

The logo features the word "Zator" in a red, lowercase, sans-serif font. Below it, the words "gluing" and "solutions" are stacked in a grey, lowercase, sans-serif font. The background is split diagonally from the top-left to the bottom-right. The upper-left portion is white, and the lower-right portion is a vibrant red. The diagonal boundary is not perfectly straight, with rounded corners on the white side.

Zator
gluing
solutions

welcome





11900
VALVES PRODUCED
IN THE LAST 3 YEARS

192.246
PRODUCED ITEMS
IN THE LAST 3 YEARS

+25
GROWTH RATE
IN THE LAST 3 YEARS

THE MADE IN ITALY THAT CONVINCED THE WORLD

WE HAVE SPECIALIZED FOR OVER 20 YEARS IN THE DESIGN, CONSTRUCTION AND TESTING OF SYSTEMS FOR APPLICATION OF ADHESIVES, GLUES AND FLUIDS IN SECTORS COMPETITIVE AND HIGHLY REGULATED SUCH AS: PAPER CONVERTING, AUTOMOTIVE, WOOD/FURNITURE, TOBACCO AND FOOD.

We take care of every stage of production inside: from the selection of materials to the technical office, from the workshop to delivery, our supply chain is fully controlled in real time.

We are equipped with a fleet of controlled machine tools updated and complete numeric that allows us to combine the production with the standard production of products configured according to your needs. Thanks to the agile company dimension and our approach based on maximum flexibility, we guarantee custom solutions in short times.



A HISTORY OF INNOVATIONS

2005

WE BUY A NUMERICAL CONTROLLED MACHINE TOOL. AN IMPORTANT TECHNICAL CHOICE THAT IMPROVES **QUALITY** OF THE MACHINED PARTS AND CONSOLIDATE THE PERSPECTIVE TO TAKE CARE OF THE PRODUCTION CHAIN FROM THE INSIDE.

2006

CONFIRMING OUR ATTITUDE FOR **INNOVATION**. WE INSTALL SOLIDWORKS SOFTWARE. A STEP FORWARD FOR THE TECHNICAL OFFICE.

2001

FROM MILAN WE MOVE TO CUSANO MILANINO, IN A SPACE OF 500 SQUARE METERS, LARGE ENOUGH TO ACCOMMODATE AND ENCOURAGE OUR **PRODUCTION DEVELOPMENT**. WE PARTICIPATE IN GRAFITALIA AND CONVERFLEX MILANO, THE FIRST OF A LONG SERIES OF INTERNATIONAL FAIRS THAT WILL ALLOW US TO BRING THE MADE IN ITALY OF OUR PRODUCTS ALL OVER THE WORLD.

1999

THE MARKET IS IMMEDIATELY **GLOBAL**. WE EXPORT MOST OF THE PRODUCTION AND POSITION OURSELVES AS A WORLD-CLASS PLAYER. OUR STRUCTURE GROWS, WITH A PARTICULAR FOCUS ON RESOURCES DEDICATED TO CUSTOMER ASSISTANCE.

1998

AFTER INTERNATIONAL EXPERIENCES IN THE BONDING SECTOR, LUCIANO DONATI, TOGETHER WITH HIS SON ALESSANDRO AND MAURIZIO TAPPARO, DECIDES TO **CREATE ZATOR**. THE STORY BEGINS IN A BASEMENT IN MILAN AND THE PRODUCT RANGE IS DESIGNED INTERNALLY, SUCH AS ASSEMBLY, TESTS AND INSPECTIONS; WHILE THE COMPONENTS ARE MADE BY EXTERNAL SUPPLIERS. AMONG THE REALIZATIONS: ELECTROPNEUMATIC VALVES, GLUE FEED UNITS, MICROPROCESSOR CONTROLS.

2008

OUR FIRST PARTICIPATION IN **DRUPA**, THE MOST IMPORTANT TRADE FAIR: FROM HERE WE WILL PARTICIPATE IN ALL SUBSEQUENT EDITIONS (2012, 2016 AND 2020).

2009

COUNTERCURRENT WITH THE WINDS OF CRISIS THAT WEAKEN THE MARKET, WE UPGRADE INTERNAL ORGANIZATION AND PRODUCTION. A NEW MACHINE TOOL ARRIVES IN THE WORKSHOP AND WE INTRODUCE THE **TOUCH SCREEN PANEL** ON OUR MICROPROCESSOR CONTROL UNITS.

2010

TO ENSURE GREATER PRECISION AND RELIABILITY, WE PURCHASE VISION, A POWERFUL OPTICAL MEASURING INSTRUMENT. ON THE PRODUCTION FRONT, WE MAKE A RESTYLING OF THE MICROPROCESSOR CONTROLS AND **EXPAND THE PRODUCT RANGE** BY INTRODUCING NEW TYPES OF HIGH SPEED VALVES. A YEAR LATER, THE FIRST MULTI-NOZZLE HEADS MADE ON SPECIFIC CUSTOMER REQUESTS WILL FOLLOW.

2014

FROM THE OLD HEADQUARTERS WE MOVE TO A NEW BUILDING, STILL IN CUSANO MILANINO. MORE SPACE (2000 M2), OPTIMAL WORKING CONDITIONS, BETTER **INTEGRATION OF THE DEPARTMENTS**: WORKSHOP, ASSEMBLY, TECHNICAL OFFICE, SALES AND MARKETING MANAGEMENT. WE BUY AN AUTOMATIC VERTICAL WAREHOUSE TO FACILITATE THE STORAGE OF THE PRODUCTS MADE. THROUGH A TARGETED RESTYLING WE EQUIP THE SOFTWARE PANEL WITH A TOUCH SCREEN MONITOR AND SIMPLIFY THE INTERFACES.

FUTURE

2019

THE FUTURE BEGINS.

WE TAKE CARE OF OUR BRAND IDENTITY TO COMMUNICATE WHO WE ARE AND WHAT WE WANT TO BECOME IN THE COMING YEARS.

A NEW STARTING POINT TOWARDS NEW MARKET GOALS AND BUSINESS GROWTH.

2018

NEW PROFESSIONAL RESOURCES COMPLETE THE ZATOR TEAM, IN THE ENGINEERING AND MARKETING AREAS.

SENSITIVE TO THE WELL-BEING OF THE WORK ENVIRONMENT AND TO THE HEALTH OF OUR OPERATORS, WE BRING AIR CONDITIONING TO THE WORKSHOP.

THE MACHINE FLEET CONTINUES TO INCREASE THANKS TO THE ACQUISITION OF THE LASIT LASER MARKER.

2017

SUSTAINABILITY ENTERS THE COMPANY. WE INSTALL NUMEROUS SOLAR PANELS THAT ALLOW US TO SELF-PRODUCE 80% OF OUR ENERGY NEEDS.

WE MANAGE TO CREATE THE FIRST VALVE DESIGNED AND BUILT ENTIRELY BY US...

A MILESTONE THAT CONFIRMS OUR IDEA OF AN INTERNAL SUPPLY CHAIN.

2016

WE SPEAK CHINESE!

IN FACT, WE OPEN AN OFFICE IN GUANGZHOU, CONSOLIDATING OUR PRESENCE IN THE ASIAN MARKET AND LAYING THE FOUNDATIONS FOR GROWTH THAT CAN NO LONGER BE POSTPONED.

ATTENTIVE TO THE DIGITIZATION PROCESSES, WE IMPLEMENT FACTORY, THE MANAGEMENT SYSTEM TO REORGANIZE INTERNAL WORK, AND WE STRENGTHEN PRODUCTION WITH THE PURCHASE OF FANTINA MOBILE FOR MULTIPLE PROCESSES, WITH 3 M BARS.



A RANGE FOR ALL INDUSTRIES

WE DESIGN AND INTERNALLY PRODUCE TWO DIFFERENT GLUING SYSTEMS, COMPLETE WITH GLUE FEED UNITS, CONTROLS, VALVES, SENSORS AND ADDITIONAL COMPONENTS:



**COLD
GLUE
SYSTEMS**



**HOT
GLUE
SYSTEMS**

Our solutions are widely used in competitive industrial sectors where high technical performance, reliability and reduced maintenance are required:

- . PAPERMAKING/CONVERTING
- . FURNITURE
- . PACKAGING
- . AUTOMOTIVE
- . WOOD INDUSTRY
- . TOBACCO INDUSTRY
- . FOOD INDUSTRY

INDUSTRIAL APPLICATIONS

— FOLDING MACHINE

— COLLATOR MACHINE

— FOLDER GLUER MACHINE

— ROTO-OFFSET MACHINE

— CAN LIDS

— PAPER BAGS

— SPRAY

— SEAL



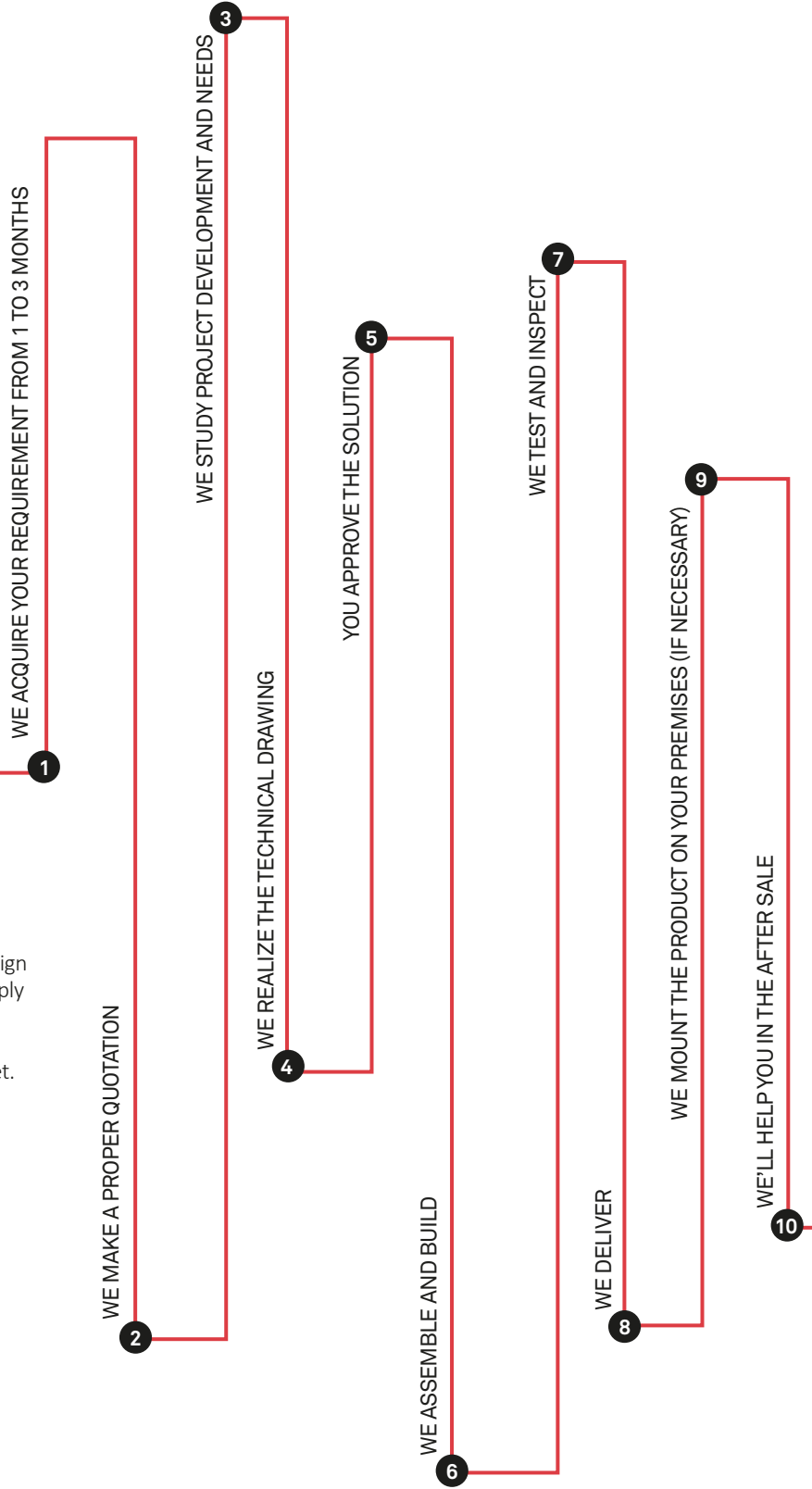
2

GLUING SYSTEMS

THE RELIABILITY METHOD

In addition to the products in the catalog, which we assemble, test and deliver in a week or little more, we design and build custom-made products following a rigorous supply chain process.

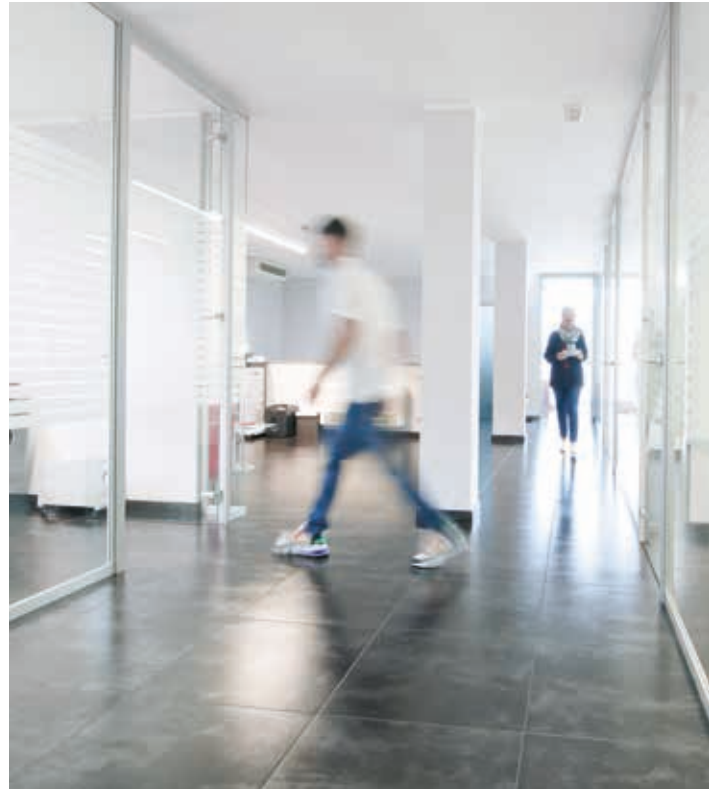
A method refined over time that allows us to optimize materials, resources, times, and respect the agreed budget.



WE ONLY SIGN THE QUALITY

**A PRECISE
BUSINESS CHOICE:
QUALITY WITHOUT
COMPROMISE.
AND EVERYONE,
FOR THEIR PART,
IS RESPONSIBLE
FOR AND
INTERPRETER OF
ZATOR QUALITY.
THIS IS WHY EVERY
PROJECT, EVERY
COLLABORATION
IS AN
OPPORTUNITY
TO UPGRADE
PRODUCTS AND
IMPROVE
PROCESSES AT ALL
COMPANY LEVELS.**

OUR PRODUCTION CHAIN IS BASED ON THE MOST UNCOMPROMISING MADE IN ITALY: RAW MATERIALS ARE SELECTED, TESTED COMPONENTS, THE LATEST MACHINERY GENERATION ARE THE BEST WORLD PRODUCERS (SWISS, GERMAN, JAPANESE), EQUIPMENT AND TOOLS PRECISION ARE SUITABLE TO THE MORE SPECIFIC USES. NOTHING COMES LEFT TO IMPROVISATION OR APPROXIMATION. ALL THE DETAILS ARE VERIFIED ON TEST BENCHES BEFORE BEING ASSEMBLED. WE NEVER WANT TO GIVE UP TO QUALITY... AND YOU?





IMPROVE EVERYDAY

INCREASINGLY COMPETITIVE MARKET, SECTOR
HIGHLY TECHNICAL, DEMANDING CHALLENGES ...
RESEARCH AND DEVELOPMENT ARE IN OUR DNA.
IN FACT, EVERY DAY WE STUDY TOGETHER WITH CUSTOMERS
THE BEST WAY TO SOLVE PROBLEMS
AND FIND EFFICIENT AND INNOVATIVE SOLUTIONS
ABLE TO OPTIMIZE PROCESSES AND RESULTS.

We put staff, skills, know-how and technologies at your disposal updated to create new products and perfect the existing. Experimenting and researching new ways allows us to grow and guarantee a decisive collaboration. Projected into the future.

WE ARE A TEAM.

YOUNG: THE AVERAGE AGE IS 45.

CAPABLE: SPECIALIZATION IS TOTAL.

AVAILABLE: FLEXIBILITY IS OUR STRONG POINT.

We are ready to welcome innovations that technological evolution creates to translate them into effective solutions. The principles that inspire us are collaboration and responsibility: for us, every challenge is an opportunity to grow know-how. But above all, the satisfaction of those who choose us.

THINGS WE BELIVE



work IN SYNERGIE



be TRASPARENT



be COMPETENT



be INVENTIVE



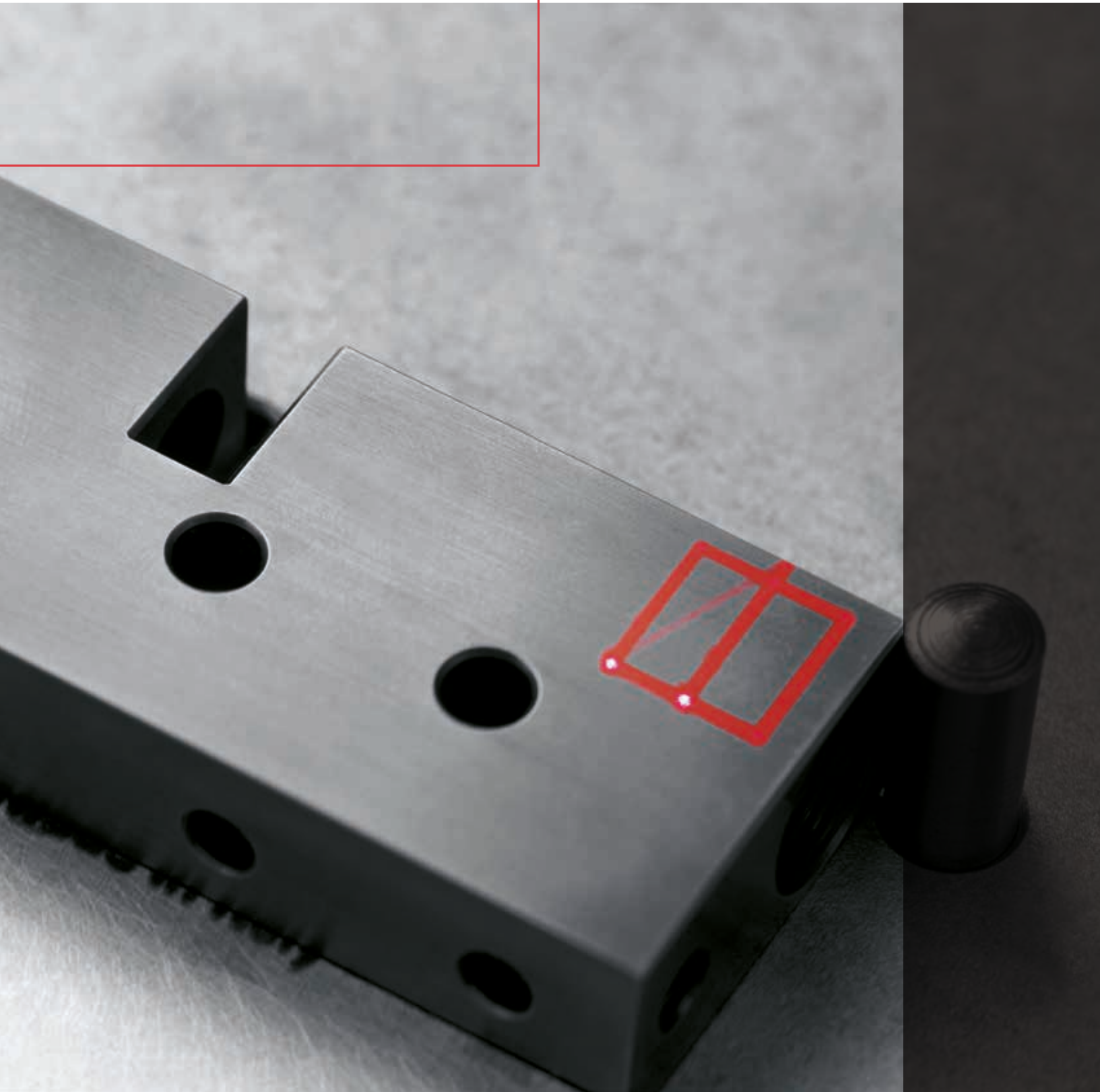
be OPEN MINDED



**WE GROW TO
MAKE OUR
CUSTOMERS
GROWING**



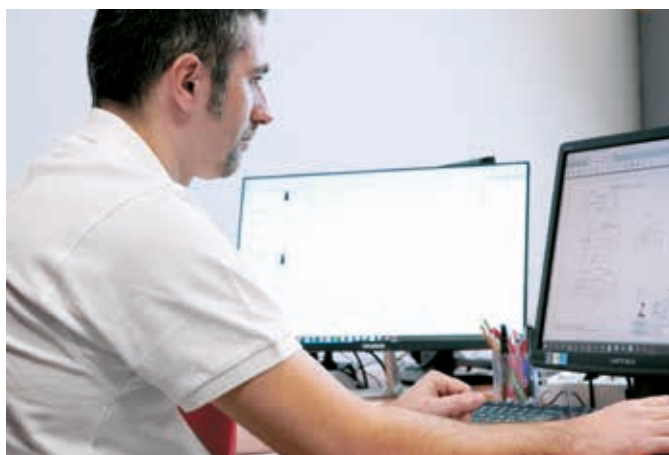
**A TEAM
THAT
ASSISTS YOU
BEFORE,
DURING,
AFTER**



Collaboration with the customer is complete.

In fact, in addition to ensure maximum availability on each project, for any need pre and post sale, our technicians are at your disposal with the experience and updated skills of an international team.

TO ENSURE GREATER PRECISION AND RELIABILITY, WE PURCHASE VISION, A POWERFUL OPTICAL MEASURING INSTRUMENT. ON THE PRODUCTION FRONT, WE MAKE A RESTYLING OF THE MICROPROCESSOR CONTROLS AND PRODUCTS INTRODUCING NEW TYPES OF HIGH SPEED VALVES. A YEAR LATER, THE FIRST MULTI-NOZZLE HEADS MADE ON SPECIFIC CUSTOMER REQUESTS.



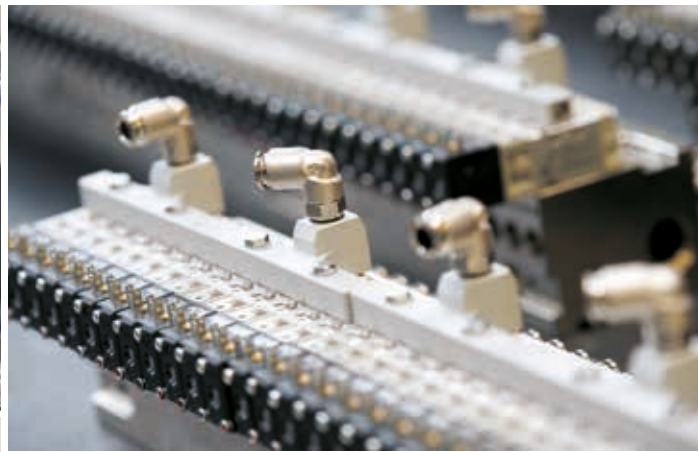


**WE ARE
AN ITALIAN
COMPANY
WITH A GLOBAL
VOCATION.
WE HAVE ALWAYS
BEEN PRESENT
IN THE WORLD BOTH WITH
PRODUCTS AND WITH
THE TECHNICAL-
COMMERCIAL NETWORK**

(AGENTS, DISTRIBUTORS, COMMERCIAL COMPANIES)

We can reach you anywhere:
from Europe to Oceania,
from the Americas to Asia.
We also have a strong presence in
China, thanks to the **Guangzhou branch**
operating since 2016.







80%

SELF-PRODUCED
COMPANY
ENERGY
NEEDS

156
MODULES

44.000
KWH PRODUCED
EVERY YEAR

41.340
KG OF CO2 EMISSIONS
REDUCED IN
ONE YEAR



ACCURATE RECYCLING
OF PROCESSING
STOCKS

INCREASINGLY SUSTAINABLE

**PRODUCING
RESPECTING
THE ENVIRONMENT
IS A GOAL THAT
COMMITS US EVERY DAY.
ALREADY IN 2014
WE INSTALLED A
PHOTOVOLTAIC SYSTEM:
156 MODULES
THAT PRODUCE
MORE THAN
44,000 KWH PER YEAR,
EQUAL TO 80%
OF THE
COMPANY'S
NEEDS.**

THIS LEADS TO A REDUCTION IN ANNUAL
CO2 EMISSIONS OF 41,340 KG
BUT WE DON'T STOP HERE.

For our machine tools we do not use chemical solvents but biological processing liquids that act through natural enzymes.

In addition, the lighting consists of LED lamps and the machine fleet is always updated to the latest versions that allows effective energy savings. Last but not least, processing slag and waste are disposed of safely and recycled according to current regulations. Sustainability according to Zator... more than good intentions count facts.



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