



# ***COMPANY PROFILE***

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# ***BIDDER QUALIFICATION FORM***

### ***LINCO BAXO INDUSTRIE REFRATTARI S.p.A.*** a member of LINCO BAXO group of companies

<b><i>Headquarter address</i></b>	Via C. Boncompagni, 51/8 – 20139 MILANO Italy
<b><i>H. Q. telephone No.</i></b>	+39 02 5520041
<b><i>H. Q. telefax No.</i></b>	+39 02 5694834
<b><i>Web page / e-mail address</i></b>	<a href="http://www.lincobaxo.com">http://www.lincobaxo.com</a> – <a href="mailto:info@lincobaxo.com">info@lincobaxo.com</a>
<b><i>IT. Chamber of Commerce registration No.</i></b>	Milan 1112254
<b><i>IT. VAT No.</i></b>	IT06477280157
<b><i>TAX Code No.</i></b>	437480163
<b><i>Registered capital</i></b>	Euro 5.164.600,00
<b><i>① Factory address: LEVATE</i></b>	Via Caravaggi - 24040 LEVATE (Bergamo) Italy
<b><i>Plant telephone No.</i></b>	+39-035 594049
<b><i>Plant telefax No. / e-mail address</i></b>	+39-035 594692 - <a href="mailto:lincolev@lincobaxo.com">lincolev@lincobaxo.com</a>
<b><i>② Factory address: BONDENO</i></b>	Via M. Borgatti, 96 - 44012 BONDENO (Ferrara) Italy
<b><i>Plant telephone No.</i></b>	+39-0532 892235
<b><i>Plant telefax No. / e-mail address</i></b>	+39-0532 892758 - <a href="mailto:reception@lincobaxo.com">reception@lincobaxo.com</a>
<b><i>③ Factory address: ZERBINATE</i></b>	Via per Zerbinate, snc - 44012 BONDENO (Ferrara) Italy
<b><i>Plant telephone No.</i></b>	+39-0532 898299
<b><i>Plant telefax No. / e-mail address</i></b>	+39-0532 891299 - <a href="mailto:info@lincobaxo.com">info@lincobaxo.com</a>

***Manufacturer of special refractories and insulating materials***

***Linco range based on alumina products***

LICOFEST	Refractory / insulating castables
LINAX	Service castables
LICO-CLAY	Plastic moldables
LICOTON	Ramming mixes
LICODRY	Free cement castables
LICOBLOCK	Special shapes and blocks
MILBLOCK	Precast shapes
LB-FILL / LB-STICK	Mastics / adhesives

***Baxo range based on alumina products***

BAXOCAST	Refractory / insulating castables
BAXOVIBRO	Thixotropic castables LCC-ULC-FCC
BAXOGUN	Castables for gunning applications
BAXOFIX / BAXOMIX	Service castables
BAXOPOL	Ready mortars
BAXOCOAT	Refractory coatings

***Sirma range based on alumina products***

SIRCAST	Regular dense castables
SIRBRATE	Low cement castables
SIRFLOW	Self flowing castables
PROMOCAST / SIRGUN	Medium cement castables
PROMOGUN	Gunning castables
PROGUN	Low cement gunning mixes
SIRPLAST	Plastic refractories
SIRCOL	Wet mortars
SIRQUICK	Fast service castables

***Kero range based on aluminous and basic products***

COLLIGAN	Ready mortars
KEROCAST	Refractory castables
KEROVIB	Thixotropic castables LCC-ULC-FCC
KEROMIX	Service castables
KEROGUN	Gunning mixes
KEROPATCH	Patching mixes
KERORAM	Ramming mixes
KEROFLOW	Self flowing mixes
KEROLAN	Refractory dry mixes
KEROCRETE	Shotcrete mixes

***Linco Baxo Industrie refrattari S.p.a. Bondeno Plant range based on shaped products***

MAREF	+ production code	Fireclay and high-alumina bricks and shapes
ISOM /ALPOR	+ production code	Lightweight bricks and shapes
KERA	+ production code	Specialties for ceramic and brick industries
MAREF	+ production code	Specialties for glass industries
SIRMA	95AT and 99AT	High Alumina bricks for sever operations
CARBO	+ production code	Silicon carbide bricks and shapes

***Linco Baxo Precision refractories range based on specialties for glass and ceramic***

REF-AL	Refractories based on alumina
REF-MUL	Refractories based on mullite
REF-COR	Refractories based on corundum
REF-ZIRCON	Refractories based on zircon

***Number of years experience as supplier***

Domestically from 1949

Internationally from 1974

***Organisation chart of the company structure***

<b>Group President</b>	Dr. Michael H. Shore
<b>CEO / Managing Director</b>	Dr. Maurizio Nicolardi
<b>Group subsidiaries Co-Director</b>	Mr. Bas De Kok
<b>Domestic Sale Director</b>	Mr. Mario Bricco
<b>Technical Director</b>	Ing. Paolo Recalcati
<b>Export Sale Director</b>	Mr. Pietro Turrin
<b>Export Executive Superintendent</b>	Mr. Emanuele Pizzi
<b>Glass Sale Director</b>	Mr. Osvaldo Baldelli
<b>Accountancy Department Director</b>	Mrs. Alma Villanova
<b>Plant Manager Levate</b>	Mr. Stephane Ngongang Ngakam
<b>Plant Manager Bondeno</b>	Mr. Marino Bellini
<b>Plant Manager Zerbinata</b>	Mr. Brahim Ourahmoun
<b>Workers (within the whole group)</b>	200

### **Information about key personnel who will be handling the contract**

<b>Dr. Maurizio Nicolardi</b>	Present position: Language ability relevant to project: Experience:	Managing Director Italian - English - French In refractory and insulating materials since 1970
<b>Stephane Ngongang Ngakam</b>	Present position: Language ability relevant to project:	Plant Manager Levate Italian - English - French
<b>Marino Bellini</b>	Present position: Language ability relevant to project:	Plant Manager Bondeno Italian - English
<b>Brahim Ourahmoun</b>	Present position: Language ability relevant to project:	Precision Plant Supervisor Italian – French - Arabic
<b>Pietro Turrin</b>	Present position: Language ability relevant to project:	Senior Export Manager Italian – German – English – French - Spanish
<b>Emanuele Pizzi</b>	Present position: Language ability relevant to project:	Export Manager Italian – English – French
<b>Svetlana Zyk</b>	Present position: Language ability relevant to project:	Export assistant Italian – Russian – English – Spanish
<b>Dr. Marco Gavioli</b>	Present position: Language ability relevant to project:	Sales Manager (Maref range of products) Italian – English
<b>Osvaldo Baldelli</b>	Present position: Language ability relevant to project:	Technical Manager (Glass) Italian
<b>Cristina Gambino</b>	Present position: Language ability relevant to project:	Export assistant (Glass) Italian – English – French - Spanish
<b>Mario Bricco</b>	Present position: Language ability relevant to project:	Domestic sales Director Italian – French
<b>Ing. Paolo Recalcati</b>	Present position: Language ability relevant to project:	Technical Director Italian – English
<b>Marco Boccafogli</b>	Present position: Language ability relevant to project:	Technical Manager Italian – English
<b>Luciana Borghi</b>	Present position: Language ability relevant to project:	Senior Manager (Ceramic) Italian – French
<b>Marinella Nanni</b>	Present position: Language ability relevant to project:	Quality Manager Italian – English
<b>Chistof Penzias</b>	Present position: Language ability relevant to project:	Managing Director (Linco Baxo Austria) German – English
<b>Bas de Kok</b>	Present position: Language ability relevant to project:	Managing Director (Linco Baxo Benelux) Dutch – German – English – French
<b>Didier Dethioux</b>	Present position: Language ability relevant to project:	Managing Director (Linco Baxo Russia) Russian – English – French

**Sales/Technical personnel is listed on Linco Baxo directory "contacts"  
Please feel free to ask for a copy**

### ***Associated Companies***

<b>Linco Baxo Benelux</b>	Polluxstraat 10	NL	5047 RB Tilburg
<b>Linco Baxo Austria Co.</b>	Wittgensteinstrasse 26/A	A	9524 Villach
<b>Linco Baxo Russia</b>	Moscovskaya street, 57	RUS	Lipetsk

### ***Information about Linco Baxo Industrie Refrattari S.p.a. castables operations Linco Baxo Range of products***

<b>Description</b>	<b>Plant of unshaped &amp; monolithics refractories</b>
<b>Location</b>	<b>Levate (Bergamo/Italy)</b>
<b>Capacity</b>	80.000 Ton. / year
<b>Annual production</b>	60.000 Ton. / year
<b>Equipment</b>	<ul style="list-style-type: none"> <li>• Two modern units to manufacture unshaped refractories.</li> <li>• Complete state-of-the-art central laboratory with all in-house capabilities</li> </ul>

### ***Information about Linco Baxo Industrie Refrattari S.p.a. processing operations Linco Baxo Range of products***

<b>Description</b>	<b>Processing plant of raw materials</b>
<b>Location</b>	<b>Arcene (Bergamo/Italy)</b>
<b>Storage Capacity</b>	20.000 Ton.
<b>Processed raw materials</b>	40.000 Ton. / year
<b>Equipment</b>	<b>One modern unit to store and process alumina based raw materials.</b>

### ***Information about Linco Baxo Industrie Refrattari S.p.a. shapes operations Maref Range of products***

<b>Description</b>	<b>Plant of shaped refractories and insulating materials</b>
<b>Location</b>	<b>Bondeno/v.Borgatti (Ferrara/Italy)</b>
<b>Capacity</b>	40.000 Ton. / year
<b>Annual production</b>	30.000 Ton. / year
<b>Equipment</b>	<ul style="list-style-type: none"> <li>• Three tunnel Kilns and many modern pressing machines (more than 10) to manufacture dry-pressed Refractories.</li> <li>• One unit to manufacture extruded IFB</li> <li>• One unit to manufacture extruded dense refractories and mullite grog</li> <li>• One unit to manufacture unshaped refractories</li> <li>• Two units to manufacture vibrocast shapes</li> <li>• One unit to manufacture mouldables</li> <li>• One unit to manufacture wet-mortars</li> <li>• Pre-assembly platform (800 sqm) with a bridge crane</li> <li>• Workshop equipped with automatic machinery to produce metallic anchors</li> </ul>

**Information about Linco Baxo Industrie Refrattari S.p.a. specialties operations  
Precision / Tec Ref Range of products**

<b>Description</b>	<b>Plant of vibro-casting and slip-casting refractories</b>
<b>Location</b>	<b>Bondeno/v.Zerbinate (Ferrara-Italy)</b>
<b>Equipment</b>	<ul style="list-style-type: none"> <li>• Two modern units to manufacture high-precision refractories for glass, ceramic and steel.</li> <li>• Six high temperature Kilns</li> <li>• In house machinery facilities to match tolerances to fine limits.</li> <li>• Pre-assembly platform (500 sqm) with 2 bridge cranes</li> </ul>

**Distributors and Agents**

<b>Europe</b>	Austria, Belgium, Bulgaria, Baltic countries, Czech Republic, France, Germany, Greece, Hungary, Macedonia Poland, Romania, Russia, Serbia, Switzerland, Spain, The Netherlands, UK .
<b>Middle East</b>	Emirates, Jordan, Kuwait, Saudi Arabia, Turkey.
<b>Far East</b>	Korea, Pakistan, Singapore, Vietnam.
<b>Africa</b>	Algeria, Egypt, Lybia, Morocco, Tunisia.
<b>Latin America</b>	Argentina, Brasil, Mexico.

**Linco Baxo group annual turnover (in Euro) of the last three years**

<b>YEAR</b>	<b>VOLUME-HOME</b>	<b>VOLUME-EXPORT</b>	<b>TOTAL TURNOVER</b>
2017	18.024.000	33.197.000	51.221.000
2018	18.350.000	34.622.000	52.972.000
2019	19.822.000	33.188.000	53.010.000



### Name and address of Bankers from whom reference can be obtained:

#### **Banco BPM ag. 00678**

Via Cassinis, 33 - 20139 Milano - Italy

S.W.I.F.T.: BAPPIT21678

IBAN: IT 40 N 05034 01750 000000004606 (EUR)

#### **Banco Desio**

Via Cassinis, 15 - 20139 Milano - Italy

S.W.I.F.T.: BDBDIT22

IBAN: IT 51 X 03440 01611 000078300046 (USD)

### Fields of activity

Blast furnaces	Steel industries
Metallurgical industries	Foundries (ferrous and non ferrous)
Aluminium	Power stations and vessels
Incinerators	Ceramic and bricks industries
Cement and lime industries	Chemical/Petrochemical industries
Glass industries	

### Quality assurance certificate of approval according to ISO 9001/UNI EN 29001

**Linco Baxo Industrie Refrattari S.p.a.**

**Linco Baxo Industrie Refrattari S.p.a. – Levate Plant**

**Linco Baxo Industrie Refrattari S.p.a. – Bondeno Plant**

**Linco Baxo Industrie Refrattari S.p.a. – Zerbinato Plant**

Certificate No. 24527

Dtd. 1: 16 January 2016 issued by

LUCIDEON CICS LTD.  
Queens Road – Penkhull  
Stoke-on Trent ST4 7LQ  
ENGLAND

### Registration at the national register of contractors

No. 6772912 dated 19.02.1985

### Product liability insurance

Insurance policy No 061 00000746 issued QBE Insurance Europe Limited