support and coordinates *the sales force in the area and support team.*

Customer care, *first contact and customer routing requests (information, use products, using software etc ..)*

Organization of trade fairs and business company events *coordination in the planning, organization and management of construction fairs.*

Creation of marketing materials to support sales teams *flyers, posters, newsletters, company and products brochures*

Management of editorial and advertising strategy *Articles, News, presentation of new products and important business activities.*



PALINAL

Vernici per l'Industria

PALINI CHROMACARD COLOR IDENTIFICATION

Palini Vernici offers to its customers a complete Chromacard references



Immediate Periodic Updating, compared with the 2-3h required for the systems offered by the competitors - allowing considerable **savings in terms of costs of updating and staff**. It avoids the risk of loss of efficiency if the systems cannot be updated. New bundles are inserted directly into the chromacard as received without further operations.

PALINI CHROMACARD NUMBERS:



Number CARD current system: **8400**



Number of car colors: **> 20.000**



Color Card Size: **8,5 X 3,5 cm**



Next update **March 2015**



PALINAL

Vernici per l'Industria

PALINI PALCOLORFINDER®

PalColorFinder® is a software used for the colour search and it was directly developed by Palini Vernici. PalColorFinder® is one of the best softwares in colour research currently on the market, due to its characteristics: speed, comfort and user-friendliness.



It has a colour database with more than 100.000 dyes, which is monthly updated online. In addition to cars colours, the software contains the ones of motorcycles, earthmoving machines, NCS, RAL, etc.



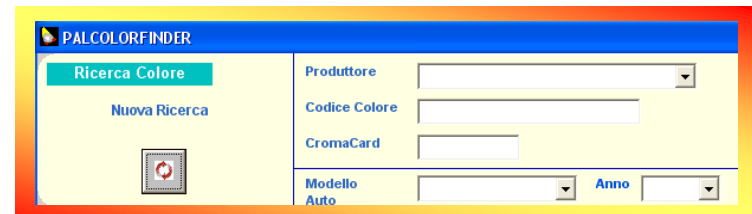
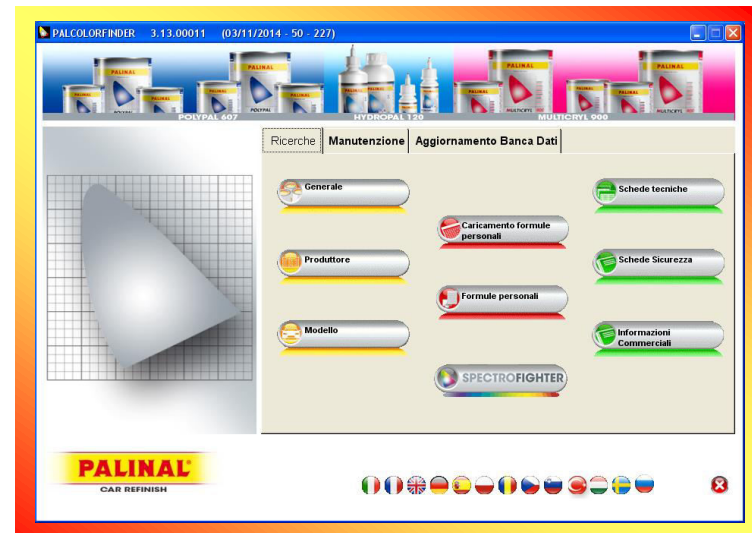
Two different filters have been recently introduced in the software in order to direct the search: “Producer” and “Car Model”, so they can both guarantee a correct and exact search of the colours.



The research can be further simplified by the graphic visualization of the colour in the corresponding column (RGB) with the spectrophotometric reading 45°.



In the software, they can also be found technical data sheets, security sheets and all the marketing information about Palini's products.



SPECTROFIGHTER®

An **easy to use** portable instrument for colorimetric measurement of **extremely high quality**

Integration with software developed by Palini PalColorFinder®, guarantees **fast** and **precise** color paint **identification**.

- ⇒ **Speed in measurement** (less than 2 second)
- ⇒ **Accuracy in measurement** due to the pressure sensors
- ⇒ **Stability in the readings** thanks to “self-lamp” efficiency
- ⇒ The flash lamp is long lasting, about **600,000 readings**
- ⇒ The internal temperature sensor minimizes the deviations due to variations of temperature of the substrate during the readings



PRECISION

RAPIDITY

EFFICIENCY

EASY TO USE

100% COMPATIBLE with all Palini Mixing System

PALINAL

Vernici per l'Industria

REFERENCES

Automotive



Motorcycle



Household & Cosmetics



Yachting



PALINAL®

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