



CERTIFIED FLEXIBLE ANTIFIRE PROTECTIONS AND THERMAL INSULATION

ENGINEERING
PERSONALIZED SOLUTIONS
PRODUCTION
INSTALLATION
AFTER SALES ASSISTANCE
MAINTENANCE
MEASUREMENT IN 3D
PROGRAM FOR GUARANTEE EXTENSION
TRAININGS



OG Flex

UZ-750-EPC 2
For ZADCO



SALERNO PASSIVE FIRE PROTECTION INDUSTRY

WHO WE ARE AND WHERE WE ARE

SALERNO PASSIVE FIRE PROTECTION INDUSTRY IS A COMPANY RELATED WITH THE GROUP OF ENTERPRISES
FOUNDED BY

ENGINEER GIUSEPPE SALERNO.

THE EXPERIENCE OF THE ENGINEER SALERNO IN THE COUNTRIES OF THE GULF AND IN THE SPECIFIC SECTOR OF PASSIVE FIRE PROTECTION FOR OIL & GAS PLANTS HAS NOW REACHED 15 YEARS AND IS CONSIDERED AMONG THE MOST PERFORMING IN THE SECTOR. TODAY, THE ENGINEER SALERNO PASSIVE FIRE PROTECTION MANUFACTORY IS A STRONG REALITY IN UAE AND ABROAD.

WITH **ENGINEER SALERNO** WE FACED A NEW CHALLENGE: TO MEET MARKET DEMANDS FOR A COMPETITIVE PRODUCT WHILE PRESERVING THE QUALITY OF THE PRODUCTS AND MATERIALS WE USE. THE QUALITY STANDARD IS OUR GREATEST CHALLENGE, IN A SECTOR OF 'GREAT SENSITIVITY' FOR THE SAFETY OF PLANTS.

ENGINEER SALERNO THEREFORE IS A PERFECT COMBINATION BETWEEN TECHNOLOGY AND ITALIAN MANUFACTURE, CONSOLIDATED PRESENCE OF PRODUCTION IN THE GULF COUNTRIES AND THE HIGHEST STANDARD OF MATERIALS.

IN FIFTEEN YEARS OF EXPERIENCE, UNDER THE GUIDANCE OF THE ENGINEER SALERNO, WE HAVE ACHIEVED THE MAXIMUM EXPERTISE IN THE MANUFACTURE OF PASSIVE FIRE PROTECTION AND ASSISTANCE TO OUR CUSTOMERS.

OUR LOYALTY TOWARD OUR CUSTOMERS BUT, WHERE DOES LOYALTY COME FROM?

Think about those brands that you purchase from over and over, even when there are cheaper options out there. Do you usually fly on a particular airline? Do you buy your coffee from the same place every morning?and so on!

Often, the reason you stay loyal to brands is because of their values. The best brands strive to combine physical, emotional, and logical elements into one exceptional customer supplier relations.

When we successfully create a connection with our Customers and employees, many of them might stay loyal for life - and you'll have the chance to increase your overall profitability while building a solid foundation of brand promoters. But achieving that connection it's not easy task. The companies that succeed are ones that stay true to their core values over the years and create a company that employees and customers are proud to associate with.

The foundations and aspirations of our business remain true to those established by our visionary founders, and their innovation and energy continue to be our inspiration. Our passion and entrepreneurial culture will ensure that we deliver for our customers in safety, quality and assurance - today and in the future.

OUR PURPOSE

Bringing quality and safety to life.

OUR MISSION

To exceed our customers' expectations with always innovative technical solutions and services for their operations and supply chain.

OUR VISION

To be one of the world's most trusted partner for passive fire protections

OUR VALUES

- We are a global family that values diversity.
- We always try to do the right thing. With precision, peace and passion.
- We trust each other and have fun winning together.
- We own and shape our future.
- We create sustainable growth. For All.

WHY FIREPROOF PROTECTION

Prevention and fire protection in refineries and petrochemical industry is gaining in importance and requires the application of innovative and cost-effective methods for companies that want or need to invest in "safety".

A fire in a chemical or petrochemical plant which is not possible to contain and extinguish in a short time implies for the company, not only a huge direct economic damage but also indirect, for production stop and image of the company.

The problem of security is therefore related to the hydrocarbons fire time control, allowing the operator to delay and stop the spread by closing the control room of actuated valves.

Valves, actuators, tanks and various kinds of instruments must therefore be protected from flames, so that they can operate for the time necessary to allow the safety of the system and do not allow fire spread in an uncontrolled manner.

WHAT WE PROTECT

The range of **OG Flex** products is designed for an effective fireproof protections :

- Electric, pneumatic and hydraulic actuators
- Check and control valves, ESDV
- Flange Couplings
- Cable Trays
- Command and Control panels
- Tanks
- All elements in critical areas of the plant
- Social Assembly with our system **"EFTIES"** that combine the personal protection with the fire events acting events thermal insulation and sound absorber



TESTS, CERTIFICATES, RESEARCH, WARRANTY AND DEVELOPMENT

Thanks to an innovative product, **OG** has passed the most severe tests of hydrocarbons fireproof resistance, obtaining the relevant certificates issued by accredited institutions and laboratories in the Oil & Gas fields, such as TUV SUD ISO 9001.

Tests made on **OG** products are in accordance to the main standards which regulate fireproof protections all over the world, as UL 1709 and ISO 22899-OTI 95 634.

Resistance tests in a "Jet Fire" condition and gas explosion "Blast Overpressure test" were made in laboratories directly credited by TRATER Register, while the hydrocarbon test curve according to the standard "UL 1709" was made directly in "TRATER TRATTAMENTI TERMICI INDUSTRIAL, MILANO, ITALY" and certified by TUV SUD ISO 9001.

Our technical department has adapted a software project, certified by TUV SUD ISO 9001 which has been especially studied for **OG**.

We may guarantee our products upto 10 years provided that we will pay a visit at site each two years for a general survey finalized to the renew of the certificate.



After the burning of the external fabric installed for the ceramic protection, The stainless steel elements inside the blankets and inside the belts maintain in complete correct position the ceramic fibres for the component protection after the 15 Min < Fire cycle < 120 Min

OG Flex



MAIN CHARACTERISTICS



OGFlex is an effective method of protection devices controlling a plant, which allows minimizing the danger and damage caused by fire in a refinery, oil platforms, petrochemical, thermal power, electrical, shipbuilding and defense plants.

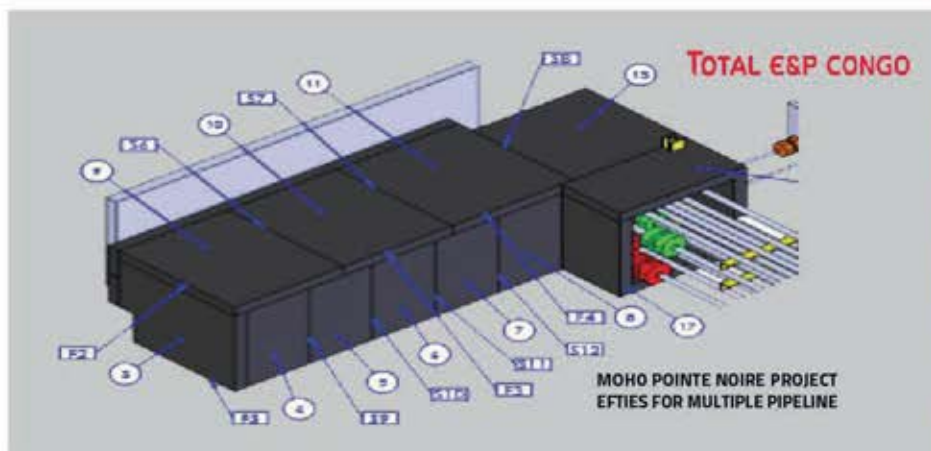
OGFlex is based on the assembly of various multilayer "jackets" which are attached to each other only through belts and buckles in stainless steel, no rings, no wires or seams. The main advantage of a soft and flexible protection is due to easy transport, handling, assembly and disassembly.



This allows a quick access to the protected device operations through appropriate inspection bays, or even to make ordinary and extraordinary maintenance disassembling quickly and without specialized personnel, **OGFlex** protections.

All panels are made with highly performing materials, designed to work in extreme temperatures: from -50°C to about 275°C only for the external coating fabric of the panels, while the entire protection ensures its function up to 1400°C for a different period of time, depending on specific requests. It is possible to create access bays for command buttons, control panels, indicators and automatisms.

EFTIES APPLICATION



OGFlex protections guarantee the complete operation of protected critical systems, for the period of time required by the customer, delaying the damage in a controlled way and preventing further damage to the equipment, products, people and things.

- Simple and light to carry, can be installed quickly and without specific equipment and tools
- Installation may be carried out without stopping the system
- Custom-made products, small size
- Weatherproof, resistant to UV rays, cold, sea environment, chemicals and acids
- No material is harmful, all absolutely free of asbestos derivatives
- Fire resistant up to 2 hours at temperatures up to 1400° C
- Easy access to Control Board





Dated: December 21, 2017

TO WHOM IT MAY CONCERN

We NPCC confirm that M/s. Salama Industry - seating in Hamriyah Free Zone, Sharjah, United Arab Emirates, has satisfactorily supplied Fire Proofing Products comply with the contractual delivery terms and technical requirement for the projects hereunder.

PO Number	Project	End User	Supply
86622-100-1543-001-242	Salah FFD	ZADCO	Fire Blanket
2207-2015-31690	Umm Lulu FFD I	ADMA	Fire Blanket
34560-000-1543-010-349	Umm Lulu FFD II	ADMA	Fire Blanket
3201-2014-36938	Naseh FFD I	ADMA	Fire Box

M/s Bilco has provided timely site support during installation.

Sherif El Behiry
Procurement Manager

National Petroleum Construction Company
P.O. Box 210000, P.O. Box 210000
P.O. Box 210000, P.O. Box 210000

Salama Industry Ltd.
2015 and 2016: 011-251-888-22
2017 and 2018: 011-251-888-22

CUSTOM ENGINEERING AND CUSTOMER SATISFACTION

OGFlex systems are designed and tailored to fit the shape of the component to be protected, actuators, valves, tanks and ducts.

As shown in the photos, it is possible to create bays and holes for the release of clutches, stems, frames and buttons.

CUSTOMER FEEDBACK FORM		DOC NO:	DATE:	NO. NO:		
Customer: National Petroleum Construction Company						
Customer PO No: 86622-100-1543-001-242, 2207-2015-31690, 34560-000-1543-010-349, 3201-2014-36938						
Project Name: Salah / Umm Lulu & Naseh						
Please assess each element below:						
(If using software, for each the boxes below should tick on the required date and choose "Strongly Agree" or "Disagree")						
Sr. No.	Assessment Area	Strongly Agree	Agree	Partially Agree	Disagree	Strongly Disagree
1	Project Initiation					
1.1	Salama Industry was prompt in initial response of order	☒	☐	☐	☐	☐
1.2	Salama Industry was prompt in processing order	☒	☐	☐	☐	☐
1.3	Salama Industry was prompt in delivery of order	☒	☐	☐	☐	☐
1.4	Project delivery was submitted as per tender document, quotation and schedule (GDS)	☒	☐	☐	☐	☐
2	Project Planning					
2.1	PO requirements were clearly understood by Bilco and all project elements were clear in terms of scope of supply	☒	☐	☐	☐	☐
2.2	Has no mistakes occurred during the planning and the overall project planning was good	☒	☐	☐	☐	☐
3	Project Execution, Monitoring and Controlling					
3.1	Progress of the project was well planned throughout the project execution including delivery and installation of order was successful	☒	☐	☐	☐	☐
3.2	Cost and Quality were good throughout the project execution	☒	☐	☐	☐	☐
3.3	During project execution - changes / issues if any were handled satisfactorily	☒	☐	☐	☐	☐
4	Project Closure					
4.1	Bilco closed all the final documents and outstanding items if any	☒	☐	☐	☐	☐
4.2	Delivery of the product / services were in line with customer project schedule	☒	☐	☐	☐	☐
5	Overall Assessment					
5.1	Overall Project Management by Bilco was effective and efficient	☒	☐	☐	☐	☐
5.2	After sales support in terms of customer resolution, service, site support if any was as per customer's expectations and requirements	☒	☐	☐	☐	☐
5.3	We will consider to work on future projects with Bilco Middle East, K.S.C.	☒	☐	☐	☐	☐
Additional Comments (Optional):						
Customer's Representative Details (If Available):						
Name: Sherif El Behiry - Procurement Manager						
Date: 21 December 2017						

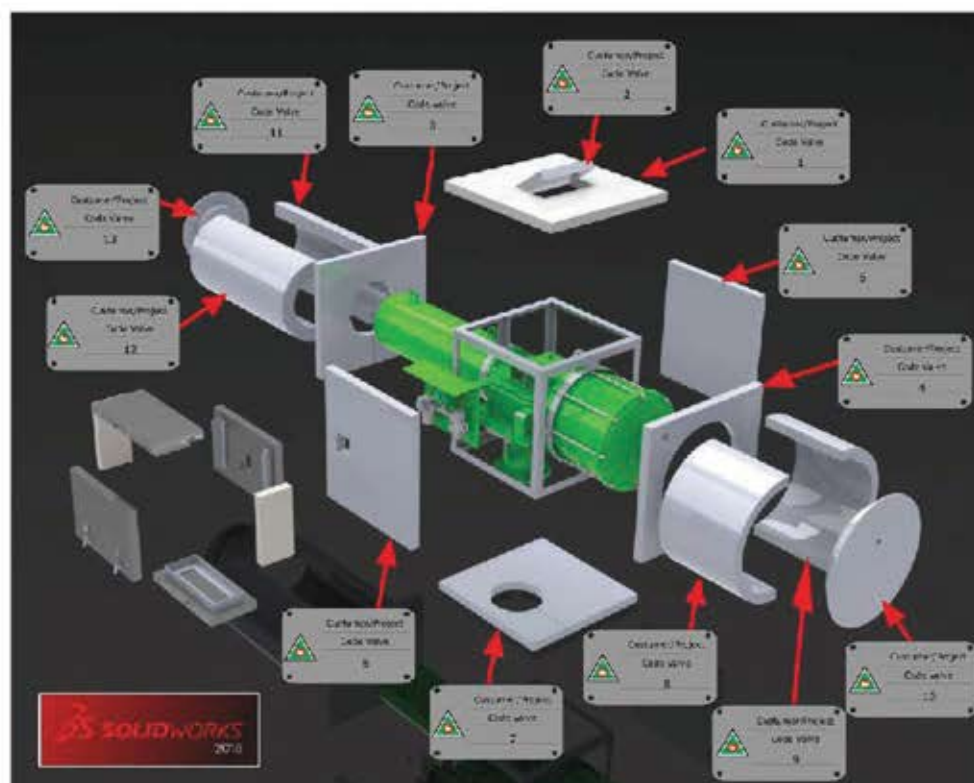
The jackets are specially shaped and notched at power cables passing, in positions required by the customer and can be modified until they are installed. The jackets can also be made with outside fabric of different colours in order to diversify the automations in the various areas of the system and facilitate the operator in emergency cases.



ASSEMBLY SYSTEM OF OGFLEX JACKETS

Along with every jacket, the customer receives an exploded drawing which emphasizes the engineering; each jacket is numbered and coded to allow their identification and then have an outline diagram which allows fast and easy assembly.

Each jacket is provided with a stainless steel AISI 316L label, showing the customer name, the name of the project and the tag of equipment to be protected.



OUR FACTORY



OUR WORKSHOP



OUR FACTORY

While administrative and sales offices are located in the center of Free Zone in Sharjah, the entire production of **OGFlex** fireproof flexible jackets is made in **SALERNO INDUSTRY** factory, where there is also the technical engineering and product development office in addition to the Italian Engineering team dedicated to the support of our local engineers.

All the production cycle, from purchasing of raw materials up to the packing and shipment, is made according to the quality control system ISO 9001-2015 certified by Bureau Veritas. All components are exclusive of European Origin.

The Quality Control Plan which follows all the job development, is included in the technical manual, delivered with jackets.

On request we can forward a copy of "Quality Manual" which the activity of **SALERNO INDUSTRY** refers. Also the **SALERNO INDUSTRY** management system for health and safety at work is certified OHSAS 18001/2007 and ISO 14001.



OUR PRODUCTION TEAM



PART OF OUR FAMILY



PACKING PICTURES FOR AL DABBYA PROJECT (OFFSHORE), U.A.E.

TECHNICAL TEAM

OGFlex fireproof jackets in a few years have achieved a high level of quality allowing **SALERNO INDUSTRY** to successfully go through demanding tests and be accredited by the most important companies in the Oil & Gas. Much is due to the constant commitment of its technical department in the development of new solutions, searching for more and more reliable materials, with project precision and collaborative and constant contact with the technical departments of our customers.



Our engineering office uses the advanced design system in **3D Solidworks 2020**. They participated to the training courses organized by Solidworks to expand their knowledge and always be updated with advanced solutions for 3D. Upon delivery, the after sales department will prepare the JOB MANUAL which includes all the assembly instructions, for any modification, storage and maintenance of the jackets provided. We have a young and motivated team, according to the technology and modern systems of industrial design. This is our technical department, brain and heart of **SALERNO INDUSTRY**.



OUR TECHNICAL OFFICE

OUR TECHNICAL OFFICE IN
HAMRIYAH FREEZONE SHARJAH
TO SUPPORT THE BILCO ME
ENGINEERING OFFICE IN ITALY

OUR APPLICATIONS FOR SAFE AGAINST FIRE



We are sorry to say that either marine workers or tourists may have been injured due to unsafe conditions out on ships, ferries, tug boats, fishing vessels, barges, and many other types of vessels. Maritime injury cases demand hard work, tenacity, and a deep understanding of the background and the quality of companies involved in an injury are the important point from where to start for better safe conditions against fire. **SALERNO INDUSTRY** is here. We are available for helping our potential clients working through

difficult but possible technical solutions and brought our capability and experience to avoid, for what possible, devastating injuries installing our Passive Fire Protections that are resisting even to explosions as per certificates we have, and soon new one will be added to our portfolio for the military applications.

In fact Passive fire protections (P.F.P.) are an integral part of structural fire protection and fire safety in vessels or military equipment's or even where combustible are present as well as in general in an oil and gas transport vessels.

As the name suggests, passive fire protection (PFP) remains silent where installed for protecting the elements that will grant the fire circumscription only where it happened initially.

The main element to be protected are all the possible fuel tanks bulkheads and power supply systems for active fire protection systems, for these reasons the most important components to be protected against possible fire primers such as pipe flanges whose leaks are one of the most frequent causes of fire or explosion; we have not to forget the conspicuous heat-producing bacteria in waste and sewage systems on an underway vessel. All these can ignite or provide fuel for the fire. In any case the first cause of fire is electricity on vessels. It's known that electricity and water don't mix, and when they do? **Fire is often the outcome.**



Contrary to active fire protection measures, passive fire protection means do not typically require electric or electronic activation or a degree of motion. Exceptions to that particular rule of thumb are fire dampers (fire-resistive closures within air ducts, excluding grease ducts) and fire door closers, which must move, open and shut in order to work, the important is to have inside the ducts intumescent grids that in presence of fire blow and avoid the transformation of the duct in a chimney for the fire transfer in other areas.

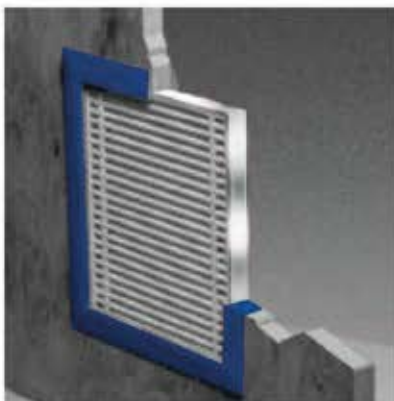


Scope of the P.F.P. is to contain fires or slow the spread, through use of fire-resistant protections. The best way to deal with fires on board ships is to prevent them rather than letting them occur. Breaking out of fire in a place where no fire exists is called "ignition", whereas "flash" is a term used for fire eruption in a new place as a result of flames from an existing fire in a nearby place (the ignition source).

Fires on board ships can be prevented by finding and rectifying leakages of fuel oil, lubricating oil, and exhaust gases even because in presence of fire. Within seconds, thick black smoke seriously reduced the visibility in the engine room, forcing all the staff to evacuate the machinery space and intervention for the extinguishing the fire became possible only to well-equipped persons appointed for doing this work. Even special liquid that adsorb oxygen for the quick fire exhaust are available in the market without expiring date.

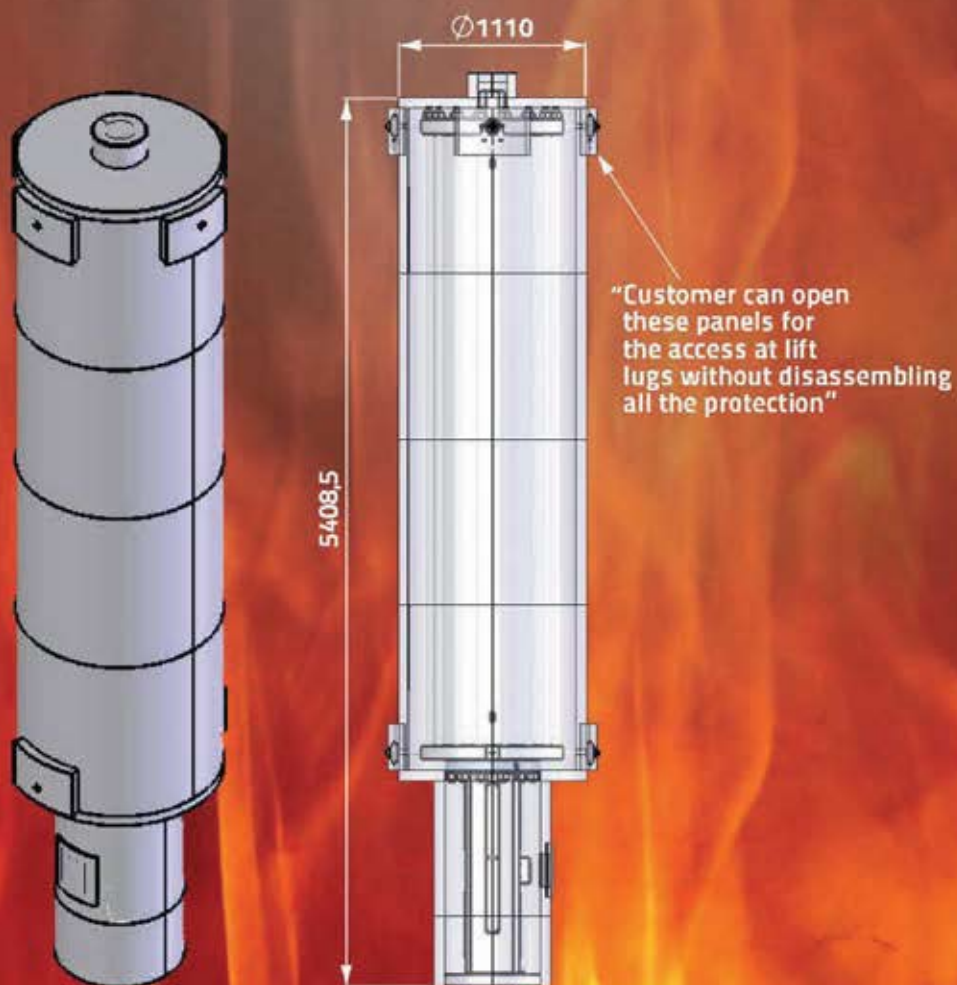


Aeration duct may be protected by **OGGRILL**-Air transfer GRILL that provides up to 90 minutes integrity and up to 75 minutes insulation. The GRILL is equipped of intumescent device that in case of fire blow in few seconds avoiding fire suction and extension to other areas. Grids have conformity with **BS 476/2**.





**SIEP JACOBS
PROJECT WITH
EMERSON ACTUATOR**



SUPPLIED TO EMERSON NEDERLAND HENGELO

WE ARE PROUD TO SERVE YOU...



**Salerno Industry
U.A.E.**

SALERNO PASSIVE FIRE PROTECTION INDUSTRY

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