

Martin

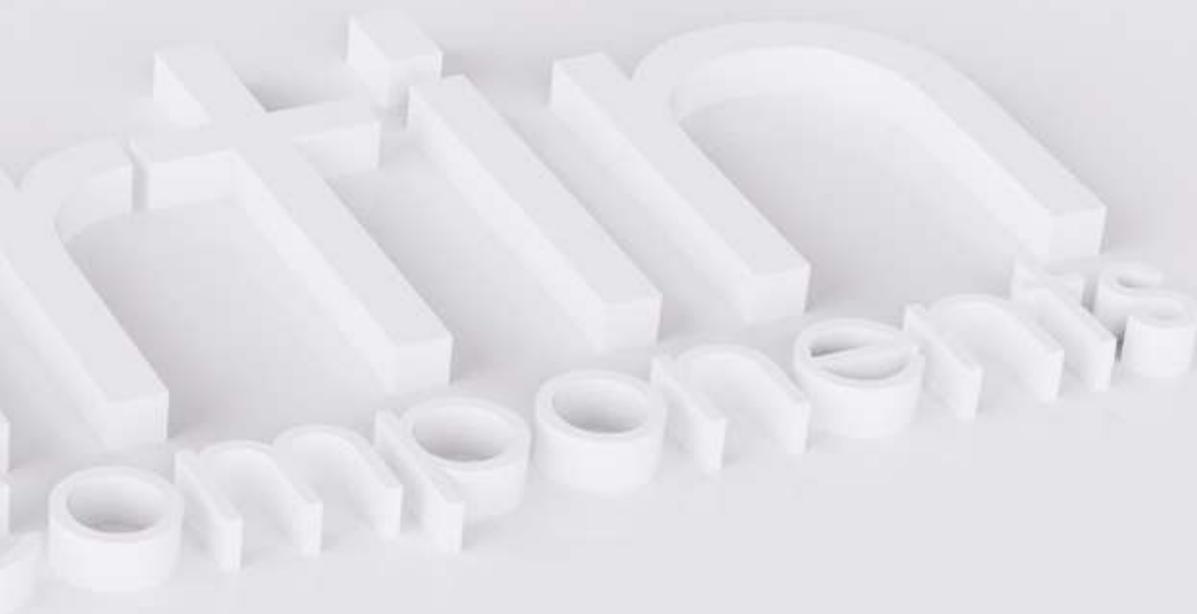
Levelling Components



Corporate & Technical
Training



AGENDA



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Company Overview



► RUBBER MOLDING



► PLASTIC MOLDING



► WAREHOUSE



- **Founded 2000s**

- **Headquarters**
● **Provaglio d'Iseo**
Brescia, Italy

- **Core business**
● **Hygienic and industrial**
levelling components

- **Global presence**
● **Serving clients**
internationally

- **Proposition**
● **“Synergies**
for hygienic products”



► LOGISTICS



INDUSTRY 4.0



Levelling Components



► OFFICE

YEAR

'70

2000

2014

2016-04

2016-08

2019

Nowadays

FACTS

F.lli Martinelli SAS was born as a precision turnery workshop, subcontracting for many companies such as Bonfiglioli or Fiat.

Martin Levelling Components (Martin S.r.L.) was born when the Martinelli brothers took over the business from their retiring father. Thanks to the manufacturing skills acquired in the early days the brothers were able to launch their own product line of levelling feet, for all industries.

ISO 9001 acceptance

88-00 and 00-00 3-A regulations acceptance

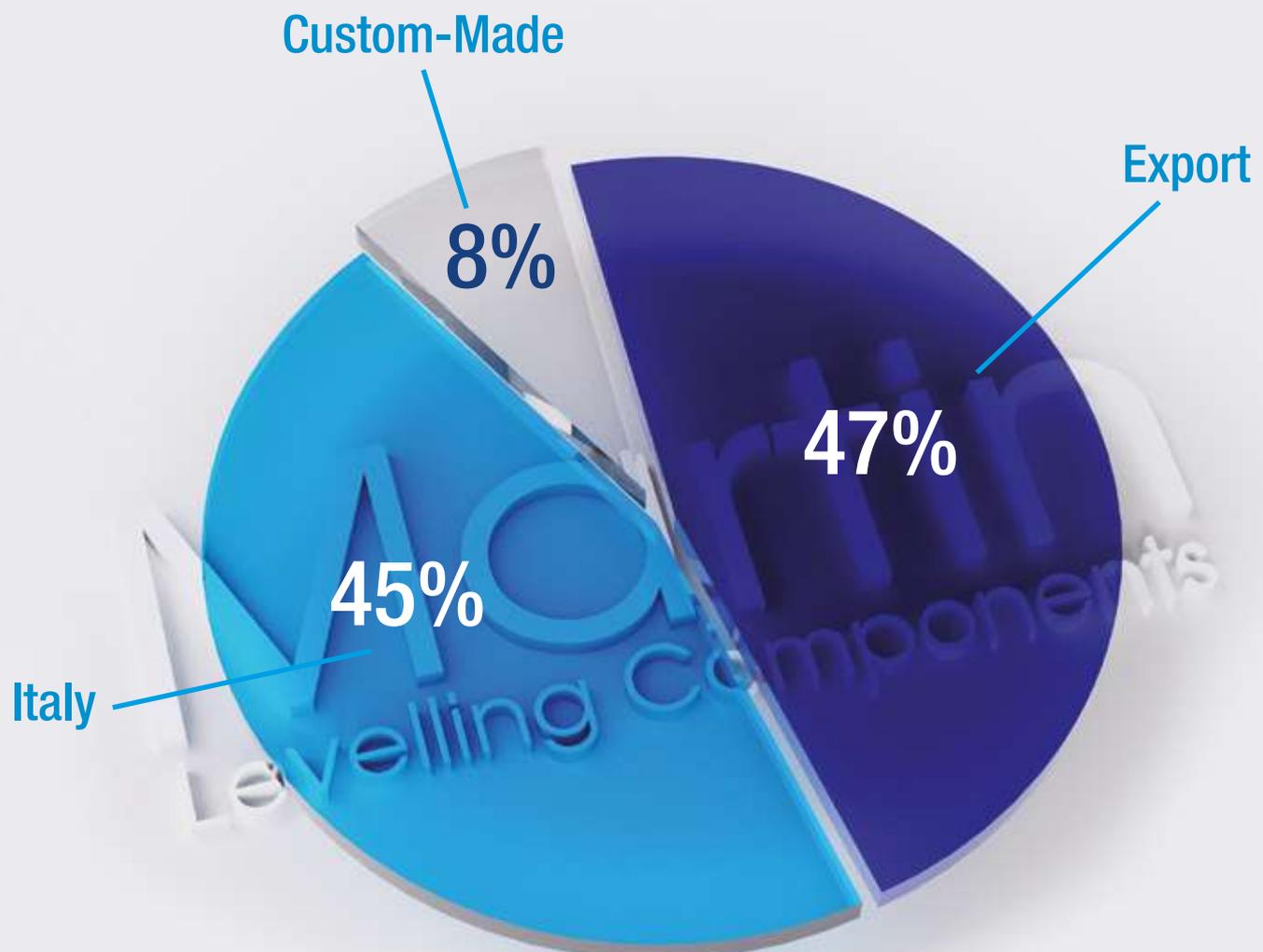
F.lli Martinelli SAS and Martin SRL merged together and became Martin SPA.

New offices

To this day, Martin remains a family-run enterprise with a 60-strong team, centered around the production of levelling feet, industrial components and accessories

Special Custom

- The Company has always been improving over the years. Huge investments in new technologies and new spaces were made; our goal: roll over capital to improve our know how.
- The export department covers for around 47% of the total turnover.
- If we take a look at the Italian market, most of our customers export their machines abroad.
- This means that directly (47%) or indirectly (72%) most of our products are destined for international markets.



Mission, Vision & Values

Mission

- Deliver hygienic, high-quality levelling solutions

Vision

- Recognized globally in levelling & hygienic supports

Values

- Innovation, Reliability, Hygiene, Flexibility, Customer Focus



SOME REFERENCES



Through our distribution network

SIEMENS



HARPAK

SYNTEGON



MOBA



Martin 360°supplier

The integrated Concept **5 reasons** for choosing us

1

A complete 360°supplier with all components working in synergy, 9000 items on catalogue.

2

Flexibility, stock availability, customized solutions with the best lead time.

3

We're specialists: Martin's core business is levelling feet.

4

Manufacturing company: a true Made in Italy product, 100% control over the supply chain.

5

Remuneration: our products bring strategic potential, this means higher turnover, successful business cases.





Automotive/Automation



Green/Solar Energy



Engineering



Industrial



Chemical/Pharma



CNC/Lathe/General Machineries

Building/Scaffolds



And more



Dairy



Meat/Fish

Food



Bakery



Fruit&Veg



Beverage/Bottling/Labelling



Conveyor/Packaging

Comprehensive Range

Furnitures



Anti-vibrations



Conveyors



Heavy-Duty



Stainless Steel



Martin

Levelling Components



Hygienic



Accessories



CNC / Tools



Plastic

Certifications & Compliance

- Products meet strict hygiene and safety standards
- Compliant with international sanitary regulations
- Certifications: 3A, USDA, FDA, RoHS, ISO



Technical Training Introduction

- **Spotlight: Levelling Feet & Hygienic Supports**
- Purpose and benefits
- Applications across all industries



USDA
U.S. Department of Agriculture



3-A
Independent, not-for-profit, U.S. corporation



EHEDG
The European Hygienic Engineering & Design Group



TEKNO-CLEAN

ROUGHNESS

3-A demands a minimum of 0,8√



The finishing is from turnery
It is > 0,8√.

FOOT-PLATE PROFILE

Surface shall be self draining,
so no pockets allowed,
which could retain liquids



All bases have a minimum
of 9° angle profile

CREVICE

Crevice caused by junction of threaded
upright to the food pad is not sealed



RADII

No sharp edges allowed.
Minimum angles allowed
for easy cleaning



As for the surface finishing, there are
no cutting edges but these products are
straight out from turning

MATERIALS

Standards are:
AISI 304 stainless steel & FDA NBR
rubber pad and gaskets



COMPRESSION CONTROL

Mechanical Stop



2 x Gaskets.
They cannot get damaged upon
tightening the sleeve to the machine

PRICE

Cheaper



TEKNO-HYGIENIC



Martin
Levelling Components



High-gloss polished
0,05√



All bases have a minimum of 9° angle
profile, which is sufficient for 3-A



Crevice caused by junction of threaded
upright to the food pad is sealed



All radii are polished and rounded to
comply with the 3-A regulation



Standards are: 304 stainless steel,
FDA NBR rubber pad and blue
silicone gaskets, food grade



3 x Gaskets.
They cannot get damaged
upon tightening the sleeve to the machine



Expensive



STAINLESS STEEL SERIES

VULCANIZED

10°



MEDIUM LOAD

5° ——— 15°



ACCESSORIES AND SUPPORTS



- Supports
- Hinges
- Knobs
- Handles
- Latches
- Closing Systems





HEAVY DUTY

0° — 10° — 30°



HYGIENIC FEET

15°



PRESSED LINE

0° - 8°

Articulation

What can Martin offer when asking for a Ø80mm stainless steel foot?



Light Duties

Economic

10° Angle

Only with rubber

With / out bore / s

Medium Duties

Not too expensive

5° Angle

With / out rubber

With / out bores

Medium Duties

Fairly expensive

15° Angle

With / out rubber

With / out bores



Heavy Duties

Expensive

Fixed Angle

Only with rubber

With / out bores

Heavy Duties

Expensive

10° Angle

Only with rubber

No bores

Heavy Duties

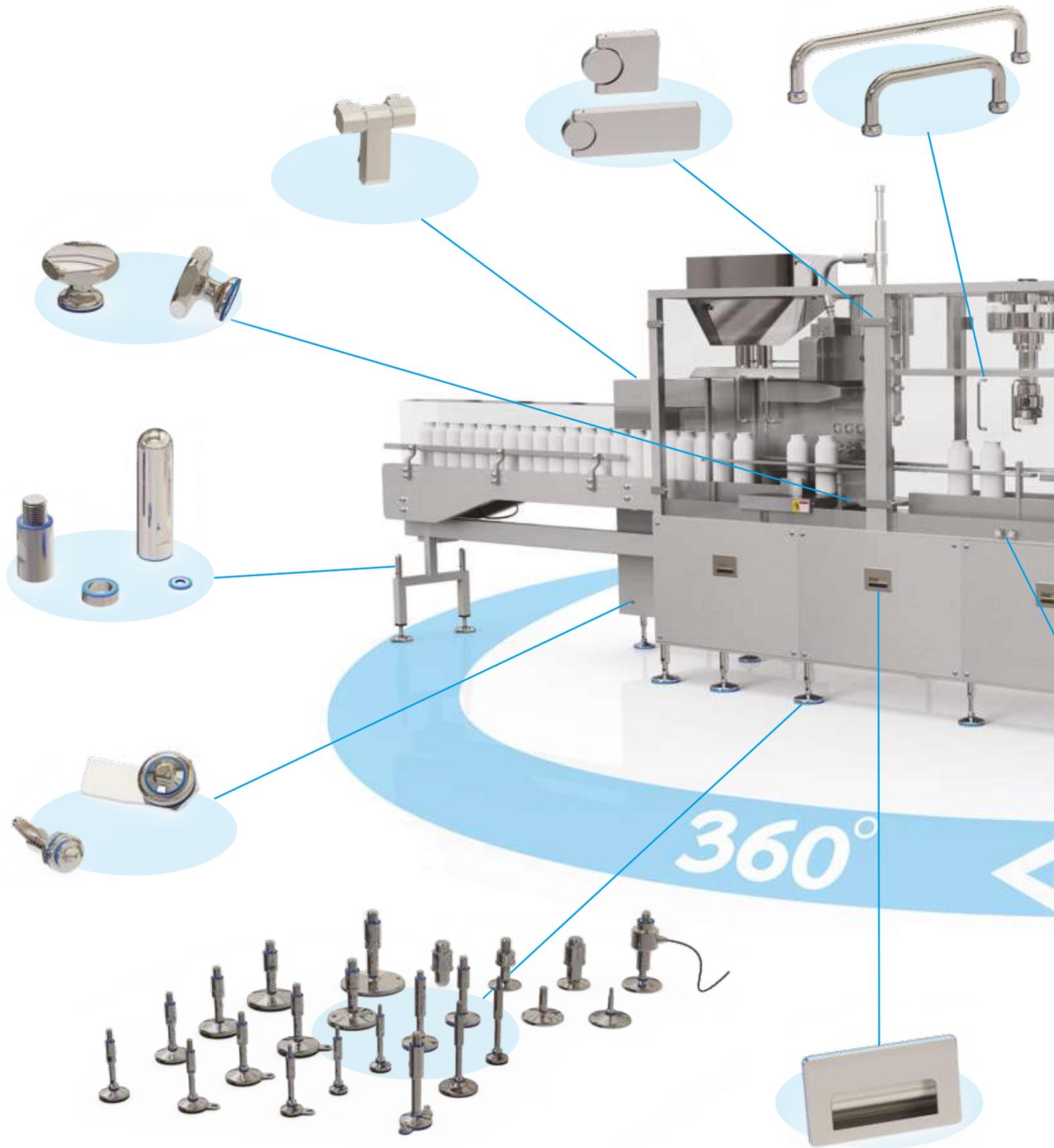
Expensive

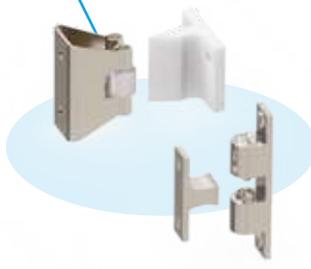
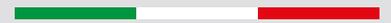
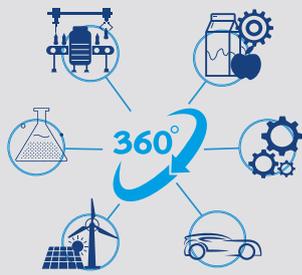
30° Angle

Only with rubber

No bores

STAINLESS STEEL RANGE





GUARDA IL VIDEO



GUARDA IL VIDEO

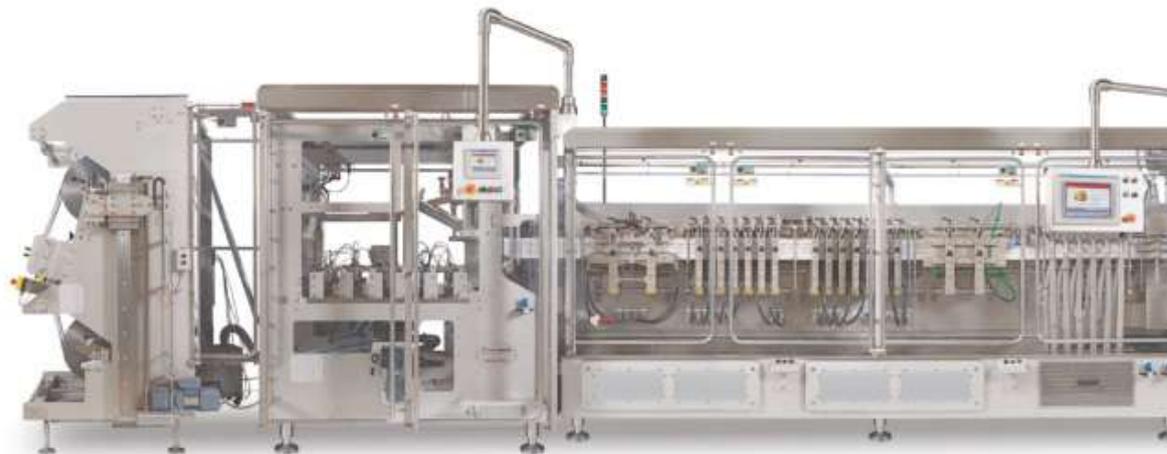
TECHNO-CELL
NUOVO SISTEMA CELLA DI CARICO
NEW LOADING CELL SYSTEM

APPLICATIONS

Pouches

Dosing

P A C K



Cosmetic

Food

AGING



APPLICATIONS

DAIRY



Food

- Sterilization
- UHT treatment
- Aseptic solutions
- Homogenizers
- Centrifuges
- Chillers
- Distillation



APPLICATIONS

BEVERAGE



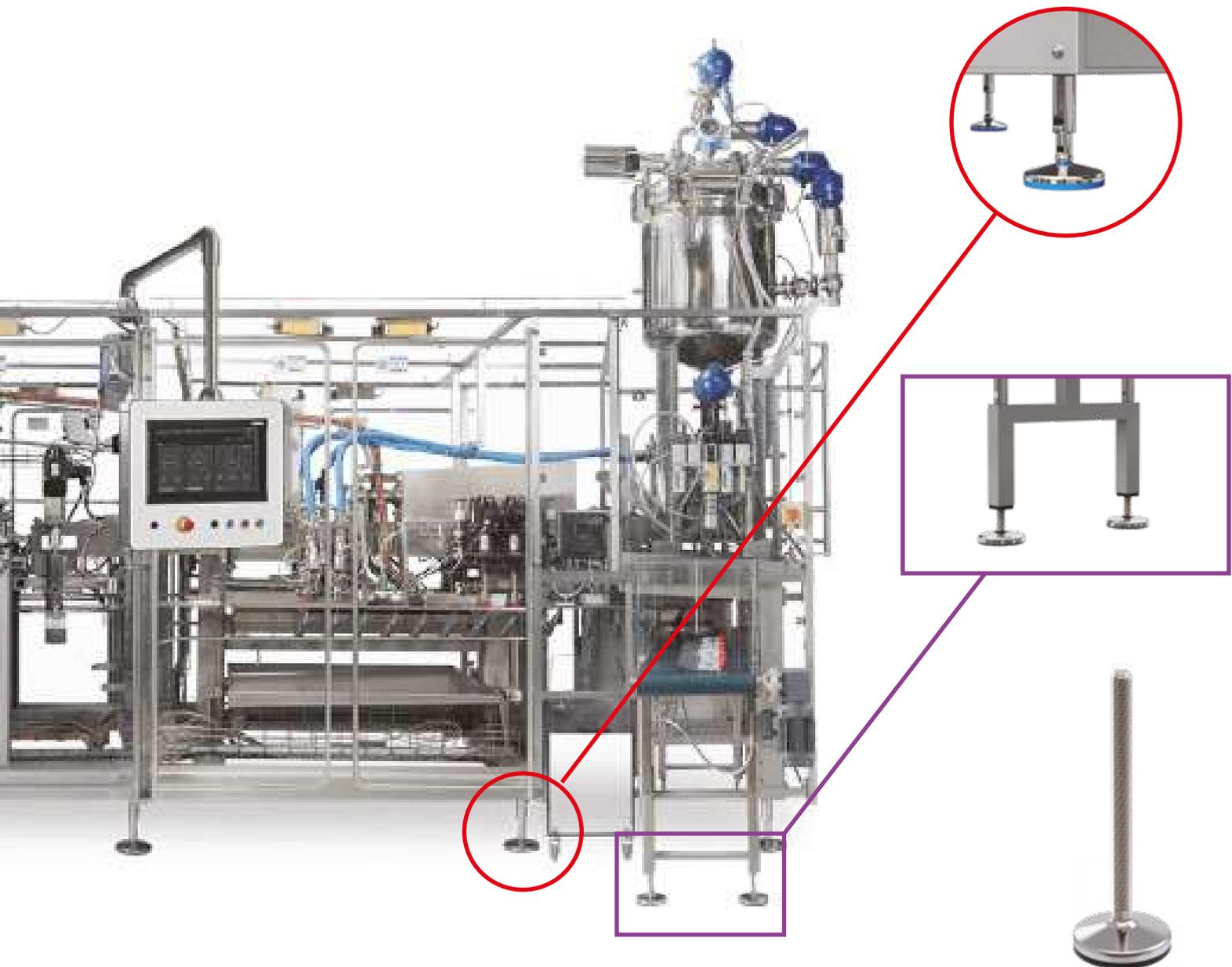
Food

- Blenders
- Carbonated Drinks
- Juices
- Spirit / Wine
- Water
- Beer



I could go on and on and show dozens of markets, where wash-down hygienic feet find their natural applications. However, this image is possibly the most important.

HYGIEN





Hygienic foot

**Stainless steel but not hygienic
(we identify these with Vulcanized Line)**

This represents 70% of cases

**Chances that hygienic and not hygienic are used in
the same machine are high.**

**Focusing only one model could be detrimental.
You should be considering the “whole package”**



Not only levelling feet...



CABLE GLAND



SPACERS



**AISI 316 STAINLESS
STEEL SCREW**



**3A CERTIFIED
LOADING CELLS**



LOADING CELLS

OLD



VIDEO

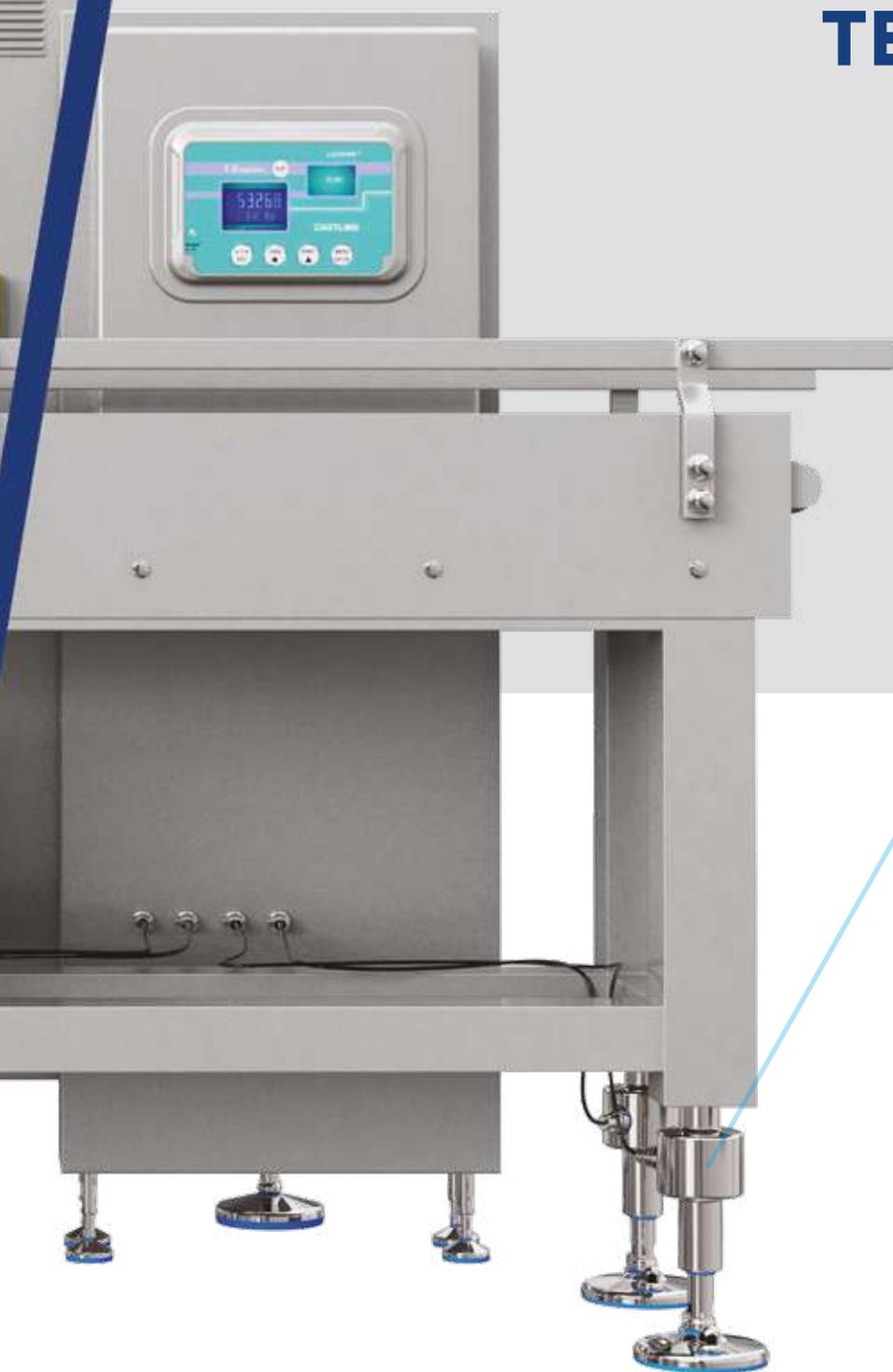


DISADVANTAGES

- ✗ Installation difficulties***
- ✗ High costs due to support structures***
- ✗ Less precision***
- ✗ No guarantee of sanitization***

NEW

TECHNO-CELL

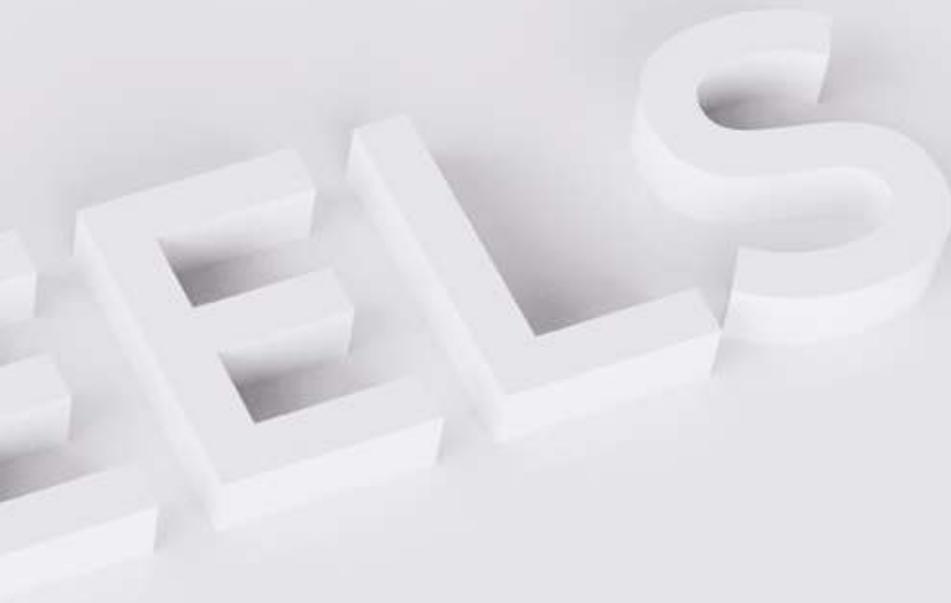


ADVANTAGES

- ✓ *Easy to install*
- ✓ *Cost reduction about construction of support frames*
- ✓ *Better precision*
- ✓ *Sanificabile and 3A certified environment*

NEW IN OUR PORTFOLIO: WHEELS



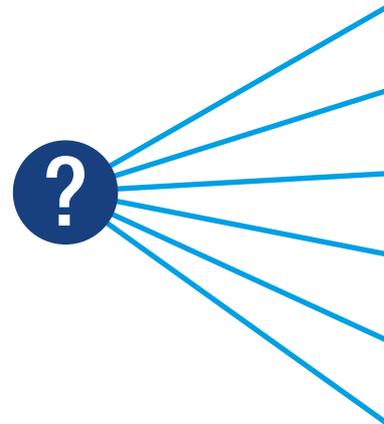


- **Cyan polyurethane wheel injected on a nylon PA6 center**
- **Fixed or swivel bracket**
- **Steel or stainless steel version**
- **Brakes: glass fiber or zinc-plated**
- **Blu superlast 82 shore**
- **Red superlan 92 shore**

TECHNICAL SPECIFICATIONS

TECHNICAL
SPECIFICATIONS

Most **important questions**
to ask to the customer



MECHANICAL SPECIFICATIONS

- **Material: steel/stainless steel, surface finish**
- **Dimensions & tolerances**
- **Load limits (static / dynamic)**
- **Adjustment range / thread pitch**
- **Temperature / chemical compatibility**
- **Hygienic design features if required**

PLASTIC LINE

- All plastic foot-plates can have NBR rubber anti-slip pad
- From 83mm up, base can be drilled for bolt-down option
- Base dimensions are: 40-50-65-83-103-123
- Standard Metric size are: M6-M8-M10-M12-M14-M16-M20-M24-M30-M36
- Screw lengths available are: 25-50-75-100-125-150-175-200-225-250 (up to 400)
- Inch version
- Fine pitch thread

Stainless Steel Screw



30° ————— 16° ————— 5°

SS Inserts
& welding
plates



MINI LINE



Mild Steel Screw

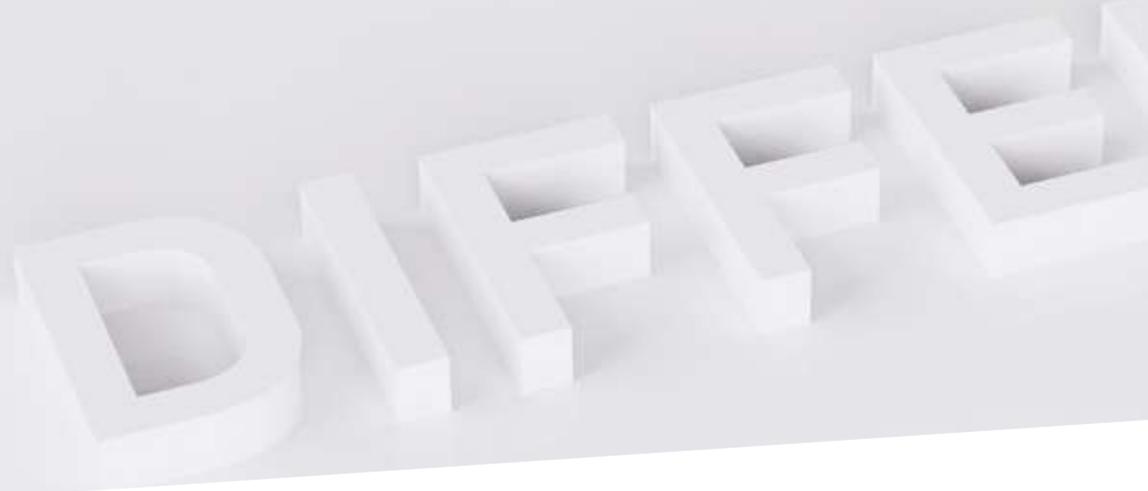


30° ——— 16° ——— 5°

Plugs with
nickel-brass
insert



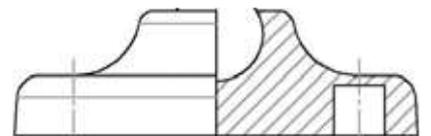
DIFFERENCE



Conveyor Line can be recognized because of the low-profile



Plastic line is higher



Conveyor Line's screws always have 2-flats sides for the spanner



Plastic line has screws with hex or 2-flats but produced from round bar (better quality)





LOAD

(Based on a 123mm Diameter)

Old Model

New Model

(Fix Version)	(30° Version)	(16° Version)	(30° Version)
45.000 Newton	35.000 Newton	35.000 Newton	25.000 Newton

PRICE WISE

\$\$\$\$	\$\$\$	\$\$	\$
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STEEL SERIES

VULCANIZED

10°



MEDIUM LOAD

5°



0°



ANTI-VIBRATION

FIX

5°



- Tekno-easy
- Tekno-press
- Tekno-plus
- Painted
- Steel
- Stainless Steel
- Anti-moving
- Buffers
- Anti-vibrations

HEAVY DUTY

TEKNO-FIX

0°

10°

30°

FIX



PRESSED LINE

FIX

8°

15°

STANDARD RANGE

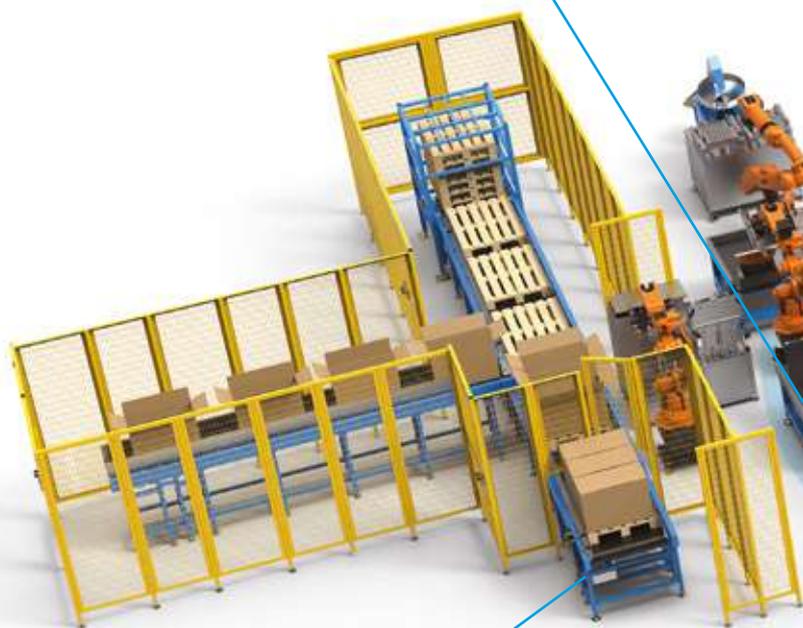
FOR ALL PRODUCTION LINES IN ALL SECTORS



LINEA VULCANIZZATA
VULCANIZED LINE



LINEA ROBUSTA
SOLID LINE

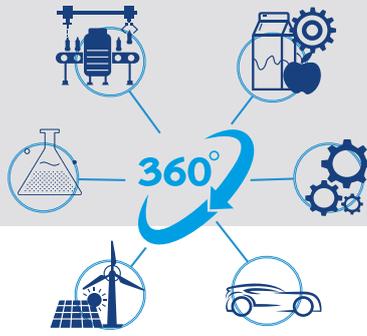


LINEA STAMPATA
PRESSED LINE



LINEA ANTIVIBRANTE
ANTI-VIBRATION LINE



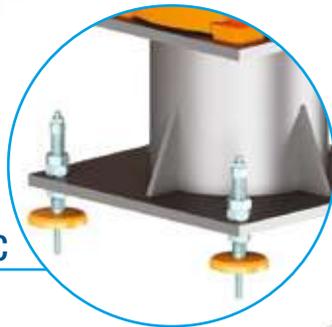


LINEA CARICHI PESANTI
HEAVY DUTY LINE



GUARDA IL VIDEO

LINEA TEKNO-FIX / CNC
TEKNO FIX / CNC LINE



LINEA PLASTICA
PLASTIC LINE

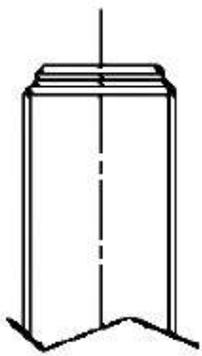


SPECIAL REQUIREMENTS

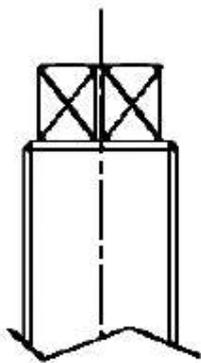
SPECIAL REQUIREMENTS

Regulation from the screw top

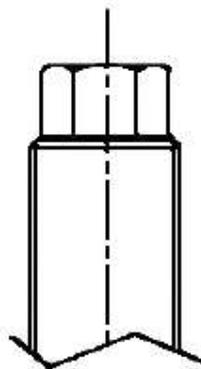
STANDARD



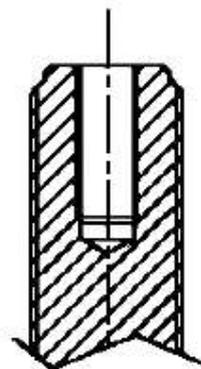
SQUARE



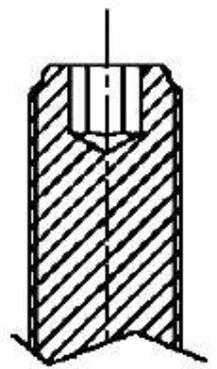
HEXAGONAL



INTERNAL
THREAD



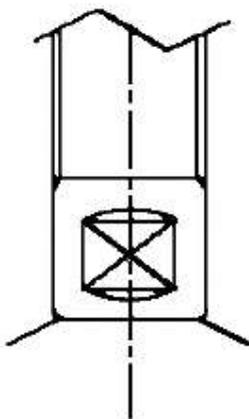
INTERNAL
HEXAGON



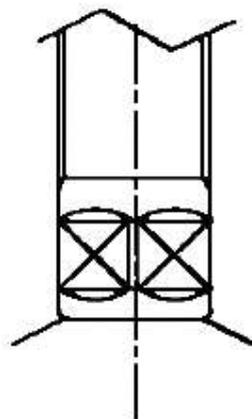
REQUIREMENTS

Regulation from the screw end

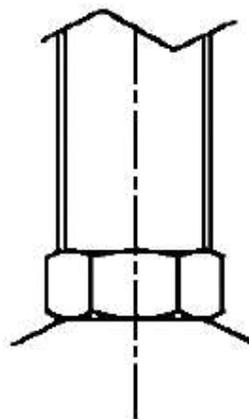
MILLED



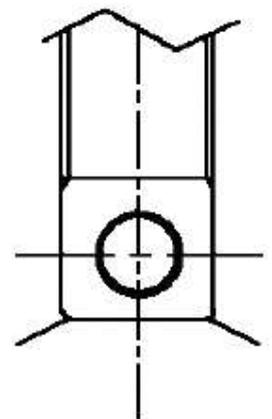
SQUARE



HEXAGON



DRILLED

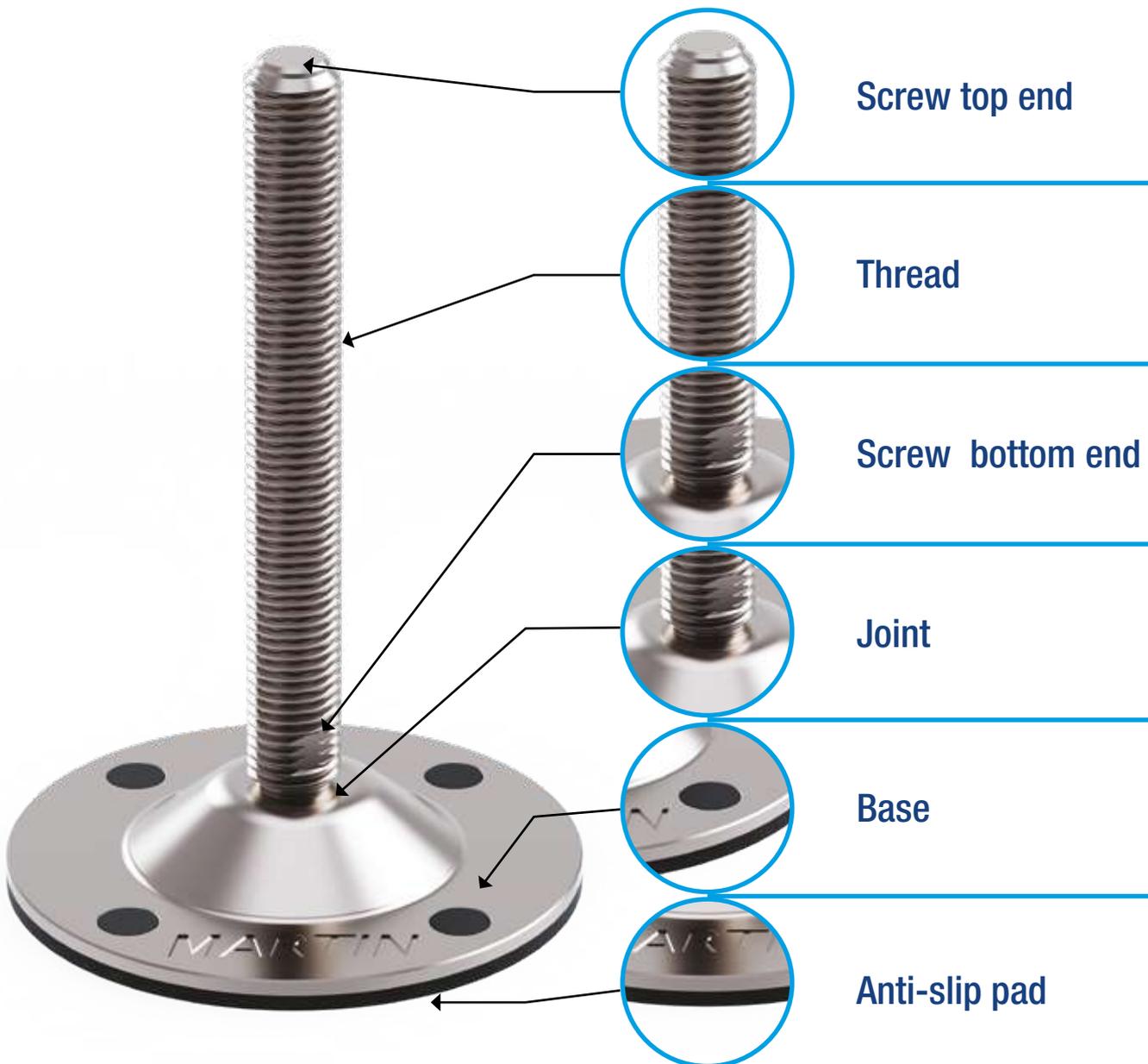


FOOT Anatomy

Although they may seem like just simple industrial components, levelling feet play an important role in today's industries.

The technical features, mechanical functionalities and chemical resistances are just some of the characteristics that make levelling feet a real added technological value.

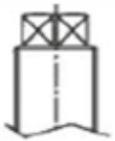
Thus, choosing a foot is a key factor for ergonomic installations, reliability and strength of the applications to which it is intended.



Anatomy



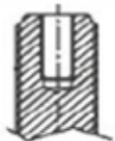
STANDARD



SQUARE



HEXAGONAL



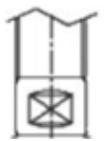
INTERNAL
THREAD



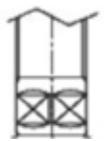
INTERNAL
HEXAGON



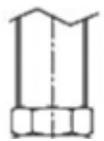
- Metric thread • big Pitch Istandardl
- Metric thread • thin pitch
- Thread gas 55°
- American thread une
- WbitW0llh tread



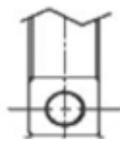
MILLED



SQUARE



HEXAGON



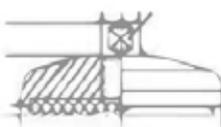
DRILLED



ARTICULATED



TILED



FIXED

Foot bottom part on which load distributes itself to the ground. Available in standard version and with fixing system.

- Polyamide
- Steel: pressed, light, medium and heavy applications
- Inox: pressed, light, medium and heavy applications

Optional element which can make the foot adhere to the floor or give the proper anti-vibration characteristic according to its thickness.

Available in different materials and colours (EPDM, NBR from 40 to 90 shore, nitrite, etc) allows to perfectly answer to a number of specific and non specific applications.

MAIN COMPETITORS

Standard Elements



Conveyor Components



From Asia



Mainly Feet



Anti-Vibration Solutions



CASE STUDIES / APPLICATIONS

CASE STUDIES

- **Food processing**
- **Pharma industry**
- **Packaging machinery**

APPLICATIONS

- **Real examples with performance improvements**

LOADING CELLS

LOADING



Company Daxner

Country Germany

Industry Food

Application Solid

Article FLCLF2000M123A



Company	TFT
Country	Netherland
Industry	Food
Application	Marshmallow mixers
Article	FLC1000M12A3A

PACKAGING

BEVERAGE



BOTTLING



FILLING



LABELLING



CONVEYORS



PLASTIC



STAINLESS STEEL



ACCESSORIES



STAMPED

FOOD

PASTA



PIZZA



BAKERY



DRYERS



MIXERS



CONVEYORS



PLASTIC



STAINLESS STEEL



ACCESSORIES



STAMPED

FISH - MEAT PROCESSING



SLAUGHTER HOUSE



CONVEYORS



TEKNO HYGIENIC



STAINLESS STEEL



ACCESSORIES

WATER PLANT



MILK PLANT



BREWING



DAIRY



TANKS



INDUSTRIAL KITCHENS



SUPPORTS



ACCESSORIES

CHEMICAL



COSMETICS



PHARMACEUTICAL



PLASTIC



ACCESSORIES



TEKNO HYGIENIC

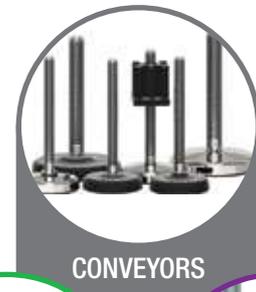


STAINLESS STEEL

CONVEYORS



MATERIAL HANDLING



CONVEYORS



STAMPED



RECTANGULAR

AUTOMOTIVE



STAMPED



RECTANGULAR

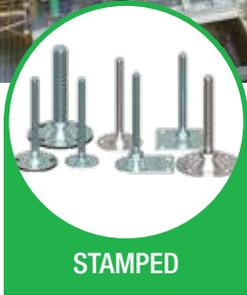


STEEL



TEKNO FIX

ROBOTS - PALLETIZERS



STAMPED



RECTANGULAR



STEEL

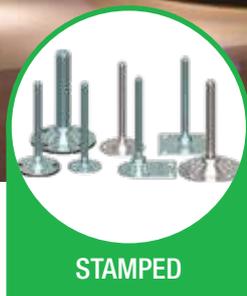


TEKNO FIX



ANTI VIBRATIONS

AIRPORTS



STAMPED



PLASTIC



PLASTIC



STAINLESS STEEL

ELECTRICAL ENCLOSURES



ROTATING BRACKET



ACCESSORIES



MACHINERIES

WATER CUTTING



PLASMA CUTTING



LASER CUTTING



PAPER - TOBACCO



GLASS - WOOD WORKING



SCALES



INJECTION



CNC - LATHE - DRILLING - MILLS - PRESS - ETC.



TRANSFERS



STEEL



TEKNO FIX



ANTI VIBRATIONS

COATING



METAL WORKING



CLOTHING - TEXTILE



PVC - ALUMINIUM PROFILE



STEEL



PLASTIC

WHITE INDUSTRY



MINIATURE

VIBRATION - MARINE



ANTI VIBRATIONS

GREEN ENERGY



STEEL



STAMPED



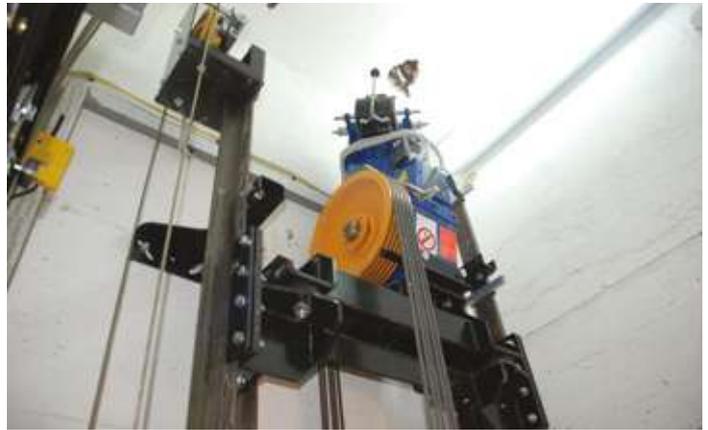
PLASTIC

MISCELLANEOUS

STRUCTURE - SCAFFOLD



BUILDING - ELEVATOR



MOBILE HOMES



POOLS - GAMES



FUN PARKS



WELLNESS EQUIPMENT



Partnership engagement

PARTNERSHIP

- To be business partners locally.
- To promote the entire range of solutions offered by Martin.
- To have an adequate stock and ensure prompt deliveries.
- To promote the Martin brand.
- Sell-out sharing aimed to be effective in the market.

ENGAGEMENT

- The importance of sharing feedback on offers.
- Focus on new business opportunities: Martin is always ready to develop custom-made solutions.
- Martin offers marketing tools and commercial support: training and joint visits to customers, as well as visual material such as videos, renderings and personalised material to reinforce the partnership.
- Everything is needed to be successful in today's market.

Q&A and DISCUSSION

Q&A AND DISCUSSION

DISCUSSION

- **Any questions?**
- **Open floor for participants.**





Thank You

Notes

A series of horizontal dotted lines for writing notes.

Certifications



Martin

Levelling Components

MARTIN spa

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