

SANCO the Italian “Fire-Eater” Expert Company

Significant success factors across projects dealing with fire safety

Presently SANCO is the largest Italian manufacturer in its field not only for dimensions and turnover, but it is also well known in the foreign market for the highest value it provides with experience, know-how, quality of products and flexibility toward the Clients, thanks also to its strong customer satisfaction policy.

In the latest years of its long history, SANCO has been investing its financial and human resources and, together with market research activities, it has been developing strong and efficacious marketing success, developing new technologies in its two different manufacturing lines:

- fire & gas detection systems
- fire suppression systems and fire vehicles

SANCO mainly operates in four core sectors: Power Generation, Oil & Gas and petrochemical complexes, steel industry and offshore platforms.

Recent countries of destination have been Kazakhstan, Russia, Gulf Countries and North Africa (80% of its total activity).

In numbers: 235 power plants, more than 150 projects in Oil & Gas petrochemical, dozens of offshore platforms and many steel complexes.

Leading policy is the goodwill to be present into major contractors vendors lists, obtaining products approval certificates by Internationally recognized bodies.

In order to satisfy Client's needs, SANCO applies at its best its knowledge, skills, tools, and techniques to meet project requirements, thus ensuring a project's long-term success.

Since the main manufacturing process is done in house Customers/End Users can visit our facilities and we have experience in case of changes at production stage (also just on time) for any possible implementation.



Rail cranes at SANCO premises

Manufacturing capabilities of electronical systems (fire & gas control panels) is of about 400-450 units per year, certified according to EN/CE, UL and EAC.

The latest result of this knowledge is the construction of the new control panel mod. INFINITY, the result of 3 years of R&D and of tests that have been giving birth to a high advanced product on the International market.

The mechanical shop owns tool machineries and



Theoretical courses



Practical courses

welding activities; gantry cranes of 40 tons capacity that can easily move big loading structures. SANCO has also testing facilities for final tests and other tests such as hydraulic test and NDT (penetrant liquids, X rays...) welding visual test and magneto test. The only activities done outside are galvanization and painting processes.

Anyway, since market forces could force changes of scope or budget at almost any point during projects, project managers act as guardians of a project, understanding the need to be flexible throughout the project cycle, showing true

leadership facing requested changing needs.

This is a particularity really appreciated by our Customers and, as a confirmation of this, 4 years ago SANCO awarded the Quality Prize by Lloyd's Register among 1500 Italian manufacturers.

It was the first Quality Prize for a Company in this sector. SANCO has also been certified according to ISO 9001, ISO 14001 and OHSAS 18001 QHSE standards by Lloyd's Register.

We have been selected for complete audit activities in order to examine in a deep way all departments involved in the quality process. SANCO has been successfully concluding audit assessment. Inspectors confirmed quality and Customers have been awarding Purchase orders with full satisfaction.

Projects have been augmenting and every project value reached, in some cases up to 12,5 million Euros

(for a single job), meeting time schedules not incurring in any liquidated damage and complying with stringent specifications such as the ones required for projects in Australia, North Europe and Germany, North America and in particular South Korea and Japan.

Following the above process, we are proud to confirm that SANCO is presently important supplier of Scandinavian European Companies that have recently issued contracts, thus preferring SANCO rather than their regular suppliers.

This is a significant detail: environmental conditions for end users are really important, such as Kuwaiti petrochemical plants or Saudi Arabian refineries, where products with good performances are required to be functioning with temperatures up to 65°/80° C, or down to -52°C in Russia in general and Siberia in particular.

Experience and performance are key elements in order to obtain this type of contracts.

But the real questions when thinking about fire disasters is the following one: all fires can be extinguished?

The answer is quite simple but it needs to be explained in order not to reduce to bare bones a special and



Fire Training Ground in Algeria



Fire Training Ground in Algeria (day test)



Fire Training Ground in Algeria (night test)

challenging subject: all fires rise up from little sources that, through time, change and become even catastrophic.

Therefore, the elements to consider in order to extinguish fire in the best way are the following five steps:

a) an adequate design activities, made by a qualified and expert Company. SANCO for its engineering process holds about 40 qualified engineers, also having an experience of even 40 years in the fire fighting field and a team made of about 20 project managers working on the execution of projects, coordinating in-house and outside with suppliers and clients.

b) a suitable construction and installation of systems made in accordance with NFPA, through quality controlled processes, certified by International bodies

c) identification and choice of a proper extinguishing agent, that has to be apt for the type of risk to protect

d) a professional training of operators for a quick intervention: SANCO has already conceived and constructed training ground with real fires for testing performances of fire suppression equipment/systems and fire vehicles. SANCO has been also providing its own technical team for assistance to the construction activities of sites, providing always commissioning and starting up activities. Training courses are a noteworthy after sales assistance service in Italy and also abroad, on site. SANCO has recently provided this type of service for an important Italian EPC asking for training fire ground in Algeria where actual fire test are carried out in order to give functionality to fire operators for extinguishing fires.

e) a rapid intervention on fire. A reliable partner can be really helpful for this purpose. In fact, SANCO has also an "emergency service" (365 days H 24) for supplying products (available in house) in case of emergency.

Some years ago a large capacity monitor has been quickly shipped to Libya for extinguishing large fires of oil storage tanks, while another special mobile unit for emergency has been sent in Japan (by air).



Emergency Shipping by air



High performances of special vehicle (130 mt throw)

To sum up, **reliability, experience and availability** in case of emergency are fundamental needed features.

SANCO has been always following the changes in customer and partners values and behaviors fulfilling their expectations unconditionally, interacting with them throughout the life of the whole project, from inception to completion and beyond, providing a solid experience and professionalism driven by commitment.



Nico Zorzetto

Nico Zorzetto, Export & Marketing Director as well as shareholder of Sanco SpA., has been working in the fire fighting field for the last 44 years. Even if he graduated in Economics, he has always been dedicating its interest to technological innovation for "reliable products".

He has been participating to the realization of several

of airmobile fire fighting systems (fixed type and rotating wing) for the fire fighting of bushfires. He has been publishing several articles – National and International - relevant to fire fighting subjects.

He operates also with National and International organizations for the Civil Protection Organizations, as well as with security matters, with jobs also with NATO.

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