

## WHAT'S GOING ON IN...



### To Panel Newcomers and Veterans!

Whoever hasn't had the chance yet to visit us in Tudela and see first-hand the many possibilities offered by this research and development centre will have their curiosity satisfied: with this newsletter we wish to introduce who we are and what we do, since we strongly believe that **ce|de|pa** can give a decisive contribution to the success of new-approachers to the insulation panel industry, as well as to veterans who desire to progress and experiment with new technologies.

We will show you the projects developed, the results achieved and the huge potential of this extraordinary and unique 4000 m<sup>2</sup> "laboratory" where the excellence of chemistry and mechanics merge with the goal of providing innovative and efficient solutions to demanding customers who want something more.

Less than two years after its inauguration, **ce|de|pa** has already a long history of successes: in the upcoming editions we will share with you the experience of those who have opted to make use of this valuable tool and harness its great potential.

So, stay tuned!

Best regards

*Walter Pozzi & Javier Carnicer  
on behalf of the ce|de|pa Team*

## Who is behind ce|de|pa?



First of all, allow us to introduce the team working at and for **ce|de|pa**:

### Board of Directors

Javier Carnicer	Walter Pozzi
 <p data-bbox="240 788 691 853"><i>Regional Marketing Director EMEA at Dow Formulated Systems</i></p> <p data-bbox="150 871 772 1019">Javier Carnicer was born in Zaragoza, Spain, in 1962. He holds a Masters Degree in Chemistry from the University of Zaragoza. Javier has been working for Dow since 1987 in several commercial and technical positions in polyurethane systems and polyethylene businesses around the globe. He has also been the President of IPUR, National Rigid PU Association until 2012.</p>	 <p data-bbox="916 792 1326 826"><i>President AND owner of SAIP surl</i></p> <p data-bbox="804 871 1428 1066">Walter Pozzi was born in Erba (Como) , Italy, in 1966. He has a Degree in Economical Science at the State University of Milan. He worked for an Italian bank for a few years and afterwards he joined his family in the management of their own companies that today work together under the PozziIndustries Project . He is in charge as SAIP's President since 1996. He has promoted several projects in his area and since 2012 is the President of Small Industry division in Confindustria Como (Italy).</p>

### Management Committee

Andreas Ottens	Javier Carnicer	Michele Mambretti	Roland Rast
 <p data-bbox="189 1496 403 1554"><b>Ce de pa General Manager</b></p> <p data-bbox="150 1554 440 1603">Business Development Manager, Dow Formulated Systems</p> <p data-bbox="150 1617 440 2098">Joined Dow in Germany in 1986 and holds a degree in Chemical Engineering. After one year experience in the Research &amp; Development as well as the Technical Service &amp; Development rigid polyurethane (PU) foam group in Terneuzen (Netherlands), he joined the Dow Systems House in Ahlen where he is involved in technical service and business development for the rigid PU foam application with customer responsibilities throughout Europe. Over the past five years he was mainly driving business development of Dow's energy efficient insulation portfolio.</p>	 <p data-bbox="475 1496 759 1574">Regional Marketing Director EMEA at Dow Formulated Systems</p> <p data-bbox="469 1617 759 2078">Started at Dow in Spain in 1987 in the Polyurethane (PU) Systems business. In 1996, he moved to Mexico, to become Systems House Director with cross-regional sales tasks. Since 2001, he worked as PU Systems R&amp;D development manager for footwear applications, based in Italy. Back in Spain in 2006, he was Commercial Director for South Europe, thereafter managing the Spanish and Portuguese market as Systems House Director of Ribaforada. Since 2012 he is EMEA Marketing Director for Dow Formulated Systems.</p>	 <p data-bbox="852 1496 1046 1547">Executive Manager at SAIP</p> <p data-bbox="791 1617 1104 2056">Cedepa General Manager from 2010 to 2012. Joined SAIP in 2000 with extended responsibilities including the goal of supporting the President in the development and implementation of the Company's new organizational model. Before joining SAIP, Michele worked in several Italian companies with different management roles. Manager for a local branch of a company active in the business of components for house furniture. Michele, earned a Techno-Commercial Degree and studied Political Sciences at the University of Milan, Italy.</p>	 <p data-bbox="1197 1496 1382 1547">Technical Director at SAIP</p> <p data-bbox="1133 1617 1423 1980">Joined SAIP in 2007 after 12 years experience with the role of technical and production manager in companies in the sandwich panel manufacturing industry. He holds a university degree in Mechanical Engineering. In SAIP, he has the role of technical director including production, engineering and project management. He's German native speaker but he speaks also perfectly English and Italian.</p>

Direct Employees	Administrative Support
<p><b>Maurizio Tommarelli</b> Technical Director</p> <p><b>Jose Saez Mancho</b> assigned to the line and Laboratory Technician</p> <p><b>Florin Coloji</b> assigned to the line</p> <p><b>Jose Maria Cornago Serrano</b> assigned to the line</p> 	<p><b>Rebecca Ochoa</b> Administrative support to activities related to purchasing, searching local suppliers and materials. Support to other needs as set up Quality control lab or similar projects. Events for customers and internal visitors organization when needed Invoicing for all Dow customers activities in cedepa.</p> 

**About SAIP Equipment** - SAIP is an innovation and full-quality driven equipment designer and manufacturer for the polyurethane industry. SAIP is committed to always developing innovative solutions for its customers' sustainable business success, and profitable growth. Established in 1978 and headquartered in Inverigo (Como, Italy), SAIP counts on around 50 trained and highly qualified committed employees leveraging a network of commercial branches and affiliated companies around the world. SAIP provides its customers with exclusive technical assistance focused on their needs. SAIP has developed in the years various kinds of equipment for its sectors of activity including the CONTITECH: continuous line for sandwich panels, the DITECH: discontinuous line for sandwich panels; REFTECH: foaming line for commercial and domestic refrigeration industry; SAIPTECH: polyurethane technical applications and custom made solutions, PIPETECH: for pipe in pipe insulation. The SAIP product offering includes also a wide range of competitive and state-of-the-art dispensing machines: high pressure dosing machines, low pressure dosing machines, and elastomers casting machines. SAIP provides its customers with the highest levels of project-team specialization, ensuring continuity in relationships. [www.SAIPequipment.it](http://www.SAIPequipment.it)

**About Dow** - Dow (NYSE: DOW) combines the power of science and technology to passionately innovate what is essential to human progress. The Company connects chemistry and innovation with the principles of sustainability to help address many of the world's most challenging problems such as the need for clean water, renewable energy generation and conservation, and increasing agricultural productivity. Dow's diversified industry-leading portfolio of specialty chemical, advanced materials, agrosiences and plastics businesses delivers a broad range of technology-based products and solutions to customers in approximately 160 countries and in high growth sectors such as electronics, water, energy, coatings and agriculture. In 2012, Dow had annual sales of approximately \$57 billion and employed approximately 54,000 people worldwide. The Company's more than 5,000 products are manufactured at 188 sites in 36 countries across the globe. References to "Dow" or the "Company" mean The Dow Chemical Company and its consolidated subsidiaries unless otherwise expressly noted. More information about Dow can be found at [www.dow.com](http://www.dow.com)