



lincobaxo

**refractories expertise,
together**

Since 1949

COMPANY PROFILE

&

BIDDER QUALIFICATION FORM

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

| | |
|---|--|
| Headquarter address | Via C. Boncompagni, 51/8 – 20139 MILANO Italy |
| H. Q. telephone No. | +39 02 5520041 |
| H. Q. telefax No. | +39 02 5694834 |
| Web page / e-mail address | http://www.lincobaxo.com – info@lincobaxo.com |
| IT. Chamber of Commerce registration No. | Milan 1112254 |
| IT. VAT No. | IT06477280157 |
| TAX Code No. | IT437480163 |
| Registered capital | Euro 3.218.898,00 |
| ① Factory address: LEVATE | Via Caravaggi - 24040 LEVATE (Bergamo) Italy |
| Plant telephone No. | +39-035 594049 |
| Plant telefax No. / e-mail address | +39-035 594692 - lincolev@lincobaxo.com |
| ② Factory address: BONDENO | Via M. Borgatti, 96 - 44012 BONDENO (Ferrara) Italy |
| Plant telephone No. | +39-0532 892235 |
| Plant telefax No. / e-mail address | +39-0532 892758 - reception@lincobaxo.com |
| ③ Factory address: ZERBINATE | Via per Zerbinate, snc - 44012 BONDENO (Ferrara) Italy |
| Plant telephone No. | +39-0532 898299 |
| Plant telefax No. / e-mail address | +39-0532 891299 - info@lincobaxo.com |
| Teams | riunioni@lincobaxospa.onmicrosoft.com |

Manufacturer of special refractories and insulating materials

Linco range based on alumina products

| | |
|--------------------|-----------------------------------|
| LICOFEST | Refractory / insulating castables |
| LINAX | Service castables |
| LICO-CLAY | Plastic mouldables |
| LICOTON | Ramming mixes & mortars |
| 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 |
| BAXOPLAST | Plastic casting mix |
| 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 |
| SIRCHEM | Free cement castables |
| SIRFLOW | Self flowing castables |
| PROMOCAST / SIRGUN | Medium cement castables |
| PROMOGUN | Gunning castables |
| PROGUN | Low cement gunning mixes |
| SIRPLAST | Plastic mouldables |
| 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 severe 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

| | |
|---|------------------------------|
| Group President | Dr. Michael H. Shore |
| CEO / Managing Director | Dr. Maurizio Nicolardi |
| Domestic Sale Director | Mario Bricco |
| Technical Director | Ing. Paolo Recalcati |
| Technical Superintendent | Marco Boccafogli |
| Export BU Director | Alessandra Nicolardi |
| Export Manager | Khalil Ourahmoun |
| Glass BU Director | Oswaldo Baldelli |
| Glass Export Manager | Cristina Gambino |
| Accountancy Department Director | Alma Villanova |
| Plant Manager Levate | Dr. Stephane Ngongang Ngakam |
| Plant Manager Bondeno | Marino Bellini |
| Plant Manager Zerbinato | Brahim Ourahmoun |
| Workers (within the whole group) | > 200 |



Information about key personnel who will be handling the contract

| | | |
|--|---|--|
| <i>Dr. Maurizio Nicolardi</i> | Present position: Language ability relevant to project: Experience: | Managing Director Italian - English - French In refractory and insulating materials since 1970 |
| <i>Dr. Stephane Ngongang Ngakam</i> | Present position: Language ability relevant to project: | Plant Manager (Levate) Italian - English - French |
| <i>Marino Bellini</i> | Present position: Language ability relevant to project: | Plant Manager (Bondeno) Italian - English |
| <i>Brahim Ourahmoun</i> | Present position: Language ability relevant to project: | Plant Manager (Precision) Italian – French - Arabic |
| <i>Alessandra Nicolardi</i> | Present position: Language ability relevant to project: | Export BU Director Italian – English – French |
| <i>Khalil Ourahmoun</i> | Present position: Language ability relevant to project: | Export Manager Italian – English – French – Spanish - Arabic |
| <i>Dr. Marco Gavioli</i> | Present position: Language ability relevant to project: | Sales Manager (Maref range of products) Italian – English |
| <i>Cristina Gambino</i> | Present position: Language ability relevant to project: | Export Manager (Glass) Italian – English – French - Spanish |
| <i>Mario Bricco</i> | Present position: Language ability relevant to project: | Domestic sales Director Italian – French |
| <i>Ing. Paolo Recalcati</i> | Present position: Language ability relevant to project: | Technical Director Italian – English |
| <i>Marco Boccafogli</i> | Present position: Language ability relevant to project: | Technical Superintendent Italian – English |
| <i>Luciana Borghi</i> | Present position: Language ability relevant to project: | Senior Manager (Ceramic) Italian – French |
| <i>Marinella Nanni</i> | Present position: Language ability relevant to project: | Quality Manager Italian – English |
| <i>Marco Brambilla</i> | Present position: Language ability relevant to project: | Laboratory superintendent Italian – English |

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

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

| | |
|--------------------------|---|
| Description | Plant of unshaped & monolithics refractories |
| Location | Levate (Bergamo/Italy) |
| Capacity | 80.000 Ton. / year |
| Annual production | 60.000 Ton. / year |
| Equipment | <ul style="list-style-type: none"> • Two modern units to manufacture unshaped refractories. • Complete state-of-the-art central laboratory with all in-house capabilities (400 sqm) |

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

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

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

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

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

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

Distributors and Agents

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

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

| YEAR | VOLUME-HOME | VOLUME-EXPORT | TOTAL TURNOVER |
|-------------|--------------------|----------------------|-----------------------|
| 2020 | 21.200.000 | 25.900.000 | 47.100.000 |
| 2021 | 22.200.000 | 25.800.500 | 48.000.500 |
| 2022 | 14.282.000 | 35.238.000 | 49.520.000 |



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 2022 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

D&B

No. 429482904

Product liability insurance

Insurance policy No 061 00000746 issued QBE Insurance Europe Limited