

DORIN ANOUNCES UNPRECEDENT PARTNERSHIP

The partnership with the Brazilian society will lead to the presence of Dorin on new segments of the refrigeration market in Brazil

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Officine Mario Dorin, internationally operating company focused on innovation and one of the most important producers in the world of semi-hermetic compressors for refrigeration and air conditioning, announces a new partnership with Embraco, multinational firm also dedicated to innovation and one of the largest producers



in the world of hermetic compressors for refrigeration during the 19th Febrava - the most important trade fair for refrigeration in Latin America, which was held September 22nd- 25th in Sao Paulo Expo Exhibition & Convention Centre.

In the first quarter of 2016, Embraco in Brazil will begin distributing the semi-hermetic compressors of Italian society. The goal of the partnership is to cover demands of commercial and industrial refrigeration market, providing customers a new alternative in the world of semi-hermetic compressors.

To meet the Brazilian customers more quickly and efficiently, Embraco will ensure a dedicated technical sales team specializing in technical assistance to customers, and will credit its network of services across the country. In addition, the company will have distribution centres of compressors, spare parts and components to meet all customer needs.

"We are pleased to enter into partnership with an Italian global leader in the market of refrigeration and air conditioning. Dorin has nearly 100 years of experience and this agreement is a great opportunity to bring the excellence of both companies in the refrigeration market," puts out Erivan Piazero, Director of new business opportunities, Embraco.

"The recognition of Embraco as a leading manufacturer of hermetic compressors in the world and its structure in Brazil was essential to close the distribution agreement," said Giovanni Dorin, Director of marketing and new business opportunities for Dorin. "We are confident of the

success of this partnership to follow up on our mission to provide the best products and the most complete solutions for the Brazilian market," concludes the executive.



The audience of Febrava has had the opportunity to see up close three series of semi-hermetic compressors Dorin that will be part of the line distributed by Embraco. The **H Series**, the best-selling of the company and recognized for its reliability and cost-effectiveness, the **HEP Series**, a reference to its energy efficiency in the commercial sector being optimized for applications with R134a and, last but not least, the **CD Series**, compressors for transcritical CO2 applications, reference in the global market for commercial applications and for the experience of the Italian company.

Among the advantages of the SE compressors available on the market by Embraco, it is interchangeable with compressors currently mostly sold on the domestic market, which allows the application of Dorin compressors both in new installations and as replacements over other suppliers' models in systems already installed.



"We chose Febrava to announce this partnership, since the fair is the most important event in Latin America in the field of refrigeration," said Fernando Fischer, leader of Innovation Department of Embraco.

About Dorin

Established in 1918 by Mr Mario Dorin, Officine Mario Dorin produces compressors since 1932. With nearly a century of history behind, the company is now headed by the founder's grandson and namesake, Ing. Mario Dorin, who along with his cousins and sons conducts the activities based in Fiesole (Florence). OMD has become a global reference point for the supply of compressors for refrigeration and air conditioning, both commercial and industrial, and for

transport. With more than 60,000 reciprocating compressors distributed annually, Dorin is present in more than 90 countries, exports 70% of its production and pursue the mission of the founder in obtaining results of the highest level of technology and quality. In 1996, the company, always aiming to save energy, to efficiency of its products and to respect for the environment, has been a pioneer in the world in designing and manufacturing of compressors adapted to CO2 (carbon dioxide), currently the only gas with a GWP of zero. This has required substantial investment and commitment to research and development, leading Dorin to be the world leader in this technology and the undisputed reference. Dorin is currently the answer to all the demands of a user attentive and sensitive to the market impact of its products on the environment and society. For more information, visit www.dorin.com

About Embraco

Embraco is a global industry of hermetic compressors for refrigeration focused on innovation. The compressor is the main component responsible for the production of cold in a refrigeration system. With global operations and annual production capacity of 37 million units, Embraco offers solutions that stand for innovation and low power consumption. Its more than 12,000 employees working in factories and offices located in Brazil (the head office is in Joinville, Santa Catarina, Brazil), China, Italy, Slovakia, Mexico, United States and Russia. To learn more about Embraco, follow us on the fan page or visit www.facebook.com/embracobr www.embraco.com

Officine Mario Dorin is a company established in 1918, manufacturing compressors since 1932. Based in the area of Florence (Tuscany), Italy, OMD reaches all over the world thanks to its commercial partnerships and internal technical-commercial personnel. OMD is present in more than 90 countries supplying always perfect and reliable products, following the principle of its founder Mr Mario Dorin "...the main thing is that our products must always be perfect..."

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