

Pancera offers a range of pipes, filters and pump systems

► success. This year Massenza won a big contract in Ethiopia, selling drilling rigs for water wells to the Ethiopian government.

Q What is your involvement in the Italian drilling market?

The Italian market has always been strategic for Massenza. In the last three years we experienced a decline in this market due to the financial crisis. For this reason, it has explored new markets and succeeded in many sales, particularly in Africa, Australia, France and the UK. We are working hard to expand our markets but believe the Italian market will return and for this we are ready to invest in our country.

Q What are your expectations for business in 2012?

We are really satisfied this year. We have signed many contracts and our production is working at 100%. This is a confirmation of our good work and quality that since 1921 has characterised Massenza all over the world.

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Pancera Tubi e Filtri

Q What equipment will you be exhibiting at the show?

At the Geofluid 2012 show Pancera will exhibit the Easy Pump System. This system makes use of a PVC pipe supplied with a previously installed PVC sleeve at one end and an inox threaded joint – especially for the submersible pump – at the other end.

If the riser pipe connection is larger or smaller than the pump thread, the inox joint can be adjusted at both sides, as it can be supplied with one thread that fits that of the riser pipe and the other that fits the pump thread. Up to the ground surface the rest of the riser pipes are threaded with one PVC sleeve previously installed at one end.

Another product, the Systemblock, will

also be on display. Its sleeves and joints are equipped with an insert that prevents them from loosening or unscrewing due to vibrations, torsion and frequent switching on and off of the pump.

Besides the new products, the company has a wide and diversified product range that includes: PVC pipes and screens from 33.3mm to 630mm diameter; carbon and stainless steel pipes and screens from 114.3mm to 1,016mm diameter; and HDPE pipes and screens from 32mm to 630mm diameter; as well as accessories and drilling fluids.

Q What recent projects can you talk about?

Recently the company supplied sanitary fixtures at the headquarters of a large bank in Turin.

Today the company's factory occupies 7,000m². Pancera will expand the production area and will introduce to the drilling market two new types of screens for water wells. 70% of Pancera's business is in Italy. The company expects to increase its turnover thanks to the sales of its new products.

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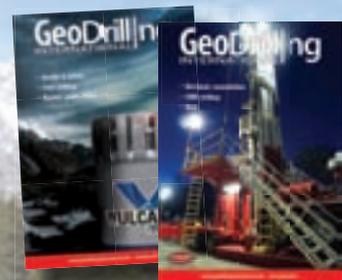
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