



# COMPANY PROFILE

*About Us*

**INNOVATION**  
TRADITION

ENGLISH EDITION

## ABOUT US

Since 1960 **ODE** has been providing **customized design and production of solenoid valves** for manufacturers following our fundamental principles of quality, adaptability and reliability.

The current product portfolio, including a wide range of solenoid valves, results from the continuous refinement of **technical innovations** to reflect the needs and practical experiences of our customers.

More than 50 years of experience in fluid control systems allow us to satisfy several sectors like **Vending and Coffee machines, Car wash, Automation, Medical, Food and Beverage, Chemical and Water Treatment.**

This is not the end of the story  
but only the beginning!

**WE ARE READY FOR THE FUTURE.**



## COMPANY PROFILE

### OUR VISION

**To grant sustainable growth and long term value** to our customers.

### OUR MISSION

**To become the world best player** in the solenoid valve and fluid control systems.

### OUR VALUES

**INNOVATION - RESPONSIBILITY - COMMITMENT**  
It's our approach to the work life, dedicated to our clients, and partner.

## “YOUR GATEWAY TO EXCELLENCE”

This is more than **ODE company claim.**  
It's what **we believe in.**

**Tradition** and a **passion** in the search for **quality** and superior **reliability** are factors which have always distinguished and interested the entire company.

Even today, highly specialized personnel supervise each stage in the production of every single product, offering important advancements in equipment technology to its customers and in the industry.



# THE WAY WE WORK



## OPERATIONAL EXCELLENCE

Operational Excellence is an element of **organizational leadership** that stresses the application of a variety of principles, systems, and tools toward the sustainable **improvement of key performance metrics**.

Operational excellence is not acquired overnight, but you have to follow a certain path and define specific goals that can be achieved by implementing continuous improvements.



## SERVICE FOR CUSTOMERS

Orders are handled by an **experienced customer service team**, able to fulfil all customer operating and logistic requirements in a highly excellent and professional manner.

Furthermore **ODE** with its technicians and application engineers **guarantees support** to the internal sales force, distribution and OEM customers in order to answer to the specific technical and application requirements of the product, also in the after sales phase.

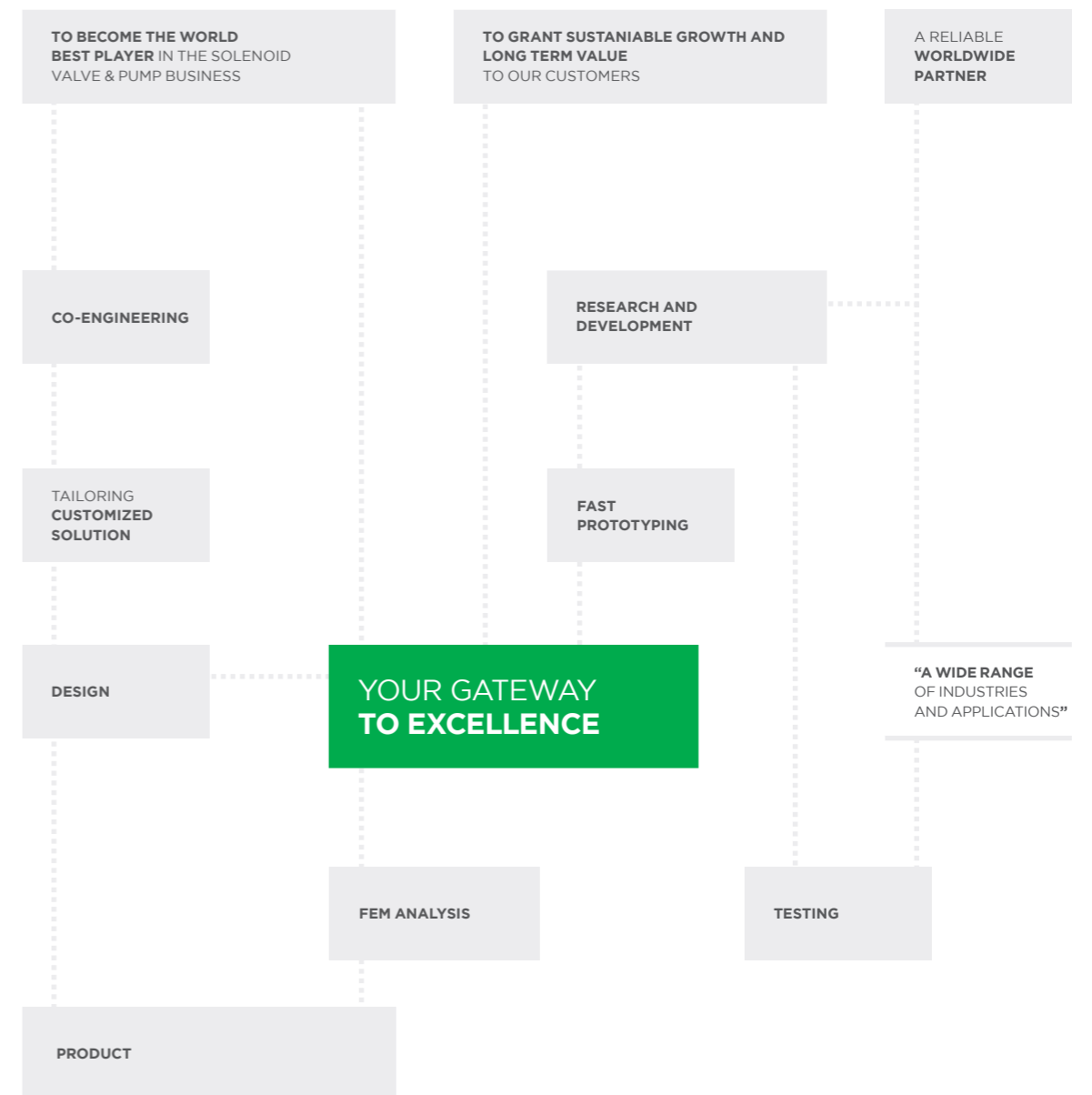


## TECHNOLOGICAL EXPERTISE

**ODE** uses its more than **50 years knowledge** and expertise in fluid control market and its technology to create new and innovative solutions.

New technological ideas, new materials and the constant propensity for productive improvement allow to offer better products to the customers. **ODE's** attitude is to **analyze and find the solution that best meets its customers' application needs**, anticipating the times.

**ODE** excellence is present in all work phases: from engineering to production, from the customer needs listening to customized solutions, from sales to after sales.







# HERE THERE AND EVERYWHERE

## TODAY THE NEW TECHNOLOGICAL WORLD

During last years **ODE** launched many products in order to increase its range with different technological aspects such as materials or ways of work.

## 2015 THE ACL ACQUISITION

In 2015 **ODE** purchased **ACL Solenoid Valve** based in Cavenago di Brianza, near Monza. ACL is manufacturing a wide range of solenoid valves in different versions since 1987.

## 2010 THE 50<sup>th</sup> ANNIVERSARY

In 2010 **ODE** celebrated **50 years of design and manufacturing excellence** in the solenoid valves industry. Our general purpose and customized valves are designed to operate very effectively in the coffee machines industry.

## 1998 MOVING TO COLICO

In 1998 **ODE** leaved Esino Lario and moved to **Colico** in the actual plant. In few years the Colico plant reached the size of 9400m of which 6300m covered.

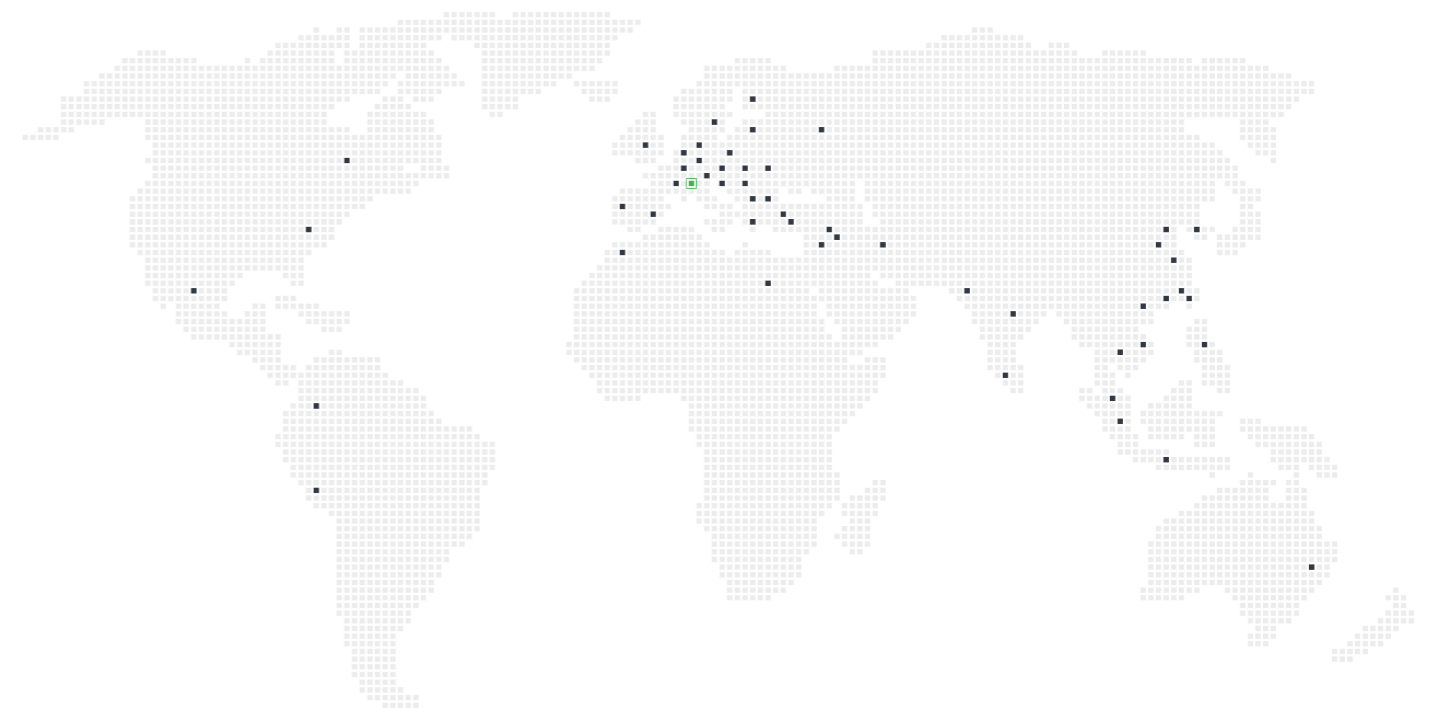
## 1960 THE FOUNDATION IN ESINO LARIO

**ODE** company was founded in 1960 near the Swiss border serving the **high quality** and **precision** Swiss industry as vendor for stainless steel parts. The production of valves rapidly became the core business, know-how on stainless steel parts is a key in the solenoid valves production.

A strong global partner with a worldwide presence. Bringing fluid technology to the world.

**HEADQUARTER** 850 m<sup>2</sup> n.30 employees Finance, Sales & Marketing and Customer Service.

**PRODUCTION FACILITY** 10000 m<sup>2</sup> of which 5000 m<sup>2</sup> covered. Developing customized systems which meet customer needs. n.15 R&D, n.25 Staff, n.120 Direct workers.



## MANUFACTURING PLANT KEY TECHNICAL INVESTEMENTS

The offices and manufacturing plant meet the highest standards and are certified to ISO 9001: 2015. ISO 14001 & 45001 from October 2013.

### TRANSFER

Transfer, that can work materials such as stainless steel and OT57 (low lead).

### ROBOT

A tending robot to meet growing production targets.

### CNC SINGLE/MULTI SPINDLE LATHES

Spindle and Multispindle, that can work tubes in stainless steel.



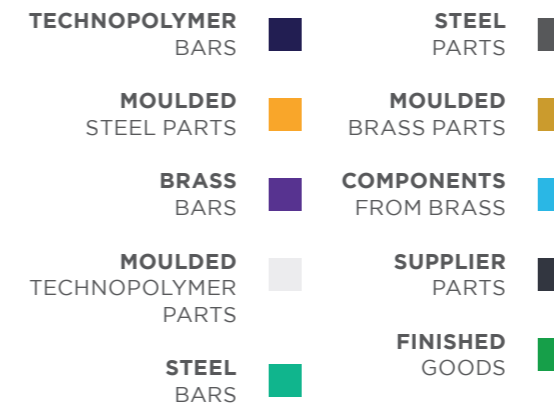


# AN OVERVIEW OF US

## PRODUCTION SOLENOID VALVE PARTS

**ODE** develops **mechanical and electronic solutions for the fluid control**. The current product portfolio, including a wide range of solenoid valves, results from the continuous refinement of technical innovations to reflect the needs and practical experiences of our customers.

**ODE's** broad orientation to the various sectors of mechanical engineering and plant construction gives us an accurate insight into the needs and trends of the market. Our main focus is on **meeting your needs**, from custom one-time custom projects to serial production.



## COMPANY DATA

A continuous implementation of product ranges and production improvement projects. Many research and development activities, with the aim to offer always the best solution to the customers' requirements. A synergic work and communication directly with the customer. **These aspects have brought ODE to a continuous growth** and ever more ambitious objectives will allow an increasingly growth to the company in the next years.

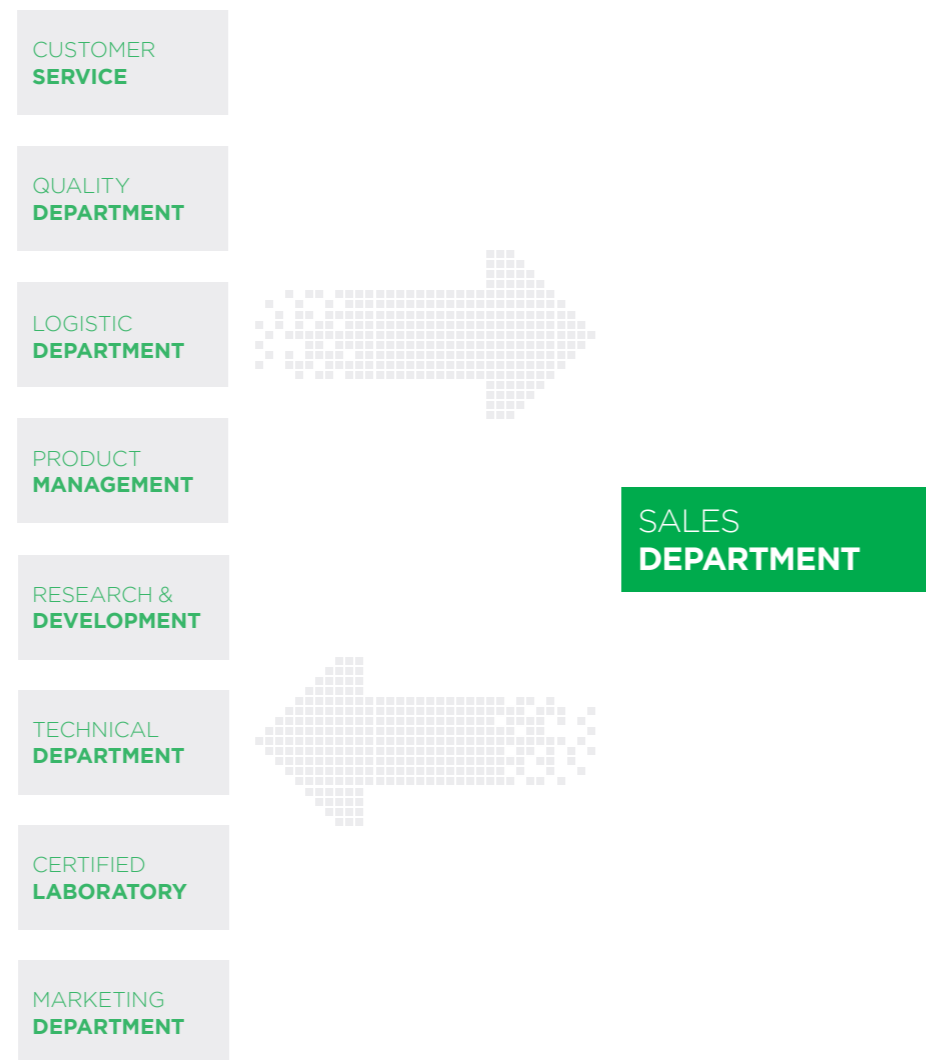




## SALES SUPPORT STRUCTURE

In **ODE** every department cares about the Sales Team, with the aim to give our customers the right answer and the support they need in the best possible way.

From Customer Service to Logistic Department, from Product Management to Marketing everything is made to satisfy our customers' requests.



## STRUCTURE OVERVIEW



## QUALITY STRUCTURE

### PRODUCT QUALITY DEPARTMENT

This area is responsible for **quality planning, quality control, quality assurance, and quality improvement**, to meet the specific requirements of a standard or of a customer.

### INDUSTRIALIZATION DEPARTMENT

This department is responsible for the start up of **challenging new products** and continuous **production improvement projects**, ensuring a link between the customers' requirements and the production facilities.

### QUALITY ASSURANCE AND CERTIFICATION DEPARTMENT

This unit is responsible for defining and maintaining **highest quality standards**, which our products must inevitably meet, in order to always offer the best products with the highest degree of reliability and traceability, thus giving our customers all the attention they need.

### SUPPLIER QUALITY DEPARTMENT

This area allows that the delivery of goods which **satisfy buyers' needs**, ensuring units fit to buyers' demands with no or little use of minimal inspection and adjustment.



## PRODUCTION STRUCTURE

### SUPPLY CHAIN DEPARTMENT

This department is responsible for **managing the flow of goods and services**, involving the movement and storage of raw materials, work-in-process inventory and finished goods.

### LOGISTIC DEPARTMENT

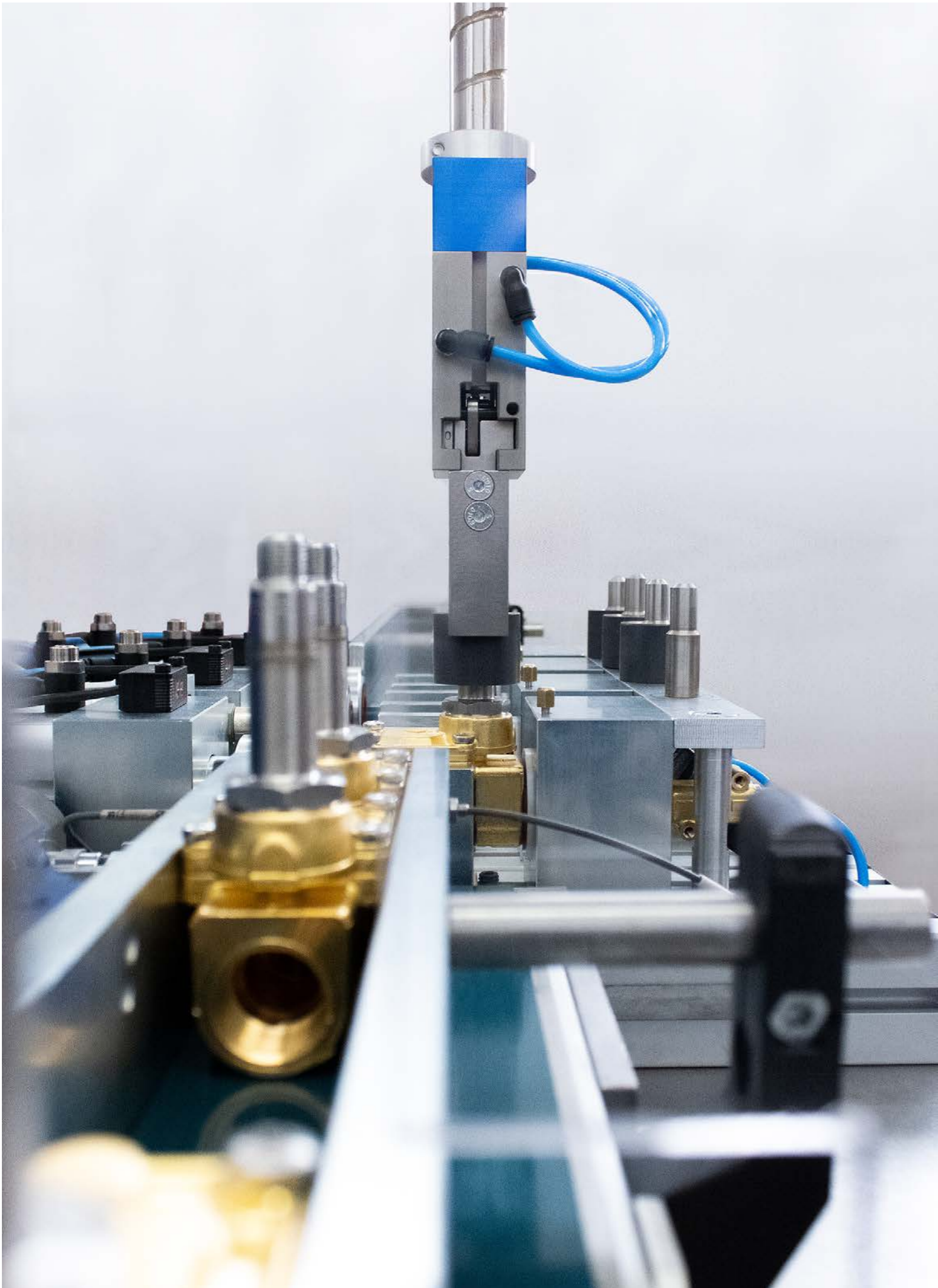
This area plans, implements and controls the efficient forward and reverse **flow and storage of goods** and related information between the point of origin and the point of consumption.

### PURCHASING DEPARTMENT

This unit is responsible for **providing materials, components and equipment** required for production or daily operations as well as controlling inventory levels and costs associated with purchasing the items.

### PRODUCTION DEPARTMENT

This functional area is responsible for turning inputs into **finished outputs** through a series of production processes.



# GLOBAL MARKET AND MARKET APPLICATION

## MARKET DIVISION

**Working together for optimum solutions** a goal we advocate around the globe in our role as a reliable and flexible partner. Production site, distribution companies and representations in more than 65 countries guarantee geographic proximity and rapid service routes to our customers.

- EUROPE ■
- ASIA ■
- AMERICA ■
- OCEANIA ■
- AFRICA ■



## APPLICATION FIELDS

**ODE** takes a **solution-oriented approach** to the success of its customers. As a fluidic technology rule, individual products do not automatically make a good solution. Rather, the key is to achieve the right application solution and the perfect interplay of all applied components.

- FOOD & BEVERAGE ■
- AUTOMATION ■
- WATER MANAGEMENT ■
- REFRIGERATION ■
- COMPRESSORS ■







# APPLICATIONS AND CERTIFICATIONS

## APPLICATIONS



**COFFEE  
AND  
VENDING**



**FOOD  
PROCESSING**



**PACKAGING**



**AUTOMATION**



**CHEMICAL  
PETROCHEMICAL**



**MEDICAL**



**REFRIGERATION**



**WATER  
MANAGEMENT**



**CARWASH**



**MECHANICAL  
ENGINEERING**

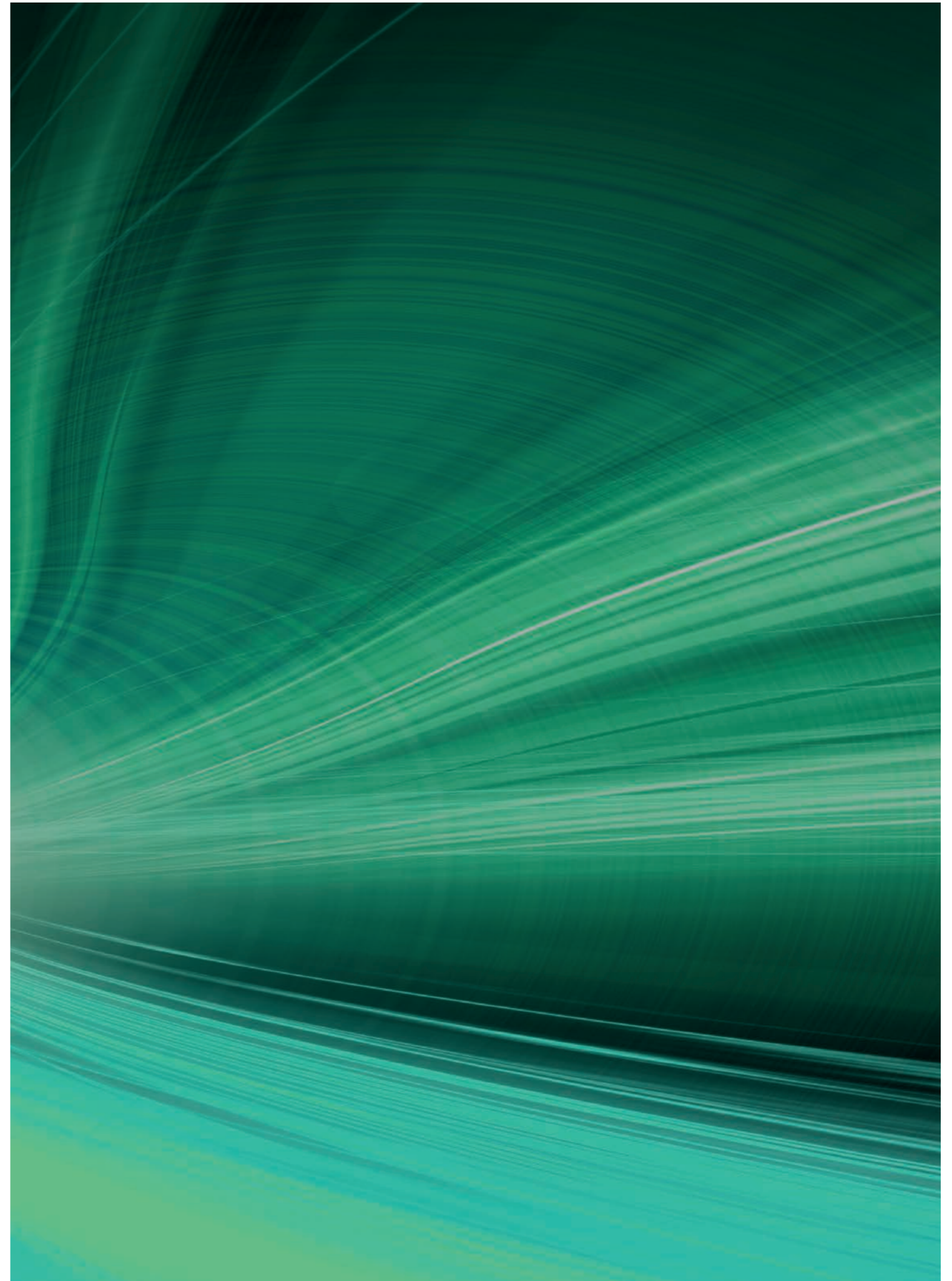


**COMPRESSORS**



**SMART  
CONTROL**

## CERTIFICATIONS





## CONTACT INFORMATION

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