



**Your North America
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



MIKE THIES
GEMA USA Inc.
General Manager



ANDREA TREVISAN
SAT S.r.l.
CEO

Mike Thies – Gema USA General Manager – 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?”

M.T.: “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.”

M.T.: “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?”

M.T.: “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.”

M.T.: “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

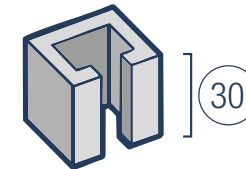
are fully capable of meeting
stringent requirements from
organizations

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



2026

YEAR OF THE FIRST INSTALLATION
OF A 30' PROFILE COATING LINE.



370+

VERTICAL COATING LINES
in the whole WORLD.

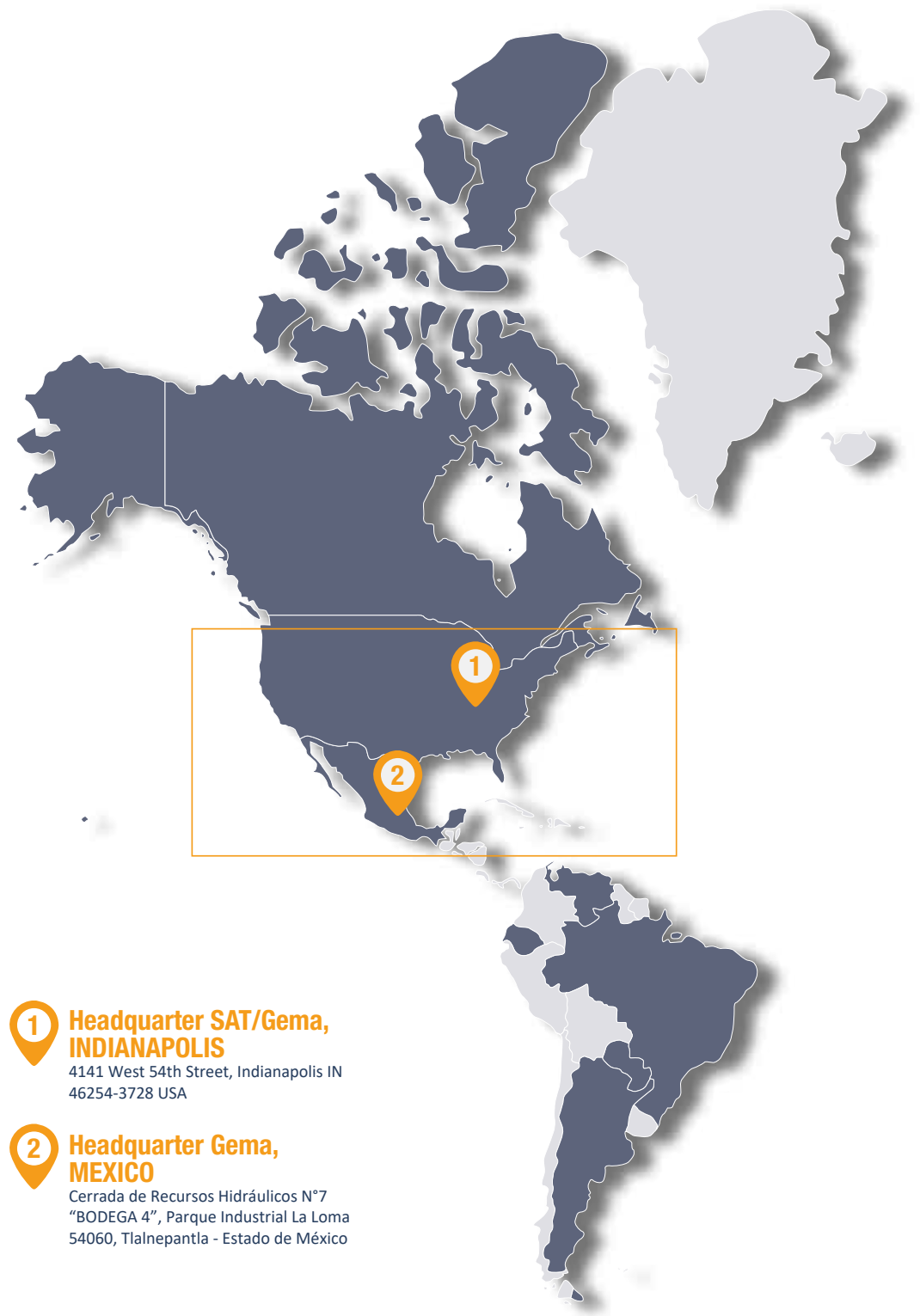


38.000 ft²

**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.



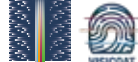


- 1

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Headquarter Gema, MEXICO
Cerrada de Recursos Hidráulicos N°7
“BODEGA 4”, Parque Industrial La Loma
54060, Tlalnepantla - Estado de México



- 

EXLABESA EXTRUSIONS TIFTON
- 

BRT EXTRUSIONS
- 

QUAKER WINDOWS & DOORS
- 

DEE ZEE
- 

INTERNATIONAL EXTRUSIONS
- 

DECORA POWDER COATINGS
- 

TOWER EXTRUSIONS
- 

HYDRO EXTRUSIONS

- 

SIERRA ALUMINUM
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PATRICK METALS
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KEYMARK
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CUPRUM
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BONNEL
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VALSA
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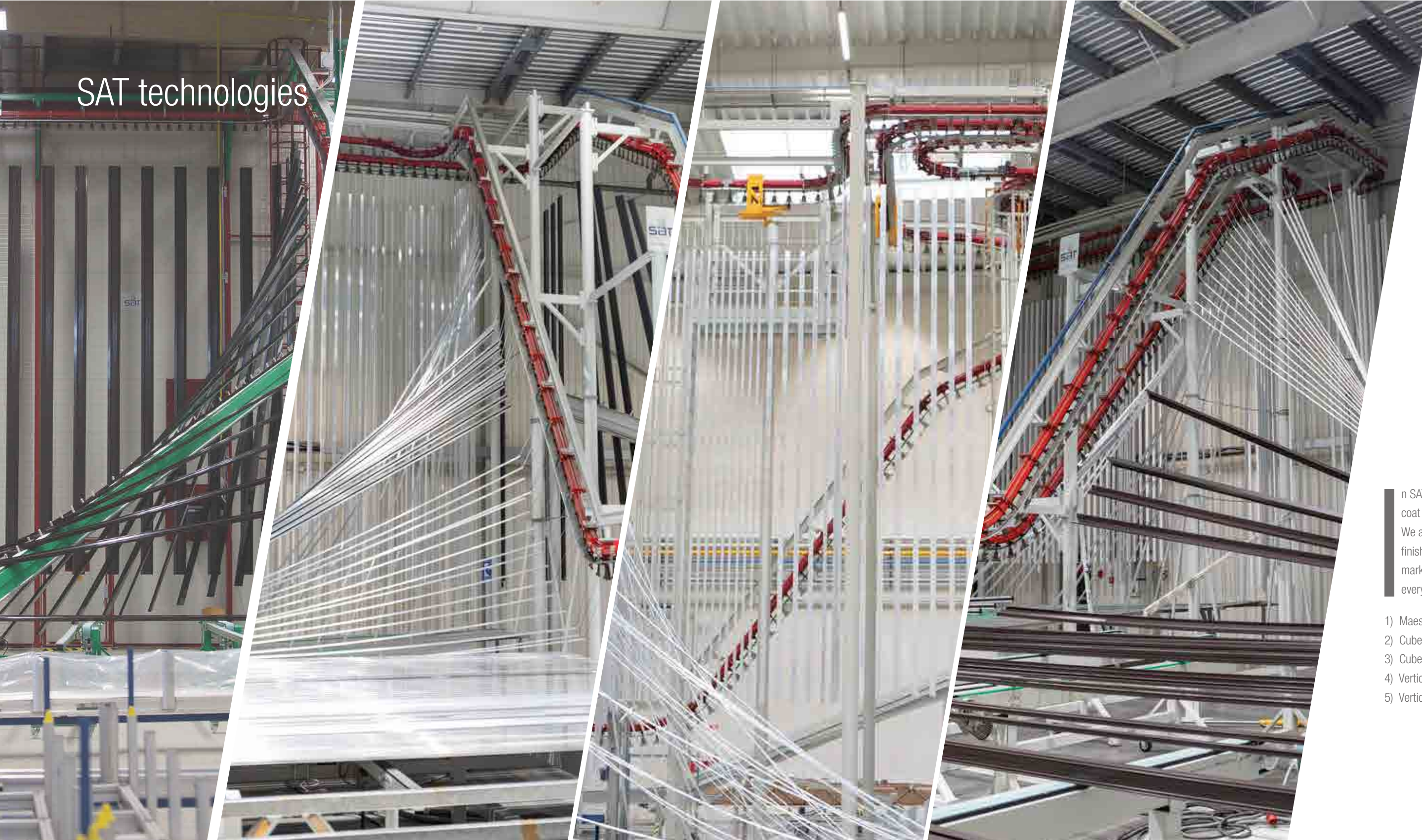
INDALUM
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ALLIED TUBE
- 

ASCEND CUSTOM EXTRUSION



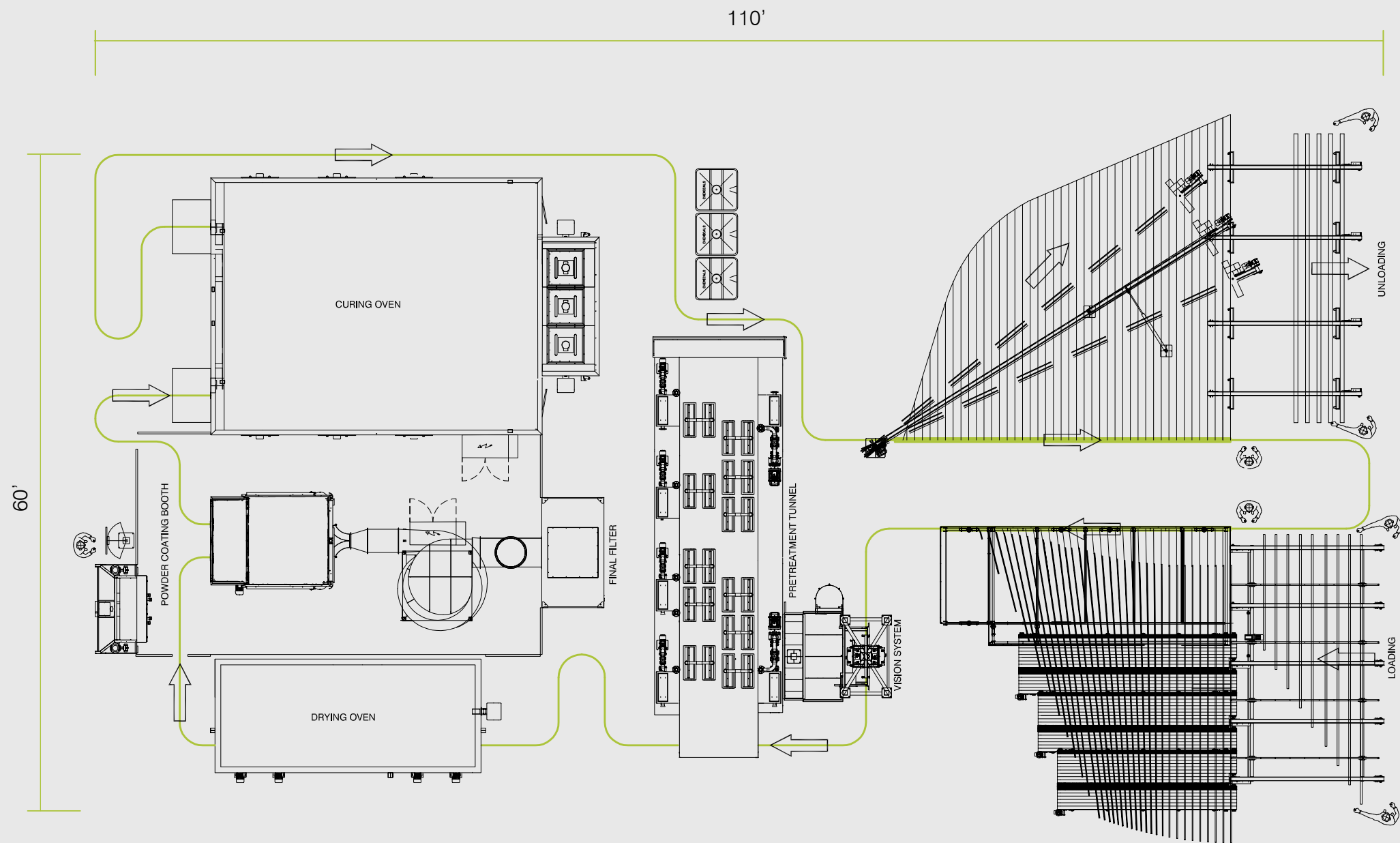
SAT technologies



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) Maestro Line
- 2) Cube Medium 2.0
- 3) Cube Large 2.0
- 4) Vertical Line High Flexibility
- 5) Vertical Line High Productivity

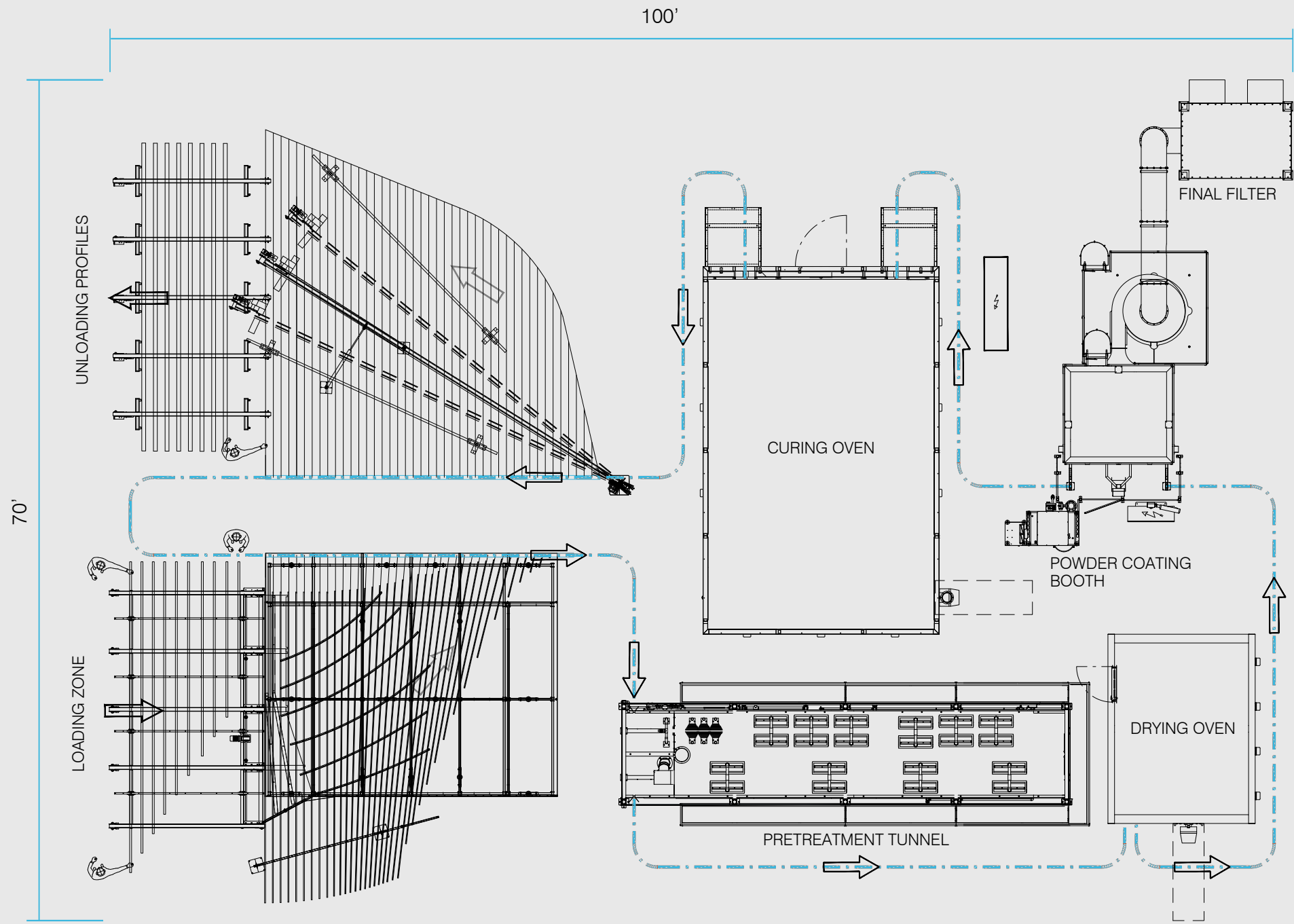


Maestro Line

SAT Technologies

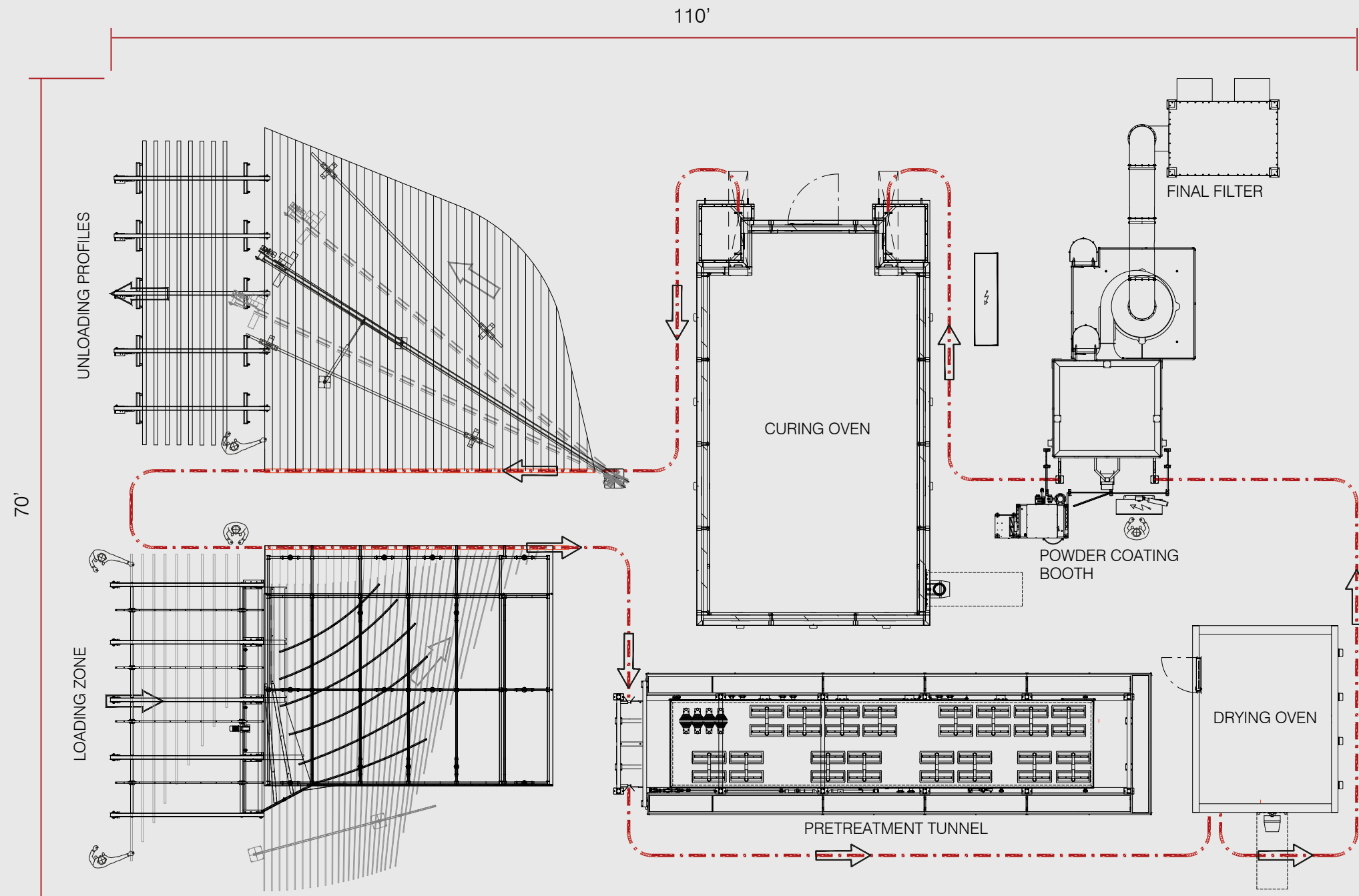


	PRODUCTIVITY	MAX LENGTH	N° OF BOOTHS	TARGET CUSTOMERS
MAESTRO LINE	950 pph	24' - 7"	1	extrusions companies, job coaters, windows manufacturing companies
CUBE MEDIUM 2.0	950 pph	30 ft	1	extrusions companies, job coaters, windows manufacturing companies
CUBE LARGE 2.0	1350 pph	30 ft	1	extrusions companies, job coaters, windows manufacturing companies
VERTICAL LINE HIGH FLEXIBILITY	1350 pph	30 ft	2 in parallel	extrusions companies, job coaters, windows manufacturing companies
VERTICAL LINE HIGH PRODUCTIVITY	2500 pph	26 ft	2 in series	extrusions companies



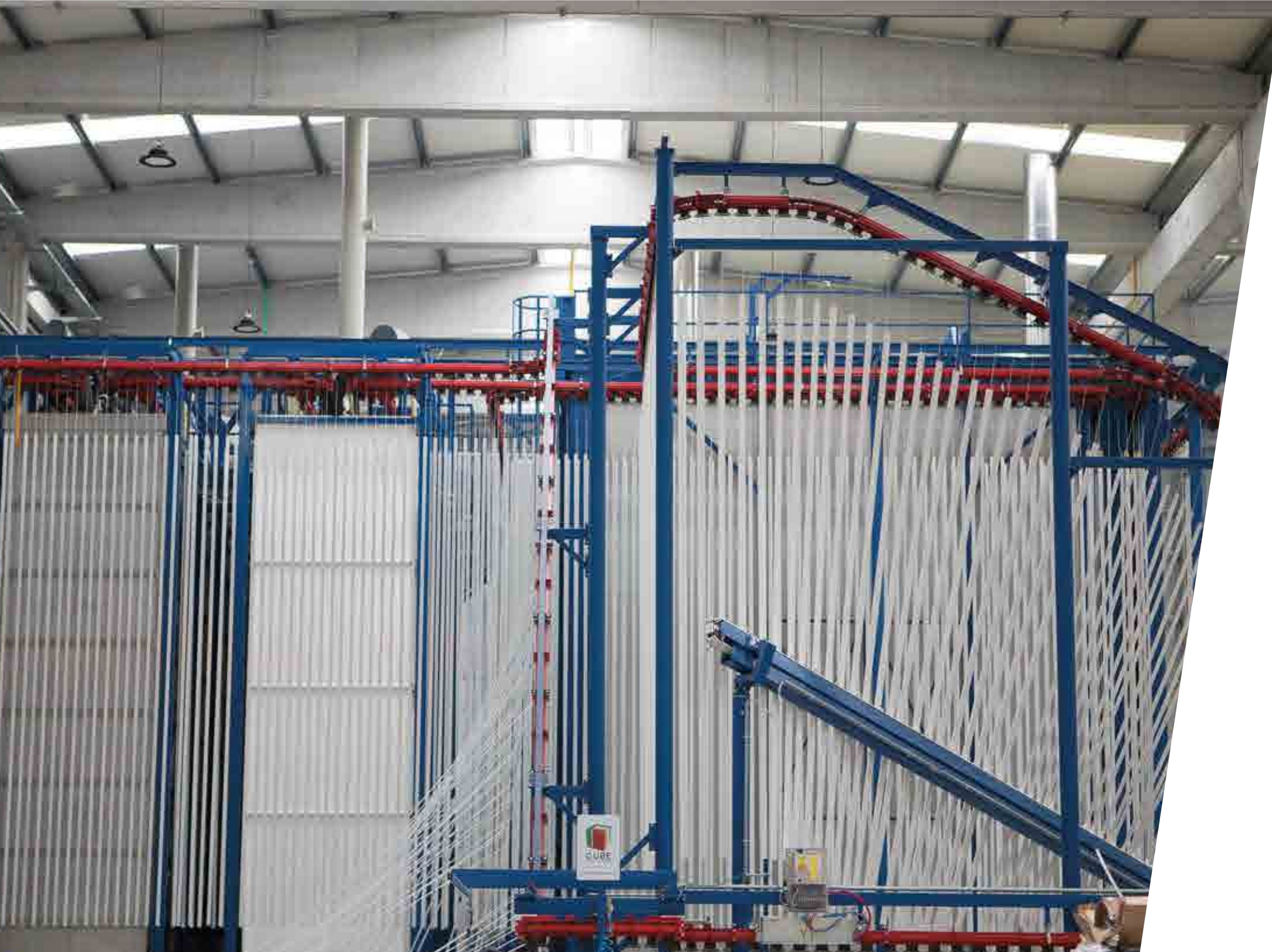


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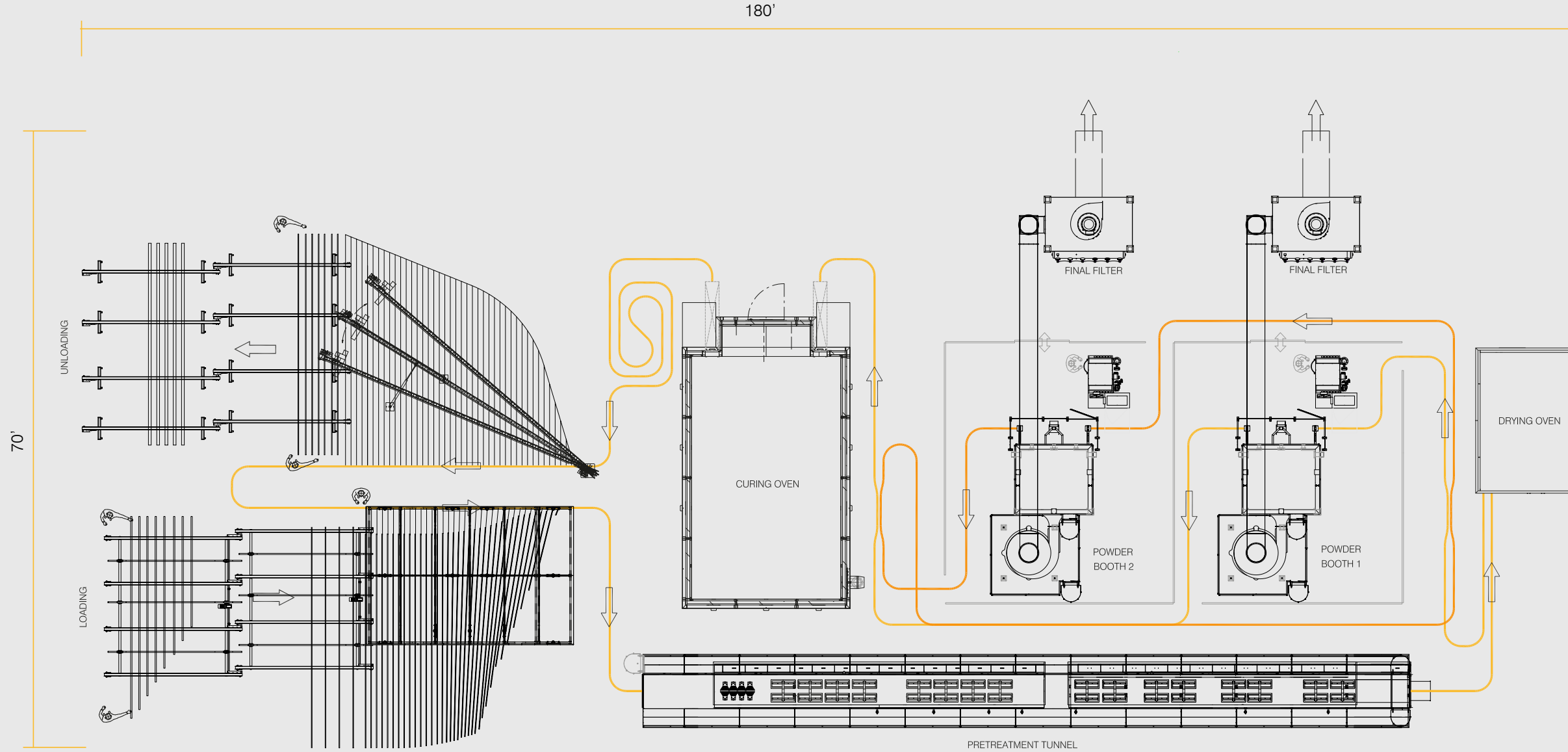


SAT Technologies

Cube Large 2.0



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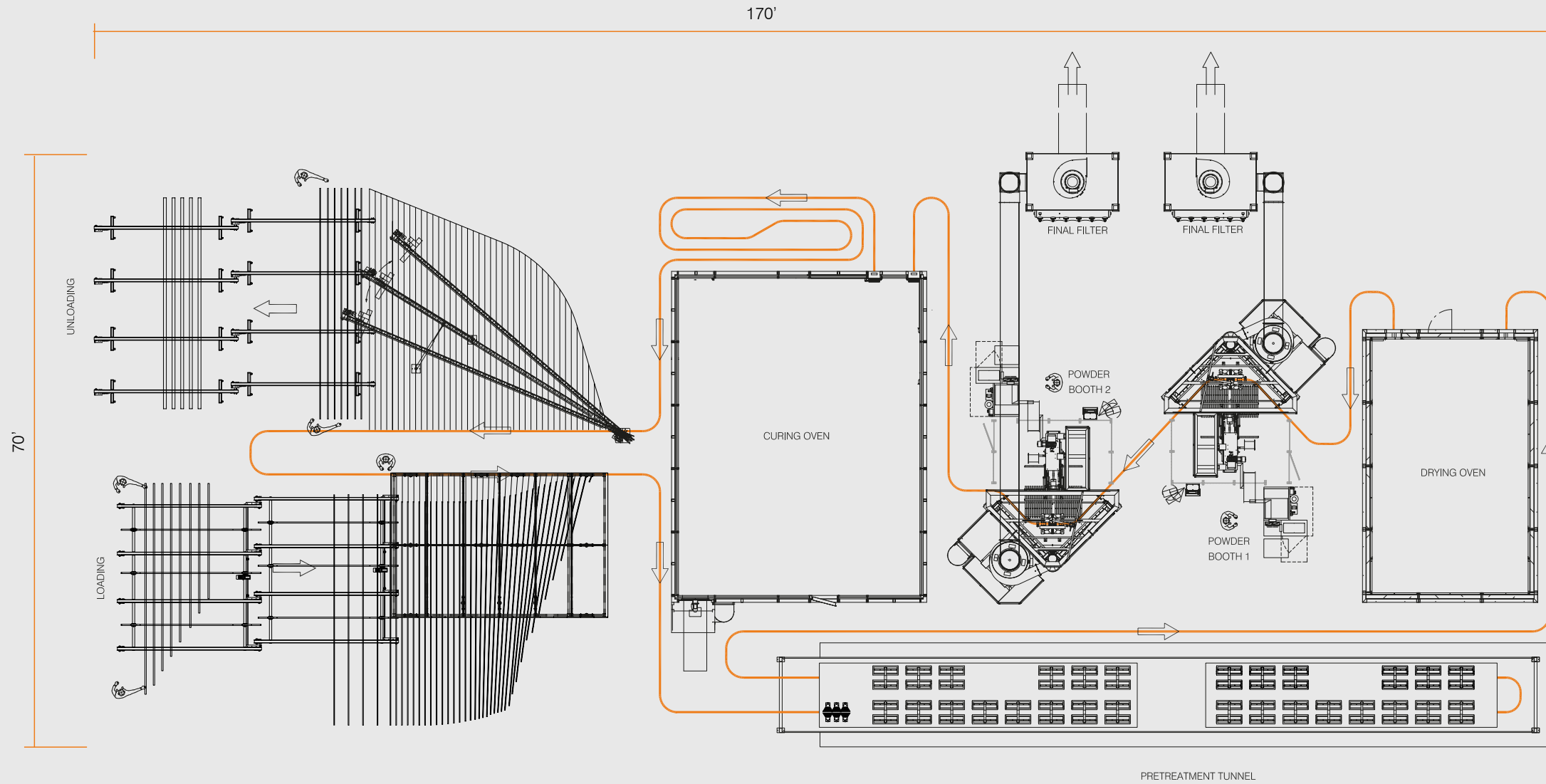


Vertical Line High Flexibility 2.0

SAT Technologies

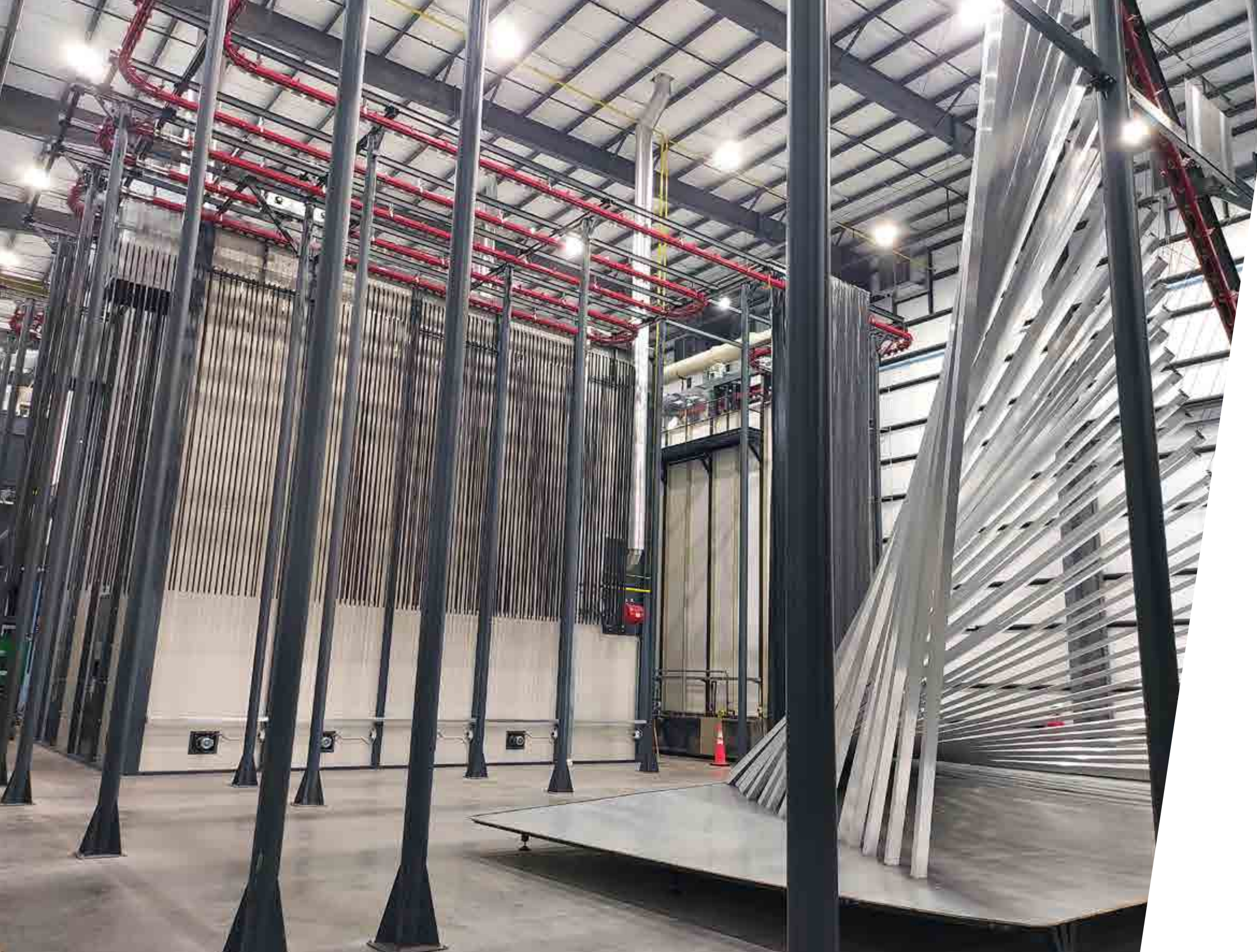


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Vertical Line
High Productivity

SAT Technologies



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SAT Automated Anodizing Lines

The anodic oxidation system makes the treatment of aluminium profiles possible by means of immersion of the same profiles, hooked on hangers and support bars, in the treatment tanks.

A suitable handling system (cranes, transfer carriages, loaders) manages the loading of aluminium profiles by the various stages.

The "recipe" assigned to each bar to be anodized describes not only the type of treatment to be performed (cycle), but also the time spent in each stage and the manner of execution of each transfer between one tank and the other.

The activity of the moving parts is programmed from a supervising PC that communicates with the remote PLCs of each machine.

Machines and system equipment are also monitored and controlled by the software installed on the supervising PC; the operator can check the status of the system and all its operations in real-time directly from the PC monitor.

Take a look at
The Automated
Anodizing Line
Brochure!





Customize
your
Vertical
Line

**Induction Hooks
Cleaning System**

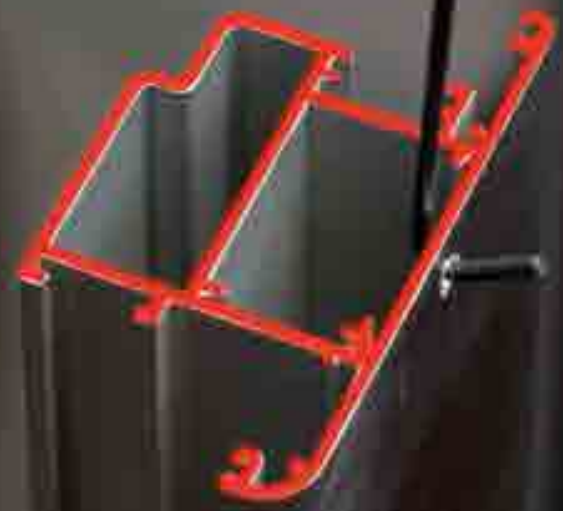
**in-line Flash
Oxidation system**

**in-line
Brushing Machine**

**Vertical Liquid
Paint System**

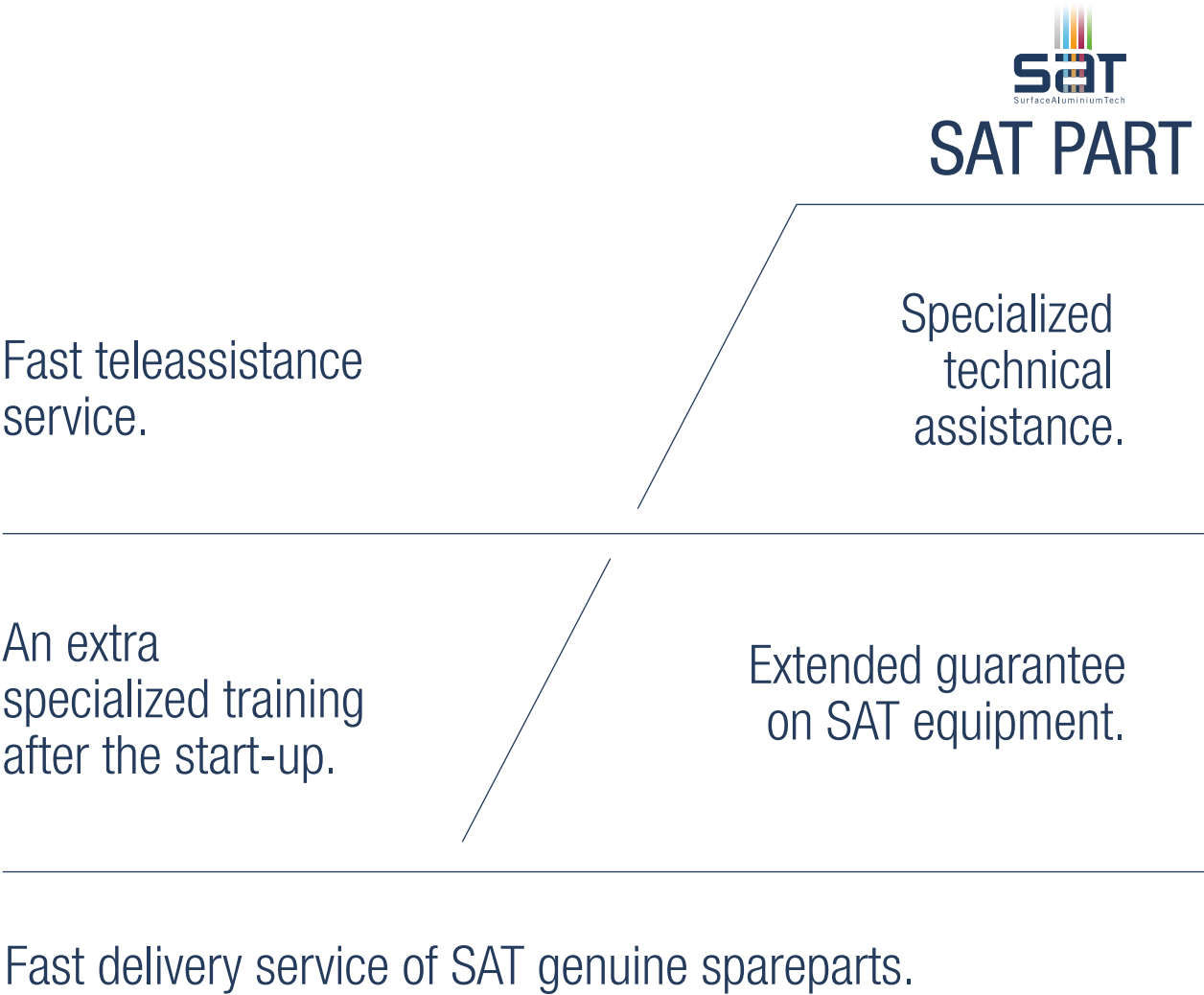
**Automated
Unloader**

Customize your
vertical line -
VISICOAT



Customize your Customer Care Package

On demand formula that includes:



A large group of approximately 40 people, the SAT Team, are posed for a group photo in a vast industrial facility. They are arranged in several rows, with some standing and others sitting on a low black bench in the front. Most team members are wearing bright green polo shirts, while a few are in casual attire like jeans and t-shirts. The background is dominated by massive industrial equipment, including large green-wrapped vertical structures and a complex network of yellow overhead cranes or conveyor systems. The floor is a smooth, light gray with yellow safety lines. The overall atmosphere is professional and industrial.

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.



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