



**Your American Aluminum  
Powder Coating Partner.**





During 2012 **Gema** became part of the **Graco Group**, a leading company in the production of components and fluid management systems.

In **January 2018**  
**Gema Switzerland GmbH**  
acquired  
**SAT (Surface Aluminum Technologies) S.r.l.**

# About



SAT S.R.L. is an Italian engineering company dedicated to designing, manufacturing and installing aluminum extrusions surface finishing equipment and packaging systems.

We provide vertical powder coating lines, the revolutionary CUBE Trevisan, vertical powder coating plants with integrated flash-anodizing pre- treatment, anodizing lines, wood effect decoration machines and packaging systems for aluminum profiles.

SAT Aluminum North America represents the American Branch of the company.

Based in Indianapolis (IN), the new branch represents a fundamental step for SAT to increase its presence in the North American market as well as to promote its experience supporting the extrusion companies for everything related to aluminium surface finishing.

Effective January 8th 2018, GEMA Switzerland GmbH acquired SAT (Surface Aluminum Technologies) S.p.A., which is now part of the GRACO Inc. Group (NYSE: GGG). The acquisition represents a turning point towards a more global organization, to meet the expectations of our customers in all markets, and is the best opportunity for develop of new technological solutions in close collaboration with the Gema, the market leader in the electrostatic powder application equipment.

# Introduction



**CHRIS MERRIT**  
GEMA USA Inc.  
General Manager



**ANDREA TREVISAN**  
SAT S.r.l.  
CEO

**Chris Merritt** – Gema USA General Manager since 2005 – discusses with **Andrea Trevisan** – SAT CEO – about SAT and Gema challenging projects in the USA and the future prospects of the partnership between the two companies.

**A.T.:** “SAT and Gema paths, after having crossed many times in the latest years, are definitively united starting from 8th January 2018. On this date, Gema has acquired SAT, which is now a subsidiary of Gema and a division of the American group Graco Inc. Chris, can you describe from your perspective the main reasons behind this decision?”

**C.M.:** “The concept for such a partnership was conceived around the idea of providing great value. Working together we have the opportunity to provide both a great experience and local assistance, critical for our American customers. I have been working in the powder coating industry since 1984, and after 36 years of experience I can say I have a deep knowledge of the finishing market in North America. Because of this experience, I fully understand the revolutionary impact SAT solutions will have on our industry. The expertise held by SAT and the excellence they represent assuredly brings to the market an innovative technology that is currently not available here.

For this reason, I’m really excited about this fruitful collaboration. Andrea, could you tell us a little more about SAT and its history in the US?”

**A.T.:** “SAT’s philosophy is to turn the market’s needs into challenging projects to make the production process as efficient as possible. The constant efforts in R&D allow to design and realize equipment able to guarantee our customers extremely competitive high-level performances. For this reason – during more than 40 years of activity – our team has introduced most of the innovative solutions recognized as worldwide standards nowadays. SAT activity in the American market does not begin today: we are present in this area since 2004, when we first installed a Vertical Powder Coating Line with 3 powder coating booths for the US company Extruders (now TOWER Extrusions in Wyley – TX) and we provided a new pre-treatment tunnel for Bonnell Aluminum. Several projects followed but our primary focus in the past has been the European Market. The acquisition by Gema and Graco group represents a new beginning for our story in North America, since it gives new strength and boost to a project, which sank its roots 15 years ago. One of SAT milestone is the strong belief of the advantage of powder coating compared to liquid paint. Since 1981, we are the specialist of this

kind of application related to vertical line for aluminum extrusions.  
Chris, I know you share this opinion with me.”

**C.M.:** “You are right, Andrea. As General Manager of Gema USA and active Powder Coating Institute association board member, I am a strong supporter of the advantages of powder coating technology: first, the economic benefit due to a higher first pass transfer efficiency (60-70% of powder coating VS 30-35% of liquid paint). In addition, the over-spray, that can be reclaimed and reused through the cyclone may only be accomplished with powder coating technology. Environmentally, powder typically does not generate hazardous waste loaded with VOC’s (solvents) and avoids the expenses associated with hazardous waste and filter replacement costs. Furthermore, powder paint is ready to spray and does not need to be mixed or adjusted to achieve the proper viscosity to be sprayed. The process to manufacture the paint allows every particle sprayed to have a perfectly homogenous properties and assures higher quality finish performance. Finally, the base investment for powder coating is substantially less expensive than a liquid paint line and a much lower total investment for the same capacity. Andrea, there are many other advantages related to powder coating, aren’t there?”

**A.T.:** “Absolutely. Let’s talk about durability, for example: the powder finish is much more durable in the same environment conditions. Powder coated products are more resistant to diminished coating quality as a result of impact, moisture, chemicals, ultraviolet light, and other extreme weather conditions. In turn, this reduces the risk of scratches, chipping, abrasions, corrosion, fading, and other wear issues. And what about the role played by different material in powder coating and liquid paint?”

**C.M.:** “Well, powder has a great flexibility and the superior ability to bend, form and shape along with the base coated substrate such as extrusions. From the point of view of production, the one main advantage is when the powder-coated product leaves the oven, it is completely cured in 20 minutes and is ready to be used as soon as it is unloaded. On the contrary, standard liquid paints may take longer to be fully cured and the operation depends on atmospheric conditions. For example, a different humidity can affect the drying of the liquid paint and can cause different finishing effects in different working conditions (period of the year, location, etc.). Certainly not the last important difference ... Andrea, let’s talk about two fundamental aspects: safety and environment.”





**A.T.:** “The application of powder coating requires very basic precautions for its industrial use and this is a very easy task to handle since the product is solid and inert (it does not represent a risk when it is not sprayed). The product does not contain harmful chemicals such as solvents or volatile organic compounds found in liquid paint. Therefore, it is no longer necessary to purchase expensive pollution control equipment. In North America, companies can comply with the regulations of the United States Environmental Protection Agency in an easier and more economic way. The waste is not dangerous and can be deposited in the landfill.

On the other hand, liquid paint, even many water born chemistries contains harmful chemicals that have been shown to deplete ozone and produce hazardous waste that needs to be eliminated properly.”

**C.M.:** “Andrea, what is your vision for aluminum powder coating market in North America in the long term?”

**A.T.:** “SAT is convinced that the tremendous advantages of vertical coating technologies will have a meaningful and lasting impact on the market (as it already has in several other countries worldwide): more capacity, lower delivery time, better quality and a far lower investment compared to the past. You can’t do better than that.”

About us

**SAT IS THE ONLY** company totally dedicated to  
**DESIGN AND INSTALL POWDER COATING LINES FOR**  
**ALUMINUM EXTRUSIONS.**

**2004**

YEAR OF  
THE FIRST  
INSTALLATION  
OF A VERTICAL  
LINE  
IN THE UNITED  
STATES.



**2021**

YEAR OF  
THE FIRST  
INSTALLATION  
OF A CUBE  
COMPACT LINE  
in the United  
States.



**SAT LINES**

are fully capable of meeting  
stringent requirements from  
organizations

such as  
**QUALICOAT, FENESTRATION  
& GLAZING INDUSTRY  
ALLIANCE (FGIA),**  
and **GSB INTERNATIONAL  
SPECIFICATIONS.**



**280+**  
**VERTICAL COATING LINES**  
in the whole WORLD.



**38.000 ft²**

**THE ONLY COMPANY  
IN THE WORLD**

with a Vertical Lab of  
38000 ft², a showroom to  
present SAT latest  
technologies and a true  
laboratory to run strict and  
challenging trials with  
customers.

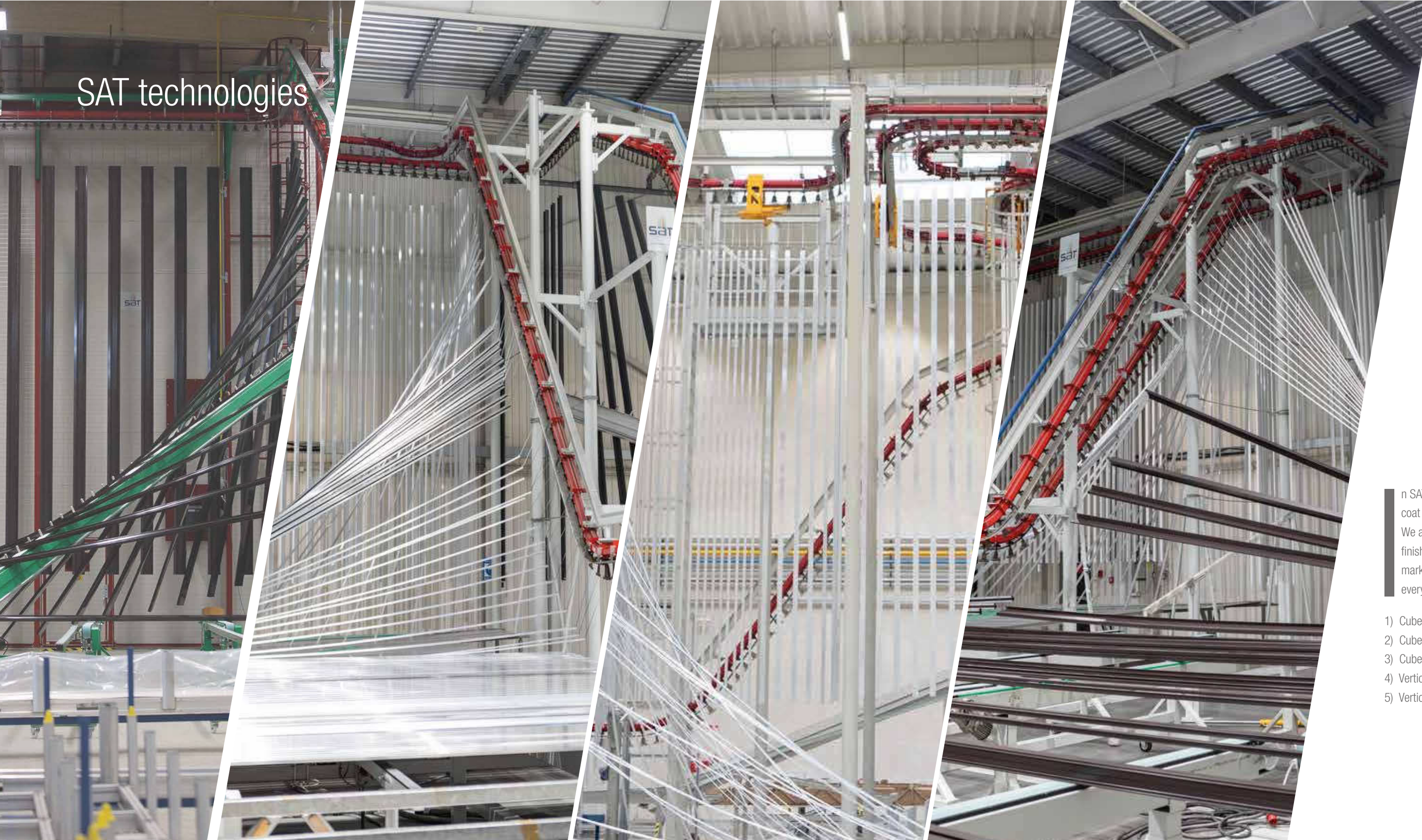


**1** **Headquarter SAT/Gema,  
INDIANAPOLIS**  
4141 West 54th Street, Indianapolis IN  
46254-3728 USA

**2** **Headquarter Gema,  
MEXICO**  
Avenida Presidente Juárez No. 125 B,  
Col. San Jerónimo Tepetlaco, 54090  
Tlalnepantla, Edo. de México, México



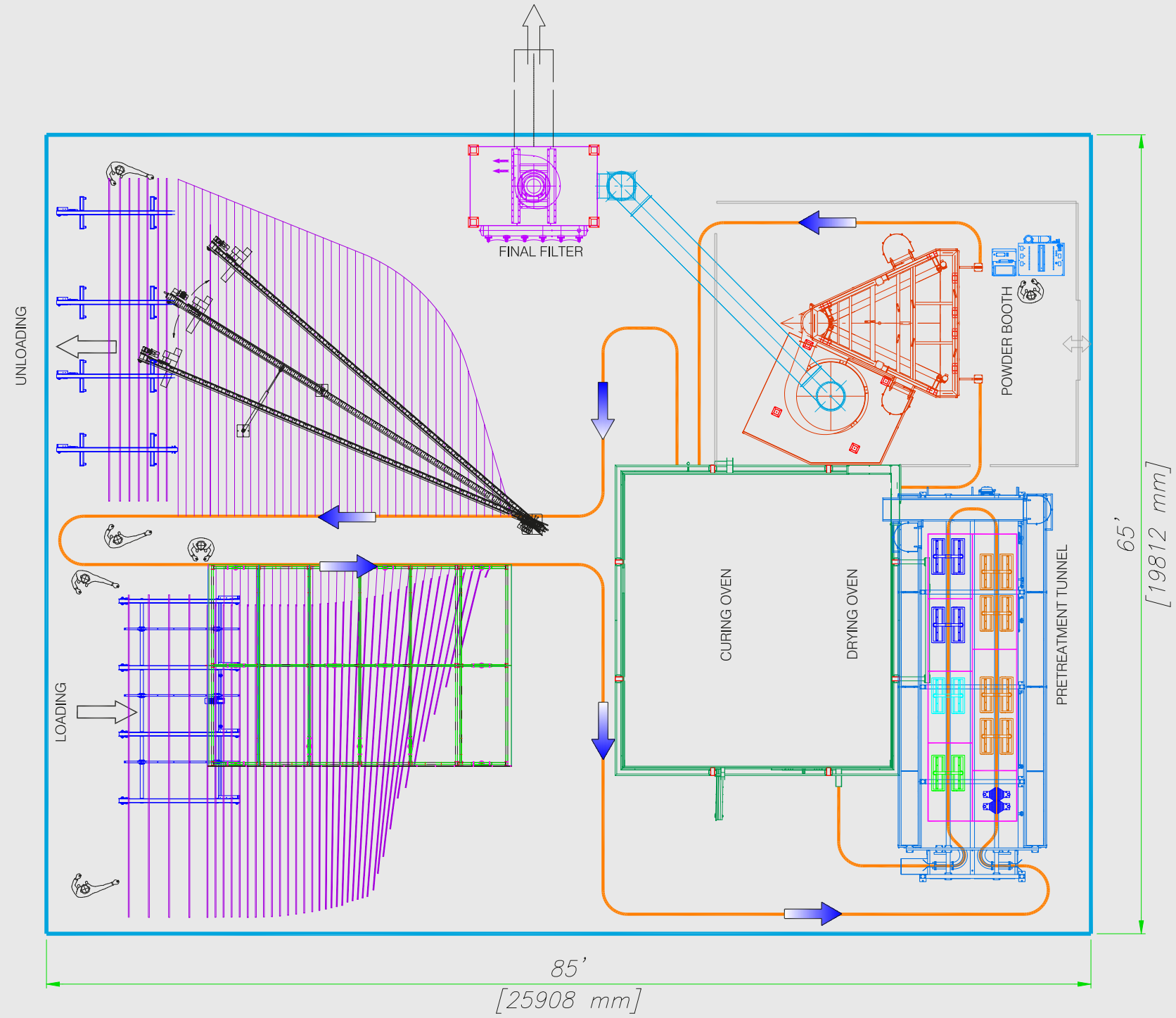
# SAT technologies



In SAT we have everything you need to powder coat your aluminum extrusions.

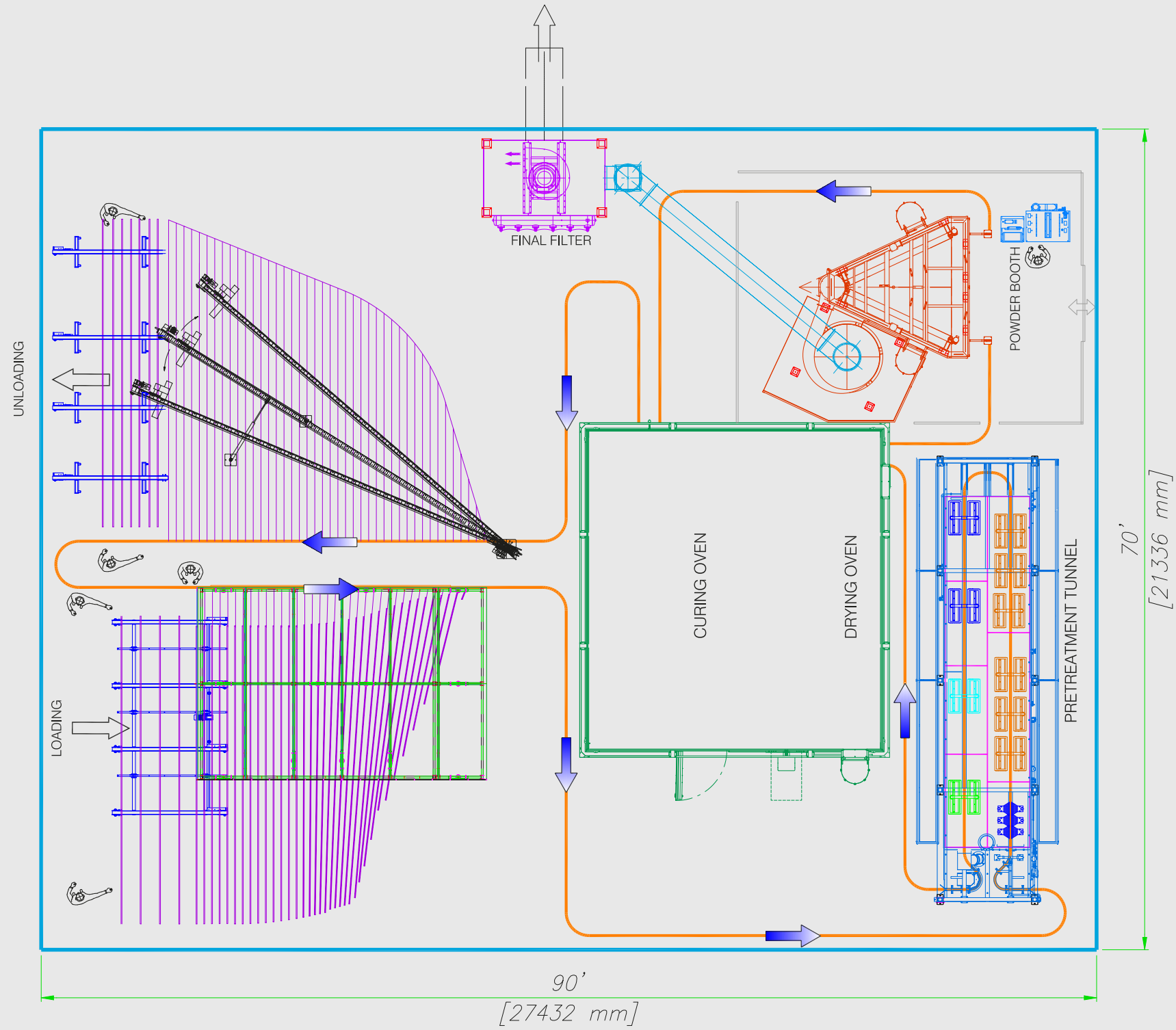
We are the specialist of this kind of surface finishing application, we perfectly know the market and we've got several solutions to fulfill every customer's needs:

- 1) Cube Small
- 2) Cube Medium
- 3) Cube Large
- 4) Vertical Line High Productivity
- 5) Vertical Line High Flexibility



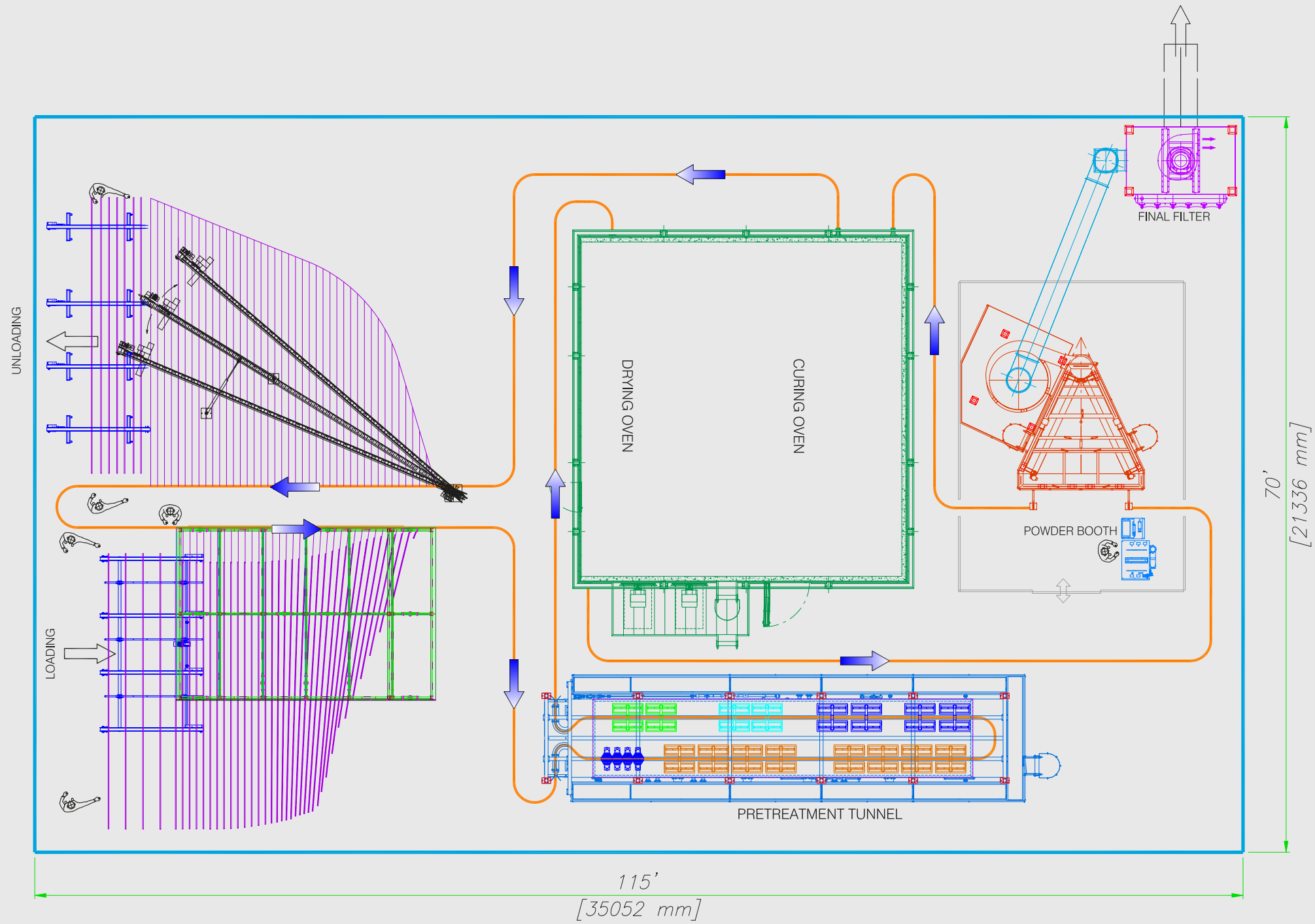


	LINE SPEED	MAX LENGTH	N° OF BOOTHS	TARGET CUSTOMERS
CUBE SMALL	3 ft/min	26 ft	1	windows manufacturing companies, small/medium size job coaters
CUBE MEDIUM	5 ft/min	26 ft	1	extrusions companies, medium size job coaters
CUBE LARGE	7 ft/min	26 ft	1	extrusions companies
VERTICAL LINE HIGH FLEXIBILITY	7 ft/min	30 ft	2 in parallel	very large windows manufacturing companies, extrusions companies, large job coaters
VERTICAL LINE HIGH PRODUCTIVITY	16 ft/min	30 ft	2 in series	extrusions companies



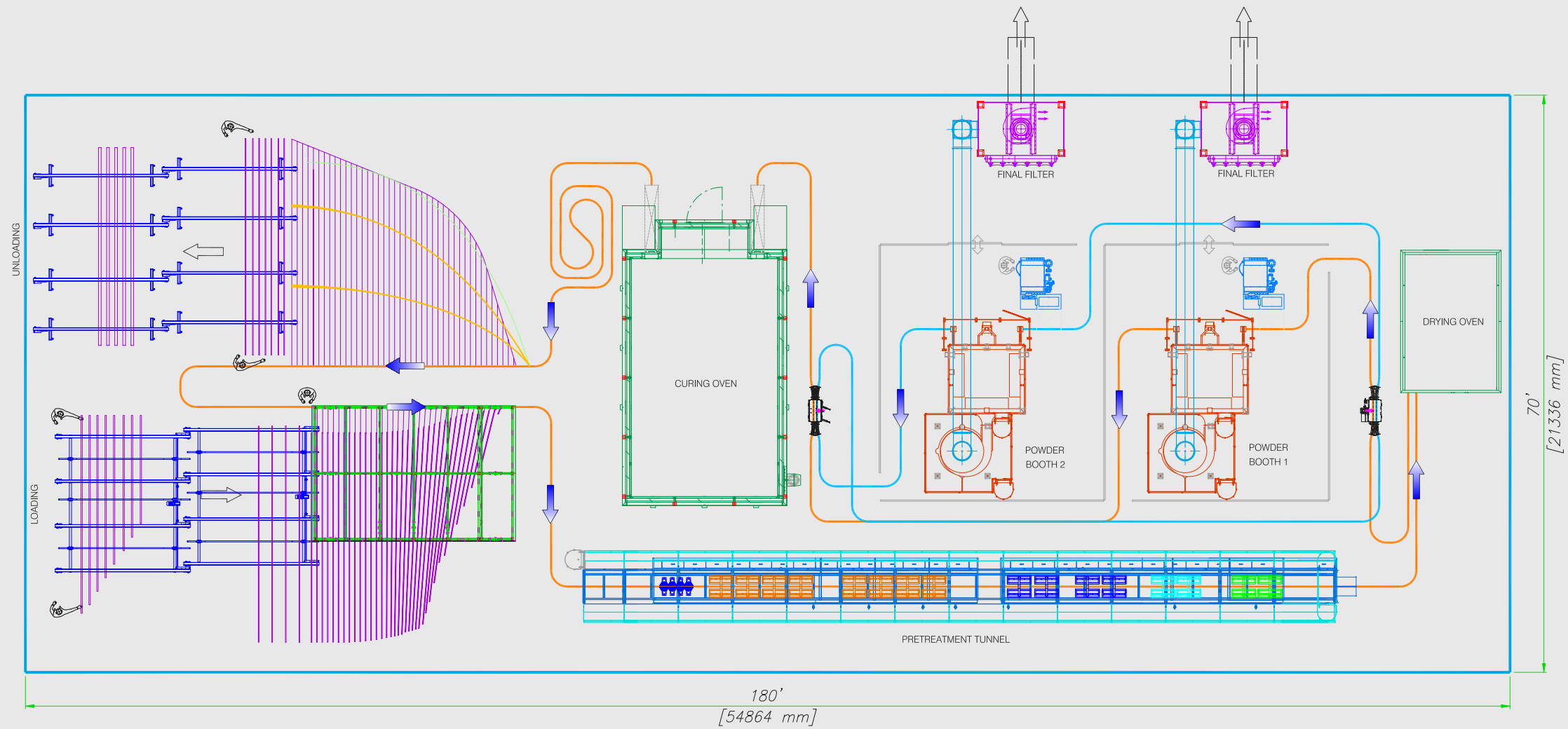


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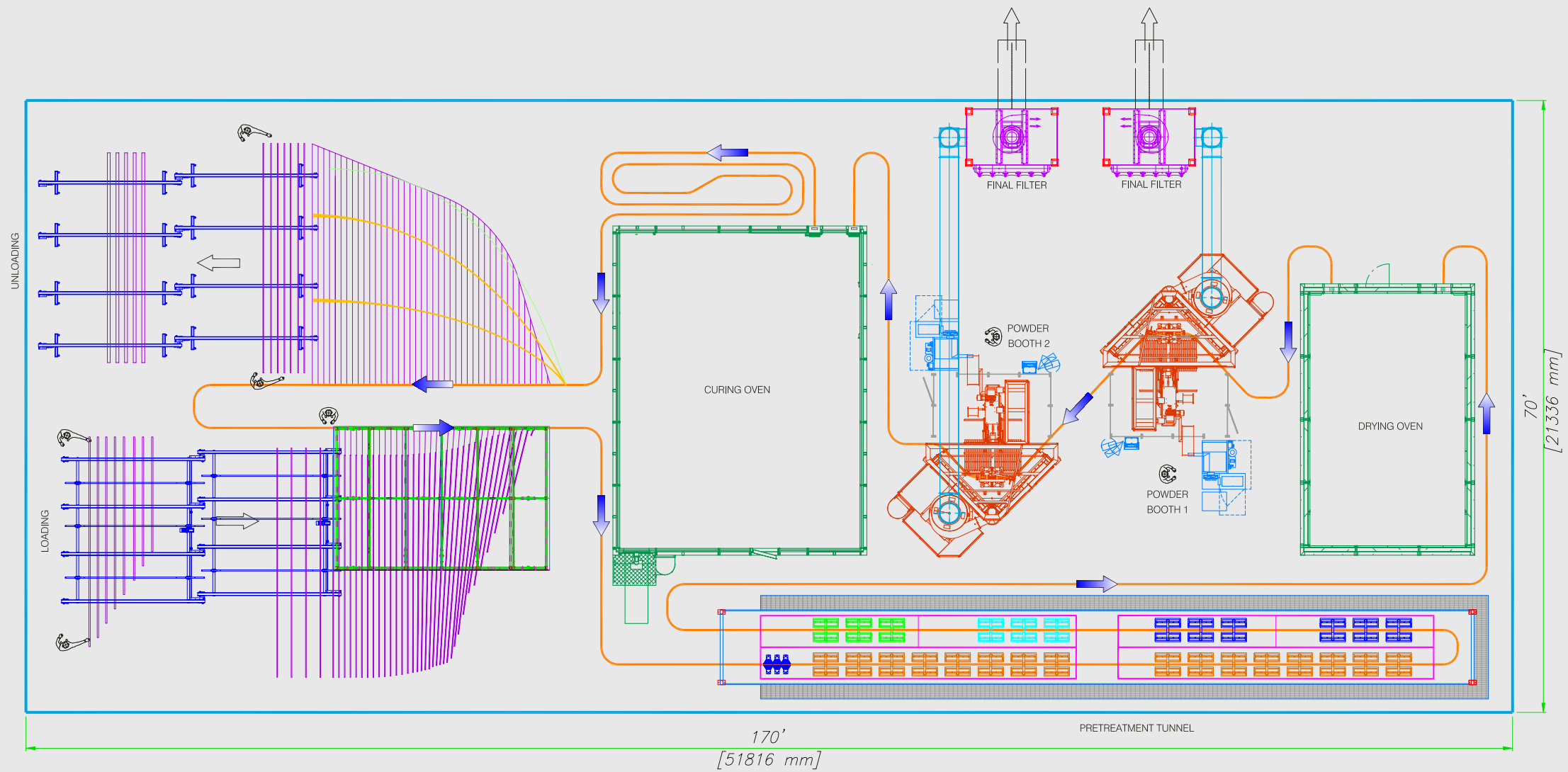


**Vertical Line**  
**High Flexibility**

SAT Technologies



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SAT Technologies

Vertical Line  
High Productivity




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Customize  
your  
Vertical  
Line

A long industrial machine with multiple rollers and guides, processing a continuous sheet of material.


**SAT  
Packing Line**

A complex industrial setup featuring a large yellow overhead crane and a series of rollers and guides for processing long sheets of material.

**in-line Flash  
Oxidation system**

A tall industrial machine with a blue frame and yellow components, featuring a platform and various mechanical parts for processing.

**in-line  
Brushing Machine**

A close-up view of a vision system component, showing a camera lens and various adjustment knobs and sensors.

**SAT Visi-1  
Vision System**

Customize  
your  
Vertical  
Line



**Induction Hooks  
Cleaning System**



**Chemical Hooks  
Cleaning System**



**Vertical Liquid  
Paint System**



**Automated  
Unloader**

# Customize your Customer Care Package

On demand formula that includes:



Fast teleassistance service.

Specialized technical assistance.

An extra specialized training after the start-up.

Extended guarantee on SAT equipment.

Fast delivery service of SAT genuine spareparts.



GEMA preliminary training in Indianapolis.

GEMA full training on customer site.

Local support for assistance and start-up.

Periodic GEMA visits on-site.

# SAT Team



**It is our team commitment towards** our customers success that drives our company and keep it at the forefront of Aluminum finishing equipment.

[sataluminium.com](http://sataluminium.com)

**SAT | Surface Aluminium Technologies s.r.l.**

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