

**GROUP PROFILE**  
SINCE 1908



“ PROVIDING RELIABLE AND INNOVATIVE  
SOLUTIONS FOR OUR CUSTOMERS  
IS OUR MISSION SINCE 1908 ”

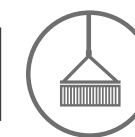
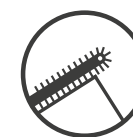
GROUP PROFILE | **BEDESCHI**

# Accruing know-how and expertise since 1908

Bedeschi Spa was established in 1908 and is today one of the oldest European companies in its industries. At the beginning of the XX century the founder, Guglielmo Bedeschi, designed and built a new “extruder” awarded with the Certificate of Honor and the First Degree Gold Metal, during the international Expo in Turin 1909. Since then the Company could grow and extend its field of application without losing the advantages and flexibility of a family company. Today the fourth generation is running the Company even if the Group dimension is now comparable to the biggest players in the industries.

Bedeschi diversified Business Units can provide Customers with complete turn-key solutions for:

- Bulk Handling, Marine and Mining
- Container Logistics
- Bricks



# More than a century of Bedeschi

Diversification is Group major asset to nourish its continuous innovation attitude in products and service to tailor fit Customers' needs.

TAKING THE BEST FROM THE PAST TO BUILD THE FUTURE.







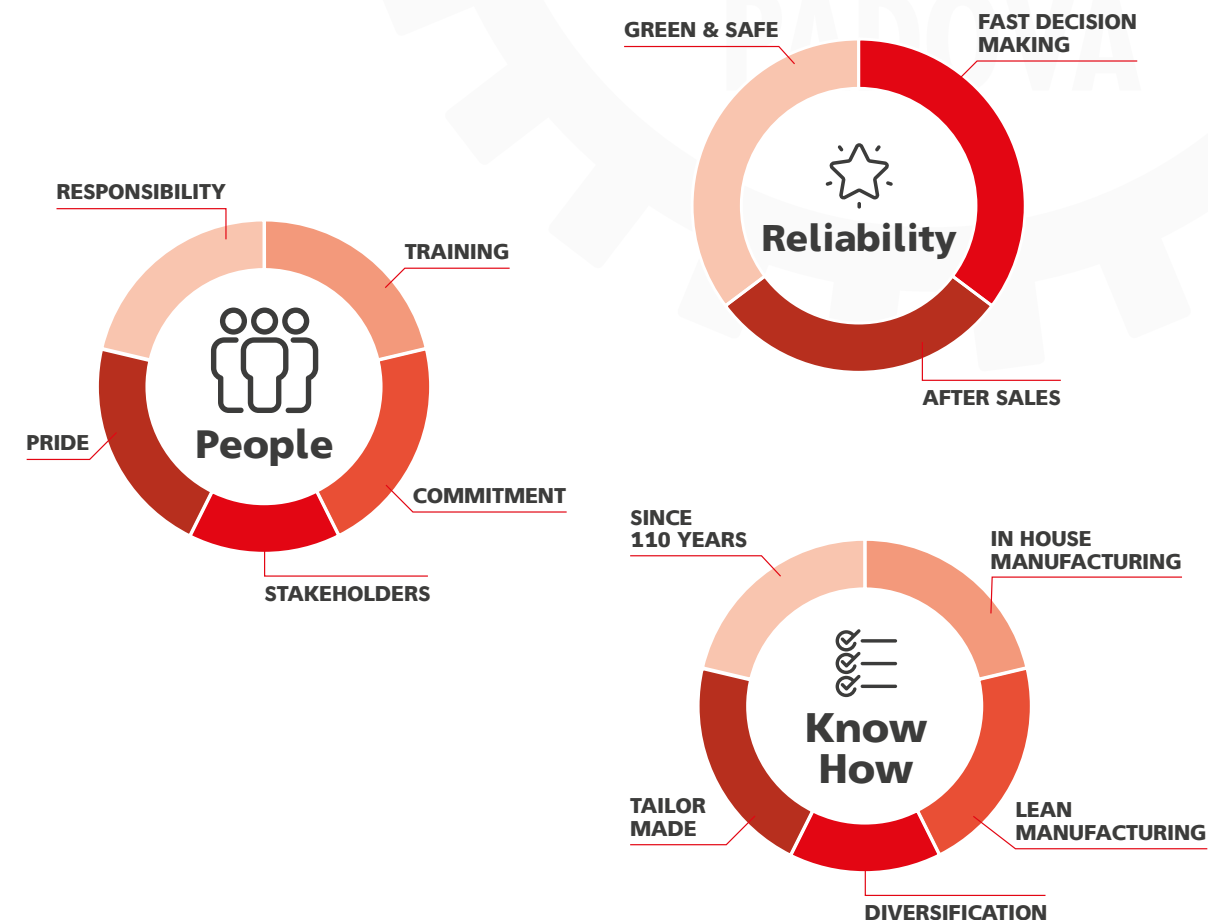
# Turn Key Solutions

For more than a century Bedeschi is providing effective and reliable solutions in a wide variety of industries, capitalizing on synergies and cross competences.

The Company takes care of each step of the project execution from the engineering phase to the assembly, installation and start up.

## Our Values

We strongly believe that our success relies on PEOPLE. The long-lasting relationships with our Customers and our teammates are able to keep us growing every day.





More than  
**2/3**  
returning  
customers

More than  
**1500**  
installations



More than  
**300**  
people



More than  
**70**  
Engineers



More than  
**10**  
years average presence  
in the Company

Limena, close to Venice, in the North Eastern part of Italy hosts Company headquarters and the biggest manufacturing facility (the other being in Bergamo). Main mechanical components are manufactured in the state of the art automated Company workshops in order to keep always the highest quality and consistency in our deliveries. While the main functions are coordinated from headquarters, the other branches (Bergamo, Genova, Miami, Kansas City, Dubai, Moscow...) assure prompt and effective service.

Doubled  
since 2012

**160**  
**Mio**

**2**  
production  
sites in Italy

More than  
**20 sales**  
offices worldwide



# Diversification

## Bulk handling, marine and mining

Leveraging on our experience with moist, plastic and sticky material with our proprietary bucket solutions we can offer now a wide variety of tailor-made solutions to transport and store any type of bulk material like coal, clay, iron ore, limestone, fertilizer, clinker, cereals and many others, covering any capacity from 100 to 10.000 ton per hour. Our well-known double rotor technology for our crushing equipment ensures best performance with wet and sticky materials together with the lowest fines production, making it the perfect choice in a wide range of industrial solution from coal mining to cement raw material handling. Growing scale of international transport of bulk material requires quick and flexible solutions to react to fast changing market demand. Our transshipment expertise is the best answer combined with our on shore applications.

## Cranes

Our innovation attitude perfectly fits OMG MGM experience and more than a century history. We can offer full range of new products such as ship-to-shore cranes (STS), rubber tyred gantry cranes (RTG), rail mounted gantry cranes (RMG). Our engineering capabilities are the best answer to revamping needs, to adapt older cranes to bigger vessels size.

## Bricks

We are today the only company mastering the design, manufacturing and installation of the entire plant without subcontracting any part of it. A complete range of clay processing machines, from quarry to preparation, aging storages, extrusion and tile pressing of any fired clay product, handling machines (automatic lines), dryers and kilns. Bedeschi can supply a full set of services from the simple machine to a complete “turnkey” green field installation.

### Industry



|                        |   |   |   |   |   |
|------------------------|---|---|---|---|---|
| BRICKS                 | ✓ |   |   | ✓ |   |
| CERAMIC                | ✓ |   |   |   |   |
| TILES                  | ✓ |   |   |   |   |
| CEMENT                 |   | ✓ | ✓ | ✓ |   |
| MARINE LOGISTICS       |   | ✓ | ✓ |   | ✓ |
| DRY PORTS              |   |   |   |   | ✓ |
| POWER                  |   | ✓ |   |   |   |
| STEEL                  |   | ✓ |   |   |   |
| GLASS                  |   | ✓ |   |   |   |
| BIOMASS                |   | ✓ |   | ✓ |   |
| MINING                 |   | ✓ |   | ✓ |   |
| LIME AND GYPSUM        |   | ✓ |   | ✓ |   |
| WASTE MANAGEMENT       |   | ✓ |   |   |   |
| FERTILIZERS / CHEMICAL |   | ✓ |   |   |   |
| GRAIN                  |   | ✓ |   |   |   |



**We assist you from  
the very beginning  
for the entire life of  
the project and over!**

**Think**

**Design**

**Build**

**Run**

We cover each step of the project execution from the feasibility study and basic design to the assembly, installation, start up and for any need after commissioning, while the plant is in operation. We still proudly offer a TAILOR MADE solution for our Customers. Optimizing investment returns means well-designed installation and innovative mechanical solutions. Our products rate best in the market in terms of energy consumption, operational costs and pollution control, as a result of our commitment to environment protection.

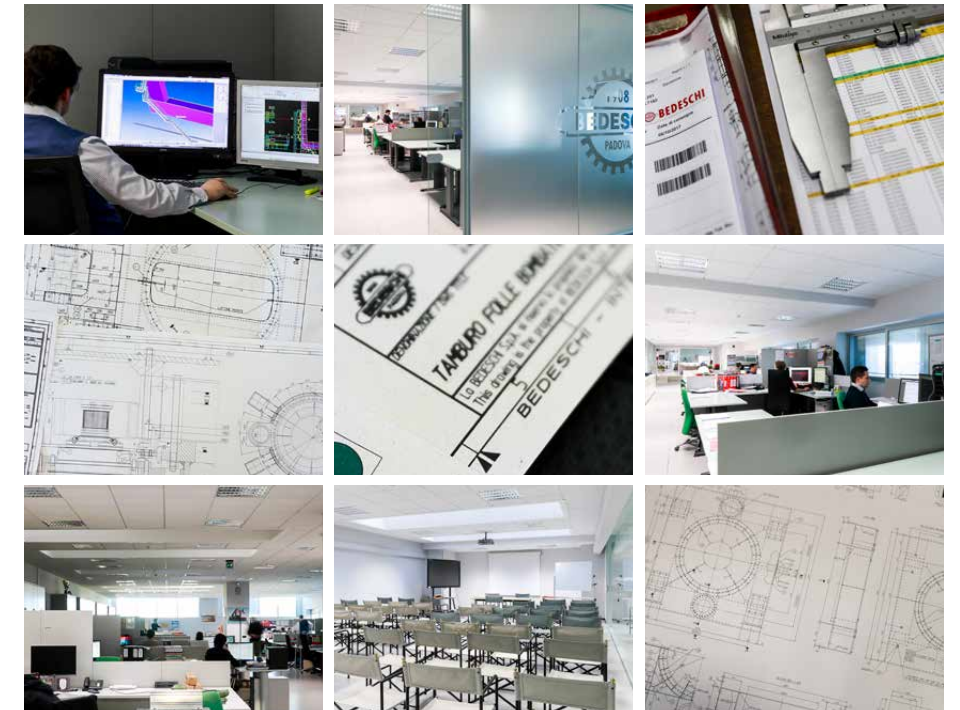
## Think

Feasibility Studies  
Preliminary Engineering  
Logistics audit and research  
for improvement opportunities  
General Consulting/Cost Analysis  
Plants reconditioning

## Design

Requirements Optimization  
Alternative solutions  
Simulation  
Basic Engineering and Detail  
Engineering  
Process assessment and integration

03



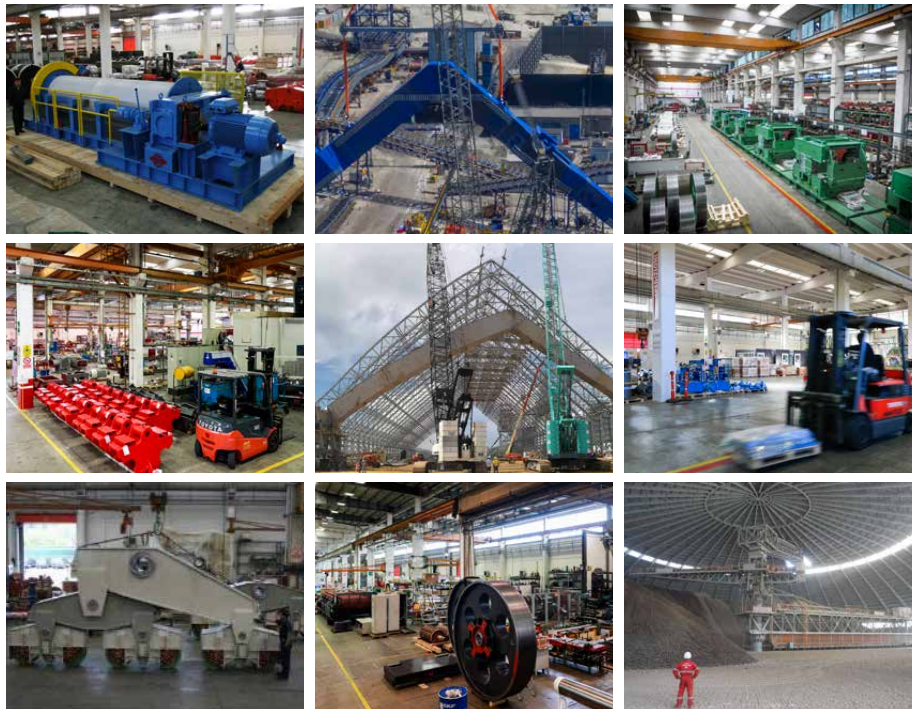


# Build

Components manufacturing in our workshop  
Worldwide procurement for steel manufacturing  
Strict quality control  
Expediting  
Job site preparation and supervision since civil works  
Assembly in house and on site project management

# Run

No load and load tests  
of the complete solution  
Site assistance, comprehensive training  
and temporary management  
Full service maintenance programs  
Remote control and troubleshooting



# After Sale Services

## Widespread availability

Every region in the world is covered by our team.  
AFTER SALES TEAM AVAILABLE 24/7  
For prompt first-aid reaction.

## Emergency spare parts

Our worldwide organization allows to have in most cases emergency spare parts available within a few hours from customer site. Original Bedeschi parts guarantee high quality, proper wear behaviour, easy replacement and best fit with the equipment.

## Technical audit

We can inspect any type of equipment (also by others) to assess the most cost-effective revamping option.

## Maintenance contract

With our trouble-free all included maintenance programs, our technical staff will completely take care of your maintenance need for a small yearly fee. Our services include:

**Development of maintenance plan**  
**Routine maintenance and performance reporting**  
**Repair work (if any)**  
**Upgrades, renovations and relocations**

## Training

Highly skilled engineers are always available for plant personnel coaching during operation. Our instructors ensure your team is adequately equipped to operate and maintain the system on a daily basis.

## Field assistance

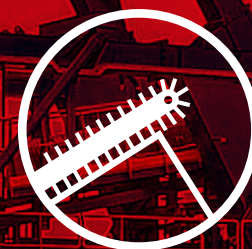
The main features of Bedeschi Service organization is the high degree of specialization of our field service personnel. We guarantee site assistance, comprehensive training, efficient tests run and commissioning, temporary management, remote assistance and web support.



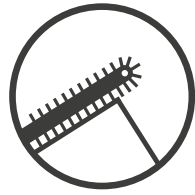


# Handling

BULK HANDLING  
MARINE  
MINING  
REVAMPING

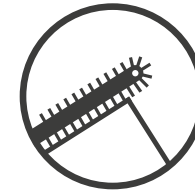
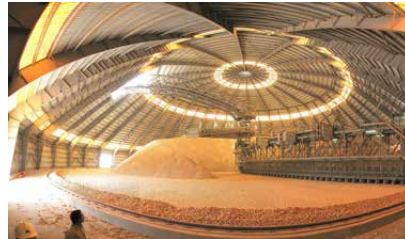






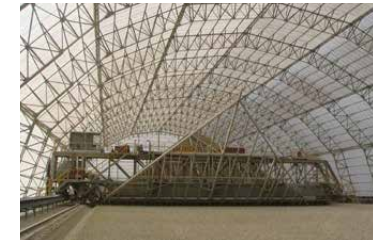
## Circular Storage

Best blending with  
optimized space utilization  
Up to 200 mt diameter  
Portal or frontal reclaimer

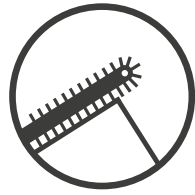


## Longitudinal Storage

Any combination of  
stackers and reclaimers  
Best solution to handle also  
very sticky and wet material

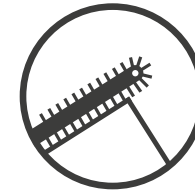






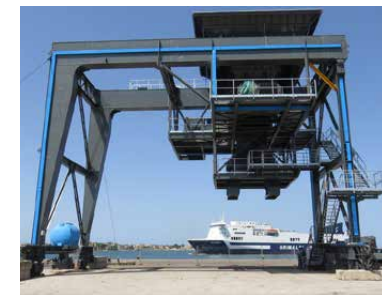
## Vertical wall blending storage

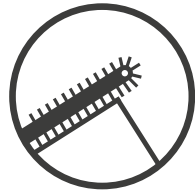
Perfect blending for any type  
of material  
Blending ratio of more than 10  
Any combination of stackers and  
reclaimers for maximum flexibility



## Special Application

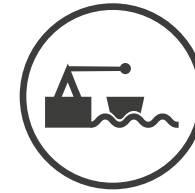
Bucket wheel - Plow Feeder  
Bucket Elevator - Hopper





## Conveyors

Belt conveyor - Pipe conveyor  
Screw conveyor - Chain conveyor  
Enclose (box) conveyor - Vackem system



## On-shore Applications

Ship loader - Ship unloader  
Travelling, tower, luffing and slewing  
SHL - Any type of material from coal  
to grain - Continuous ship unloader  
Environmental friendly solutions

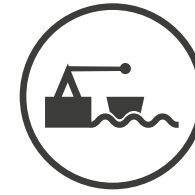






## Off-shore Applications

Wide variety of transshipment both for import and export applications  
More than 20 installations in the last 10 years - Wide experience with many different materials

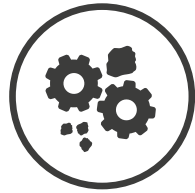


## Special Application

Tailor-made solutions to meet customer needs in term of space, minimum rail span or material like fragile iron ore or briquette







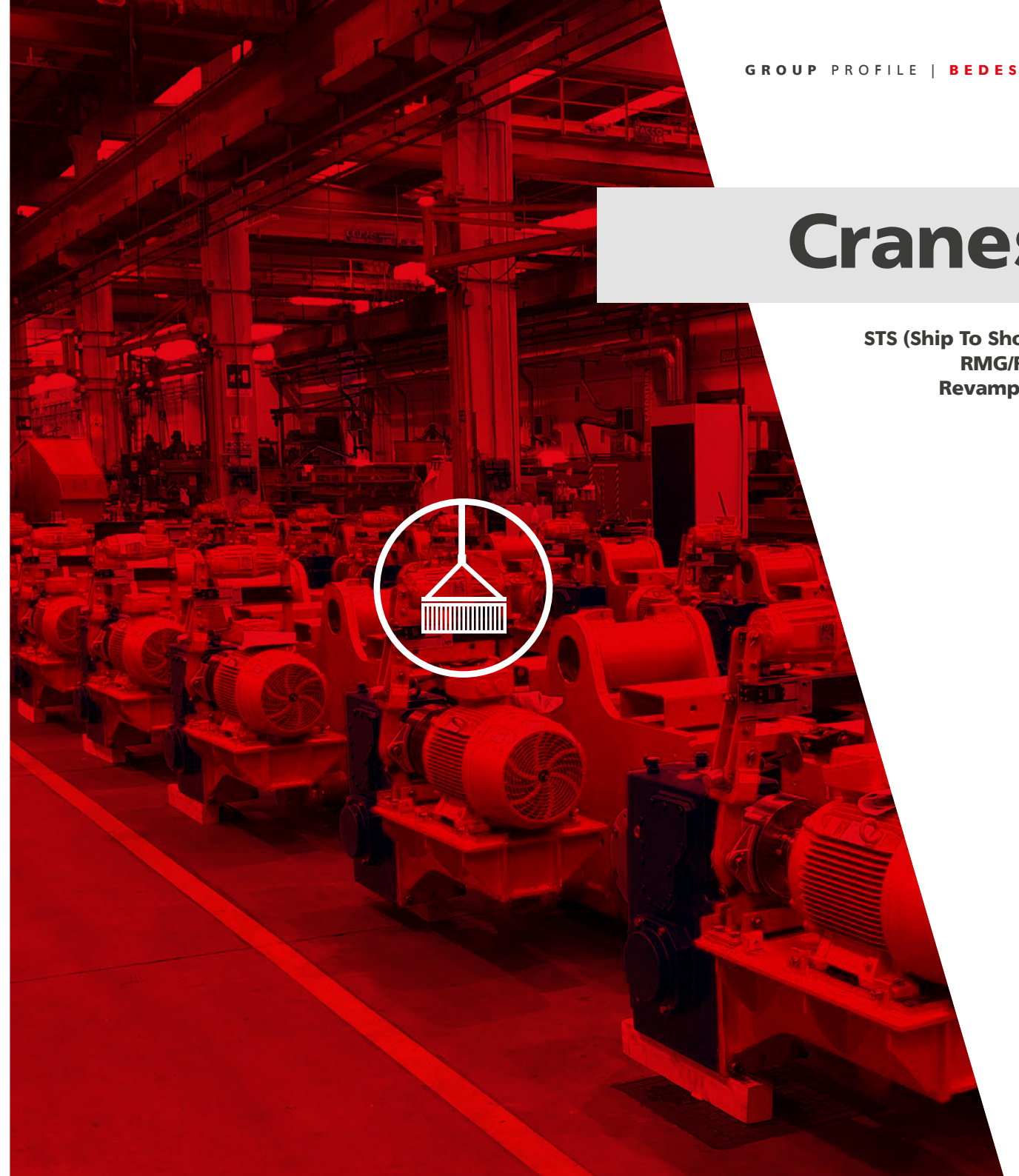
## Mining

Feeder: Inclined feeder, horizontal feeder, hinged and curves blade, perfect blade cleaning for sticky materials - Normal duty crusher - Heavy duty crusher - Mobile crushing unit - Low wearing - Low fines



## Cranes

STS (Ship To Shore)  
RMG/RTG  
Revamping

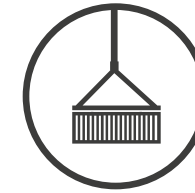






**STS**

Highest European state  
of the art solution  
Lowest energy consumption  
Tailor-made solutions



**RMG/RTG**

Flexible and fully automatic  
solutions for dry and sea  
terminals





## Revamping

The best ideas to adapt existing old cranes to the modern needs of today's terminals



## Bricks

Bricks  
Roofing tiles  
Prefabricated wall  
Special Application

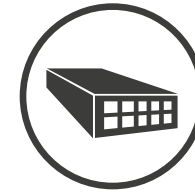






## Bricks turnkey installation

Bedeschi is the only company with the full design and manufacturing of any part of the plant from the preparation to extrusion and from cutting to packaging line



## Roofing tiles turnkey installation

Bedeschi's pressing lines combine the traditional reliability of Bed Machines with the flexibility needed to press, move and fire a wide variety of normal and glazed tiles in the same plant

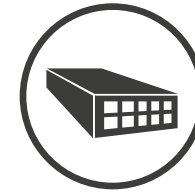






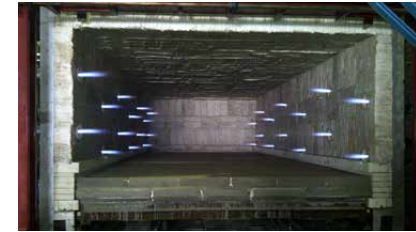
## Prefabricated wall turnkey installation

Shortening the construction time for a newly built house is nowadays a big challenge for contractors



## Special Application

Truck loading  
Mono Layer self-standing Kilns

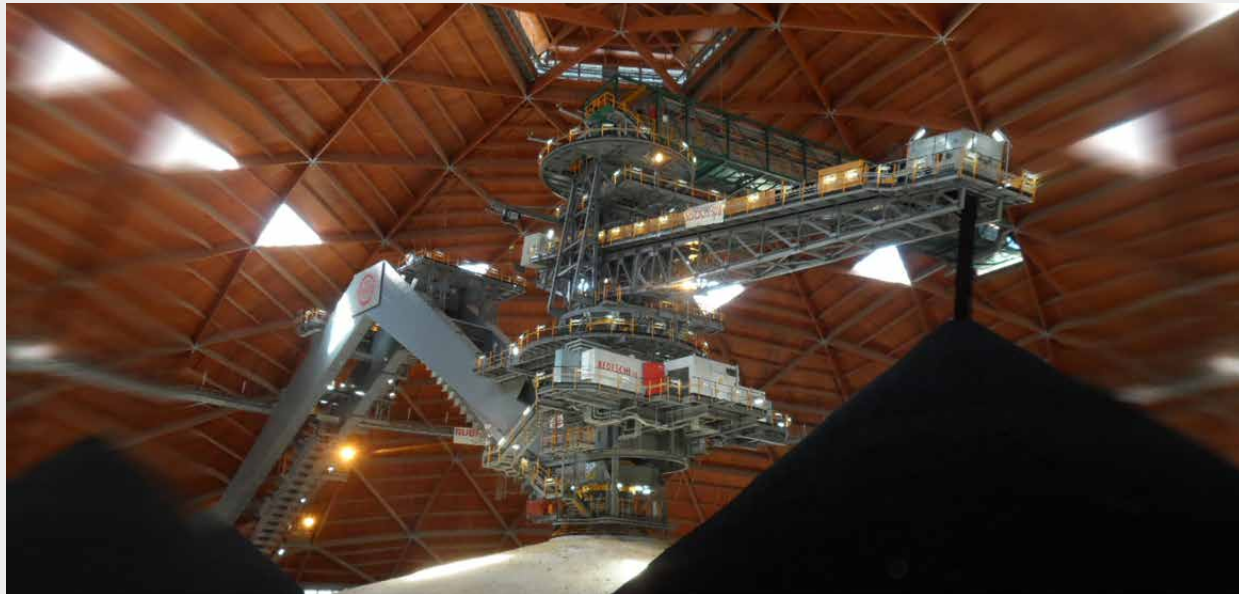




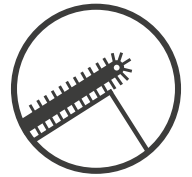
# Case Histories

1908  
BEDESCHI  
PADOVA





## ENEL (Italy)



**Bedeschi** supplied Enel with 2 circular storage in 2011; the Group completed the automation of the Federico II bunker, in Brindisi (IT). The project, one of the most innovative in Europe, consists of 2 indoor domes completely computerized for the storage and reclaiming of coal, feeding the whole plant.



## VALE (Brazil)

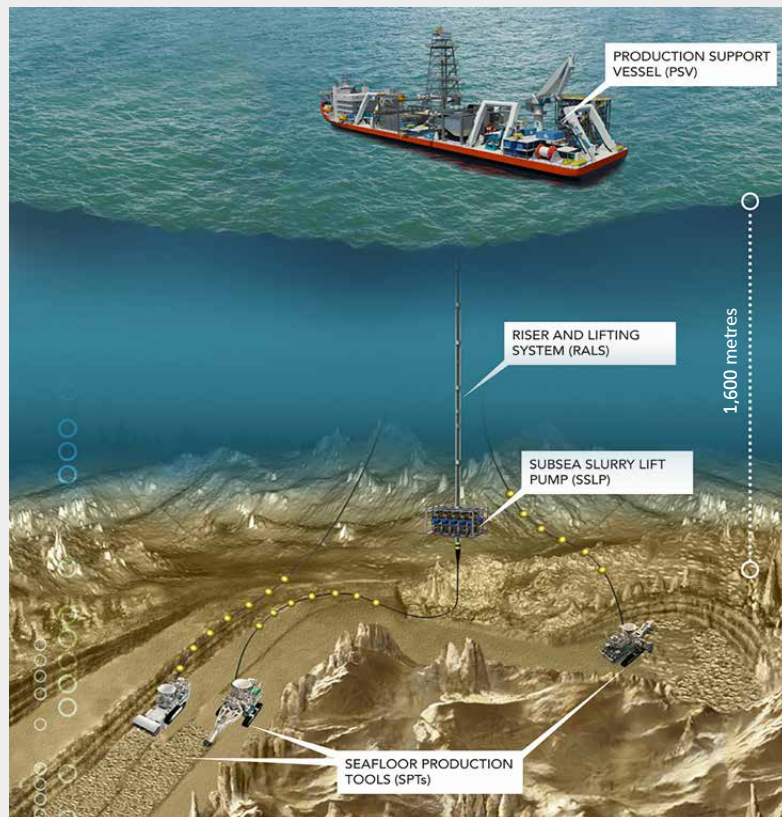


ORE FABRICA and ORE SOSSEGO are the biggest transshipments all over the world conceived for VALE, the world leader producer of iron ore.

Due to the economies of scale to handle materials using cape-size ships (too big to enter many ports) **Bedeschi** conceived floating ports off-shore providing the ships with belts and cranes to allow the handling of raw material toward ships or barges with reduced dimensions, allowing their entrance and loading on the quay.

Even this machine is not something new, **Bedeschi** and Vale carried out these systems with higher daily capacity (more than 100,000 tons/day) complying with all the most strict environmental standards.

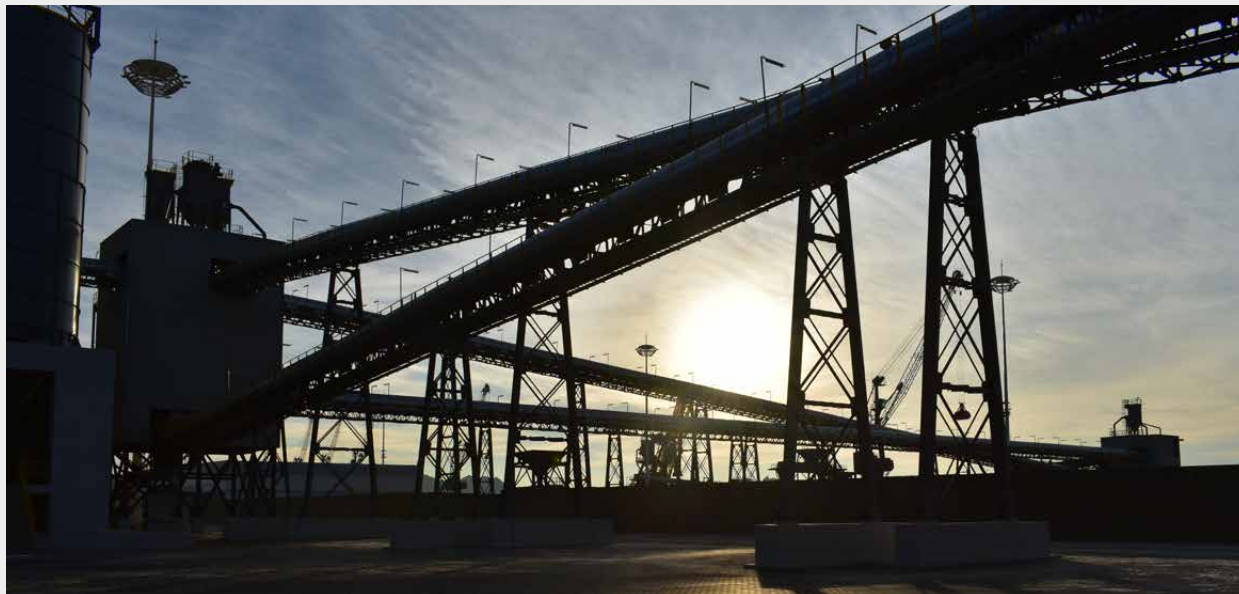




## NAUTILUS MINERALS (Australia)



NAUTILUS, Australian company, carried out the first industrial plant all over the world for the exploitation of a submarine mine allowing the extraction of material at a depth of 1,600 m below sea level. Currently the machine is operating in Papua New Guinea. **Bedeschi** was awarded during an international tender for the supply of all the handling systems extracted from the seabed. This material, extremely humid and sticky, is pre-treated and loaded on ships bound for laboratories for the extraction of the precious/valuable minerals herein contained.



## TURKMENBASHI PORT (Turkmenistan)



Turkmenistan Government awarded to GAP, one of the most important Turkish contractors, the construction of a brand new port for passengers, containers, bulk materials including a shipbuilding and repair facility.

**Bedeschi** as leading provider of bulk handling solutions was awarded the supply of the turn key bulk material handling system, with two lines for grain and bulk materials. Highest environmental standard and state of the art construction and automation standard are the basic requirements to participate in a project that is going to be the calling card of such an important emerging Country.







## NALCO (India)



National Aluminium Co., the indian giant exploits several bauxite mines in central India and since 1985 has chosen **Bedeschi** as technological partner for all their crushing needs.

Bauxite can result in hard and sticky agglomerates sometimes very difficult to crush, **Bedeschi** experience with such difficult applications has brightly solved their needs since the very beginning.

This mutual partnership resulted in the supply, among others, of three giant double roll crushers RL 1600/2000, the latest being delivered these days.



## REVDA TURN KEY INSTALLATION (Russia)



**Bedeschi S.p.A.** supplied and successfully commissioned a green field “turn-key” plant for the production of 60,000,000 pieces/year of facing bricks and structural blocks to UGMK, the Russian steel giant. The plant represents the latest state of the art installation for the Russian market including finest milling lines, energy saving dryer and kilns with “greenest” technology for emissions and dust control.

Sophisticated integrated factory control systems allow the complete control of the factory operation from local or mobile to the plant management and the remote troubleshooting or fine tuning of **Bedeschi** engineers from Italian headquarters.







## LIMASSOL PORT FOR EUROGATE (Cyprus)



OMG MGM, the **Bedeschi** Cranes BU, enjoys a wide installed base since many years, being part of the Group now the sales and design activity has been revitalized to a new standard of quality and innovation.

This “new era” started with Eurogate (leading German terminal operator) taking over the Limassol/Cyprus terminal and awarding the supply of two brand new 23 rows STS together with the complete revamping of the existing terminal cranes to suit the actual needs of this new hub aiming to be one of the most active crossroads in the Mediterranean sea.



## HANDLING | **BEDESCHI**

### BEDESCHI S.P.A.

Via Praimbole, 38 - 35010 Limena (PD) - Italy  
Phone +39.049.7663100 - Fax +39.049.8848006  
sales@bedeschi.com - invoice@bedeschi.com

Via Provinciale, 25 - 24040 Lallio (BG) - Italy  
Phone +39.035.691085 - Fax +39.035.692382

Via Luigi Cibrario, 57 A - 16154 Genova (GE) - Italy  
Phone +39.049.7663100 - Fax +39.049.8848006

## BRICKS | **BEDESCHI**

### BEDESCHI S.P.A.

Via Praimbole, 38 - 35010 Limena (PD) - Italy  
Phone +39.049.7663100 - Fax +39.049.8848006  
sales@bedeschi.com

## WORLDWIDE | **BEDESCHI**

### BEDESCHI AMERICA INC.

2600 N. Military Trail, Suite 245  
Boca Raton, FL 33431 USA  
Phone +1.954.6022175  
info@bedeschiamerica.com

### BEDESCHI RUSSIA

Leninskaya Sloboda st, 19, office 21U  
115280, Moscow - Russian Federation  
sales@bedeschi.com

### BEDESCHI MAROC

11, Rue El Wahda, Residence Imam Ali,  
Appt. No 2 - Casablanca - Morocco  
sales@bedeschi.com

### BEDESCHI UK

311 222 Kensal Road, London,  
United Kingdom, W10 5BN

### BEDESCHI DUBAI

Office N. 2202 Indigo Icon - Cluster F  
Jumeirah Lake Towers P.O Box 7042  
Dubai - United Arab Emirates  
Phone +971.(0)4.5837737  
beddubai@bedeschi.com

### BEDESCHI INDIA PRIVATE LIMITED

Logix City Centre, 7th Floor, Plot No. BW-58,  
Sector-32 Noida, Uttar Pradesh - 201301 India  
Our office direct no. +91.120.675.0158  
Board Line +91.120.675.0123  
bedindia@bedeschi.com

### BEDESCHI MID-WEST CONVEYOR

8245 Nieman Road, Lenexa,  
Kansas 66214 - USA  
Phone +1.954.6022175 - Fax +1.954.6025390  
info@bedeschiamerica.com



