



Juicy
Technology
and Sparkling
Ideas

Company Profile

2019





Juicy
Technology
and Sparkling
Ideas

About us

Since 1967 **A DUE di Squeri Donato & C. S.p.A.** is specialized in engineering, designing and manufacturing of fully automated systems for beverage preparation.

A DUE provides tailor-made solutions to satisfy any customer's need, starting from raw material receiving (sugar, powder ingredients, concentrates, juices etc.) up to product delivery to the filling area, including systems for primary water treatment (WTP), the interface for all types of filler, the supply of service equipment (Boiler, Chiller, Tower, etc.).





Juicy
Technology
and Sparkling
Ideas

A DUE at a glance

- Headquarter in **Collecchio** (Parma) – Italy, in the heart of Beverage and Food technological district
- Approx. **20 million** Euro turnover (2018)
- Avg. +10% growth every year
- Over **70 employees** of which more than 30% in Automation and Engineering
- More than **60 projects** realized per year
- More than **1000 installations** worldwide
- **Worldwide Sales & Service Network** with n.4 A DUE Service hubs + n.7 representatives





Juicy
Technology
and Sparkling
Ideas

Worldwide Support



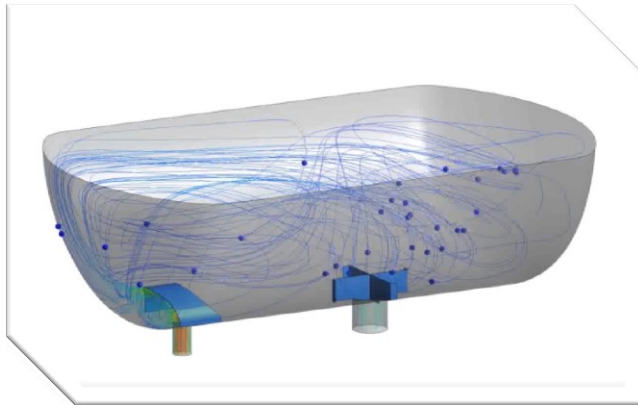
-  : **A DUE** Headquarter
-  : **A DUE** Official Service support
-  : **A DUE** Local representative with Sales and Service Support
-  : **A DUE** Local representative with Sales support



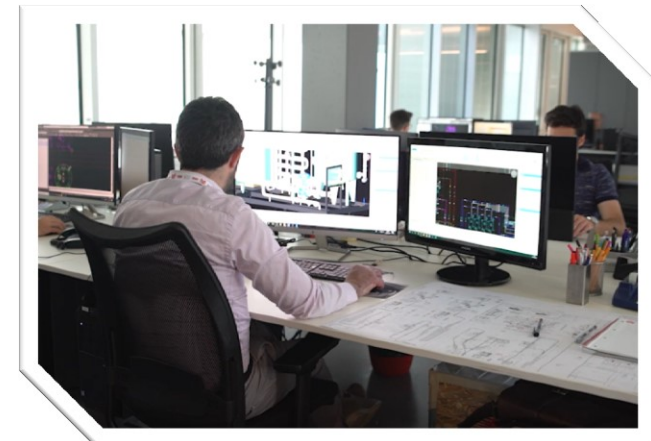
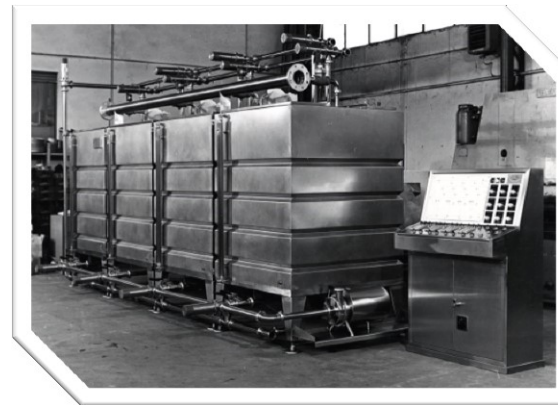
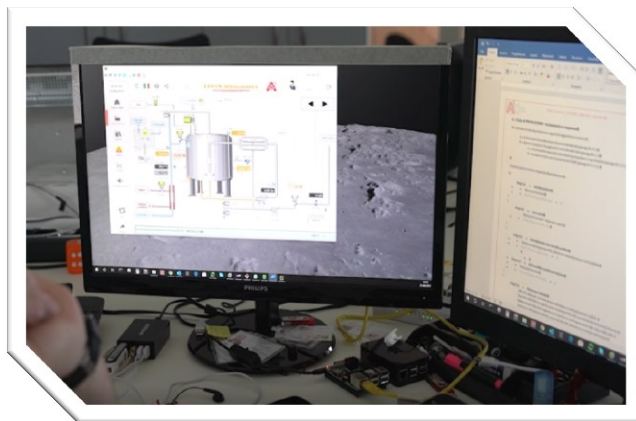
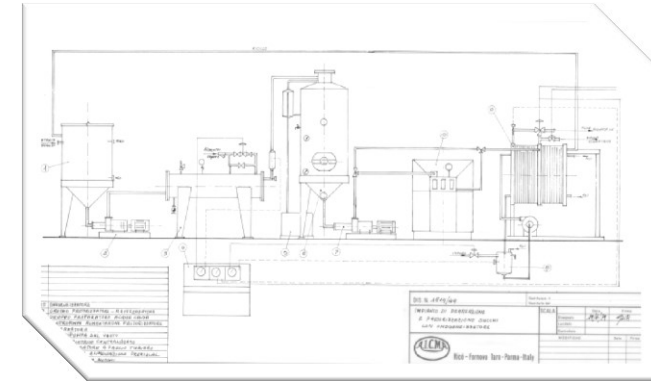
Juicy
Technology
and Sparkling
Ideas

Our Goals

Continuous **product and process innovation**, to meet the needs of our customers and confirm they trust in us, while remaining faithful to our **values and principles**.



***“INNOVATION BY
TRADITION”***





Juicy
Technology
and Sparkling
Ideas

Our Values

- **A DUE** believes in the importance of **Corporate Social Responsibility** as part of its strategic view and adopts ethical and socially responsible behavior. That's why **A DUE** successfully passed the CSR evaluations organized by **Sedex** (*)
- **A DUE Learning Lab** enhances “young” graduate skills by allowing them to live a ‘on job’ experience being side by side with more experienced colleagues. Furthermore Learning Lab keeps **A DUE** employees up to date with latest technologies, suppliers’ solutions, etc.



(*) one of the world's leading ethical trade service providers, working to empower Responsible Supply Chain



Juicy
Technology
and Sparkling
Ideas

Milestones



1967:
A DUE is founded by Mr. Donato Squeri

1981:
A DUE finally focuses its business on **beverage processing equipment**

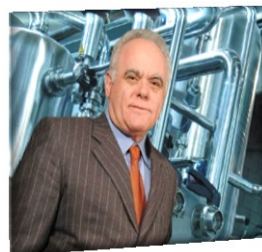
1986:
A DUE delivers the first **Continuous Sugar Dissolvers** to **Coca Cola** and in **1996** to **Pepsi Cola**

2000:
A DUE installs the first preparation and process system for **beverages with pieces**

2008:
A DUE starts manufacturing and delivering **aseptic systems**

2010:
A DUE delivers its first **Water Treatment System**, thus completing the solution portfolio

2018:
A DUE opens its **new headquarters** in Collecchio (PR): more than 15.000 sq.m of surface area





Juicy
Technology
and Sparkling
Ideas

R&D: Continuous Innovation



New preparation room **EASY.Room Total White** for milk-based beverages, the cutting-edge In-Line Cavitation System **EASY.ICU** for the powder ingredients in-line continuous dissolving by cavitation.



Niagara: a R&D project in cooperation with Bologna University which allowed **A DUE** to develop an innovative combination of water treatment technologies with the aim to reduce water consumption and water wastage in the beverage industry. An additional feature available within our **EASY.Water** technology.



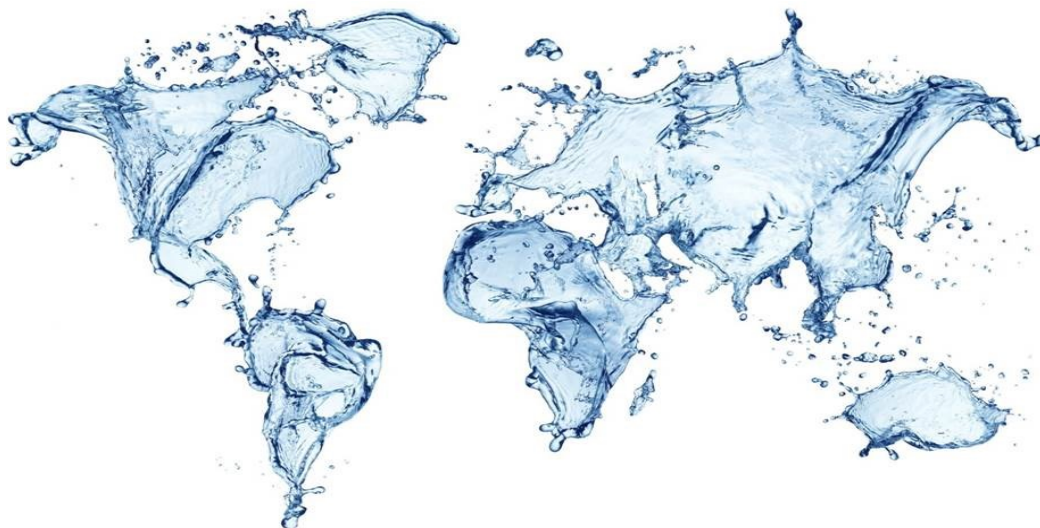
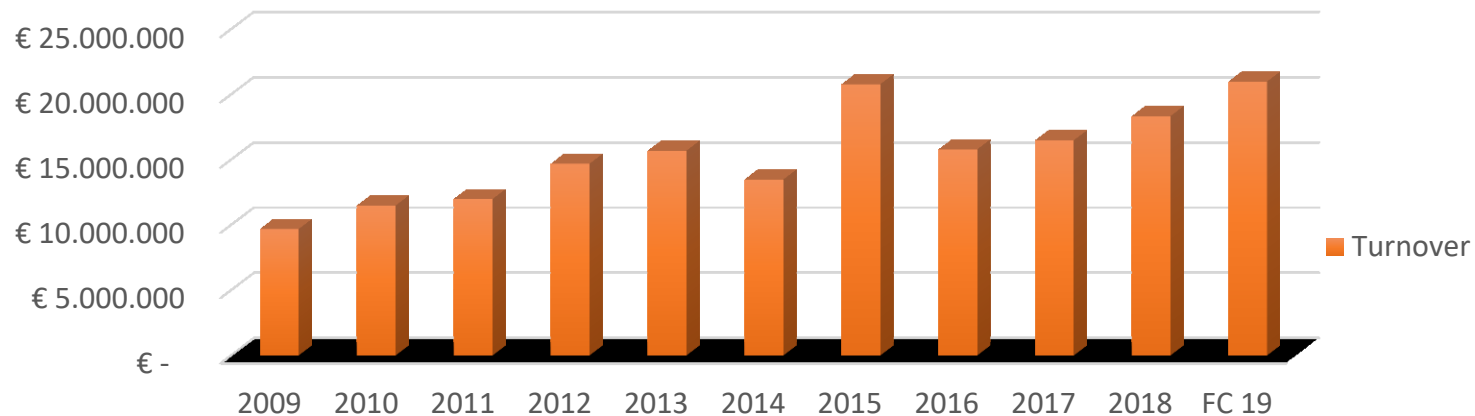
Ti.Be.Na. Lab: a R&D project in co-operation with Parma University which led **A DUE** to develop a new technology for the preparation of fruit juices containing fruit pieces or cells. Ti.Be.Na enhanced **A DUE** solutions of **EASY.Therm** Thermal Treatment.



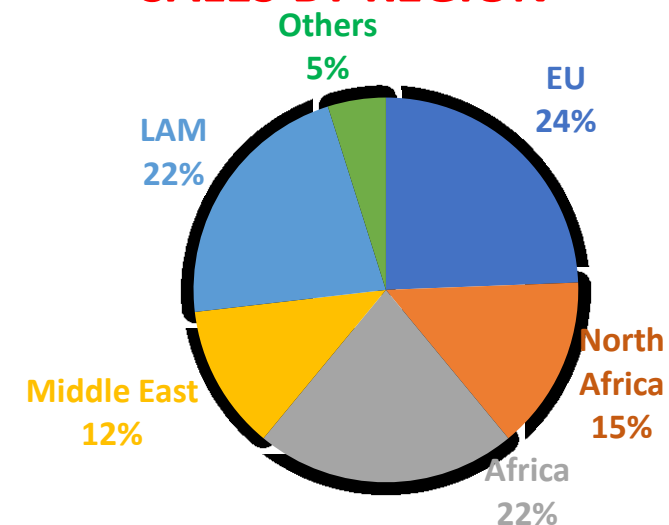
Juicy
Technology
and Sparkling
Ideas

Organic Growth

TURNOVER



SALES BY REGION





Juicy
Technology
and Sparkling
Ideas

Customer loyalty and retention

A DUE has an **impressive customer satisfaction** and **retention rate**.

A reference from Orangina Suntory which purchased more than ten (10) **A DUE** Systems in the last 5 years.

E.d.E ORANGINA SUNTORY

We purchased from A DUE a new fully automated mixing room that allowed us to make a remarkable leap in quality. A DUE collaborated, directly and transparently, with constant willingness to share and solve any problems, giving us continuous support and understanding our production needs.

YANNICK HUMEAU
PROJECT MANAGER - DONNERY PLANT

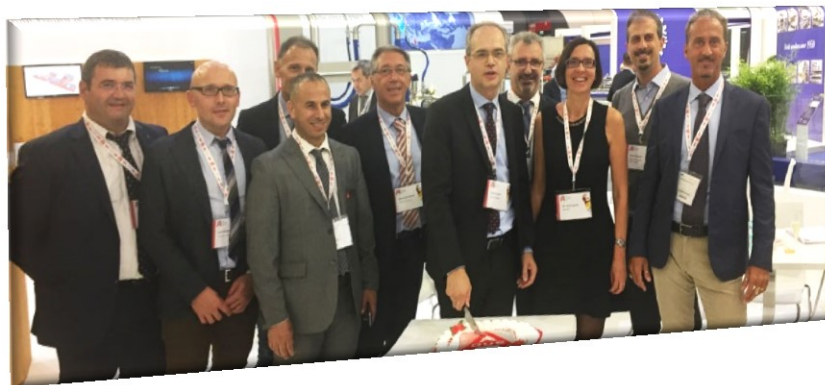
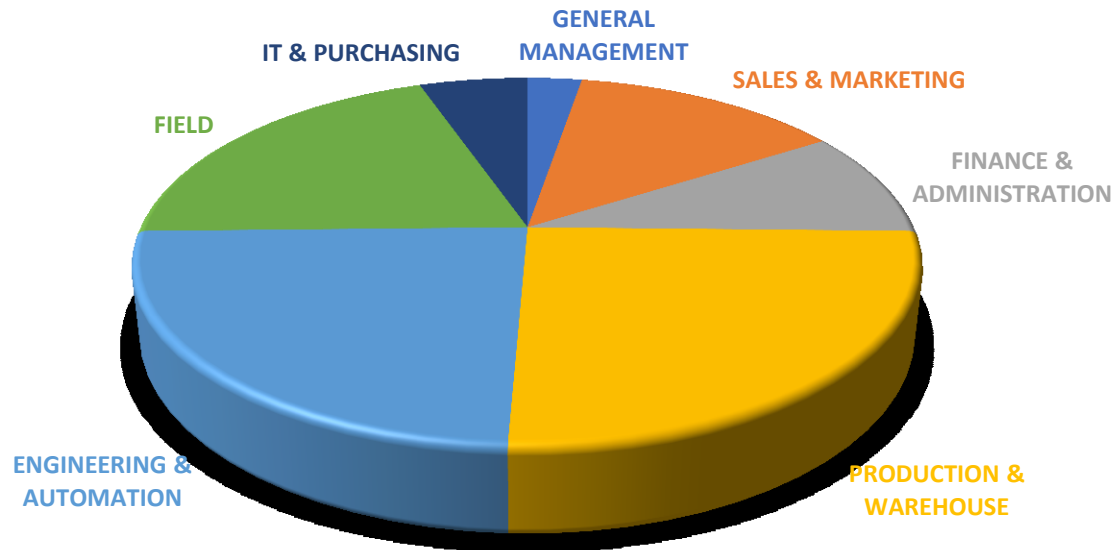




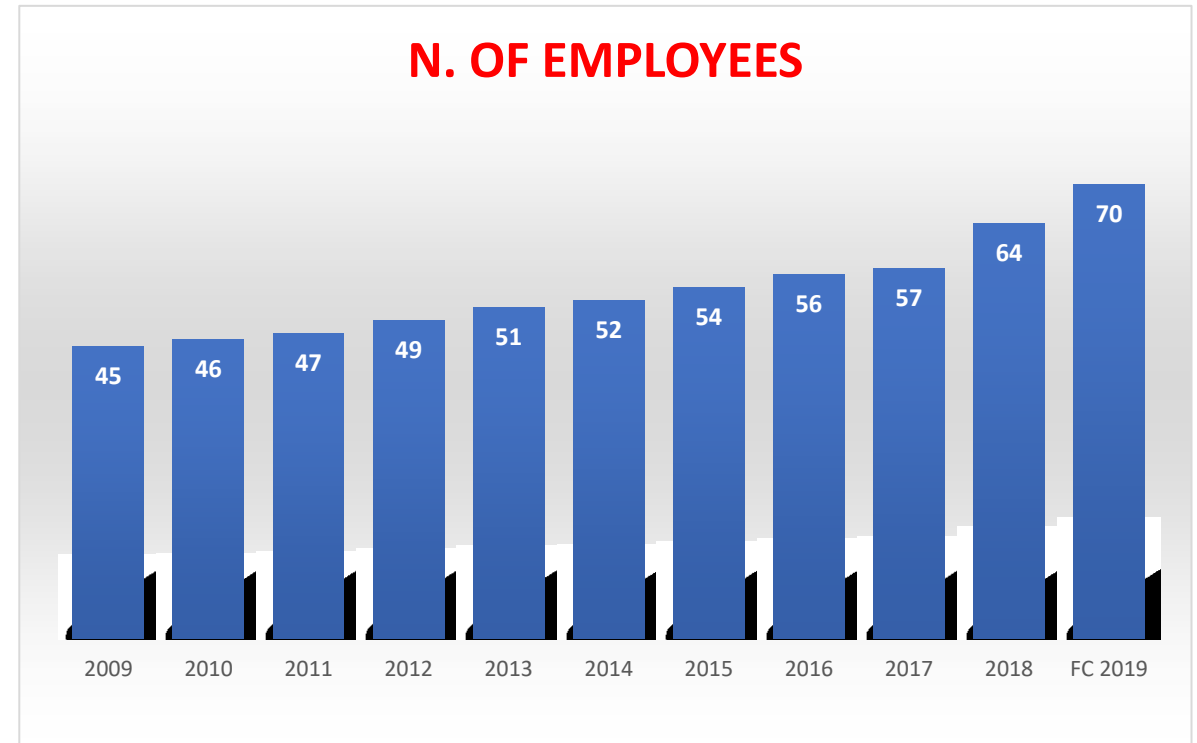
Juicy
Technology
and Sparkling
Ideas

Customer - focused

ORGANISATION



N. OF EMPLOYEES

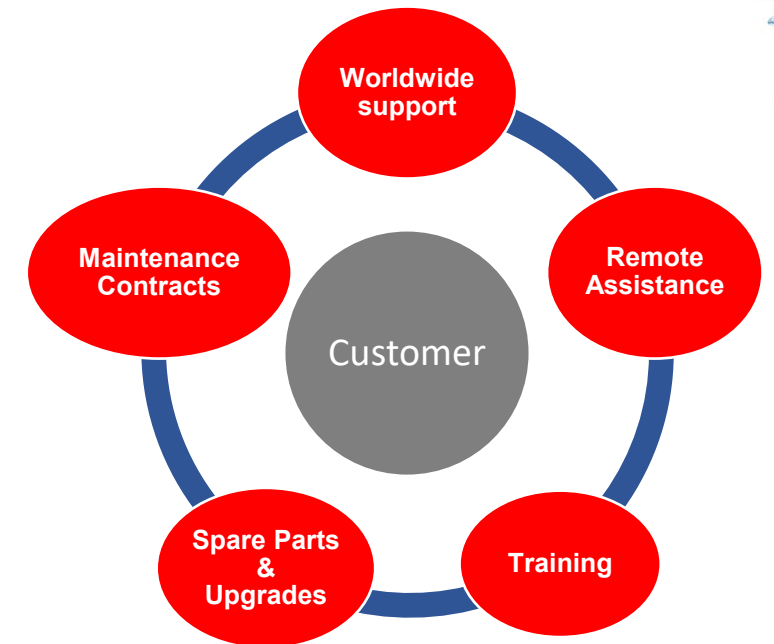




Juicy
Technology
and Sparkling
Ideas

After Sales Services

- ✓ **Multilingual back office support:** **A DUE** service engineers can provide phone support in English, French, Spanish, Russian, Chinese and Arabic
- ✓ **Worldwide technicians:** **A DUE** Customer can rely on 20 skilled technicians based in Collecchio and other key locations.
- ✓ **Remote Servicing:** **A DUE** can provide remote support to monitor machine status, performances and upload software upgrade.
- ✓ **Training:** **A DUE** can provide either On and Off site training with qualified specialists as part of “*A DUE Learning Lab*” activity.

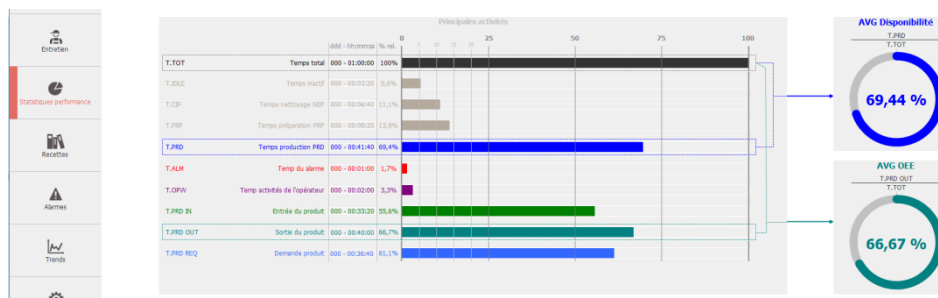
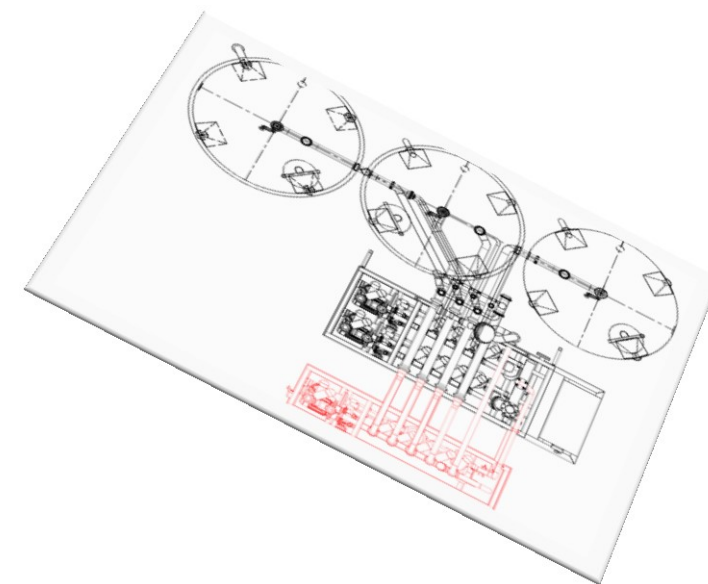




Juicy
Technology
and Sparkling
Ideas

Spare Parts and Upgrade

- ✓ **Spare parts:** **A DUE** spare parts are deeply inspected by internal quality control to respond to urgent needs.
- ✓ **Recommended Spare Parts:** **A DUE** is always pro-active to provide list of critical spare parts recommended by experienced engineers or by EASY.Drive maintenance package.
- ✓ **Maintenance Contracts:** **A DUE** expert field service engineers are able to propose preventive maintenance program.
- ✓ **Upgrades & Retrofit:** upon request, **A DUE** is able to propose upgrades of existing systems supplied by A DUE or by other main process suppliers.





Juicy
Technology
and Sparkling
Ideas

Our solutions



NON CARBONATED DRINKS



CARBONATED DRINKS



FRUIT JUICES WITH PIECES



WATER



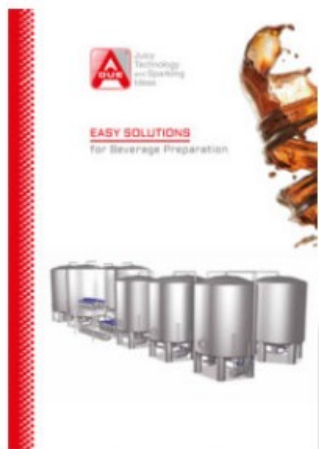


Juicy
Technology
and Sparkling
Ideas

Our Systems



BEVERAGE PREPARATION



SUGAR



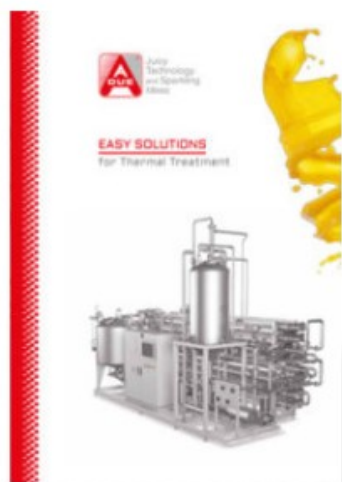
WATER TREATMENT



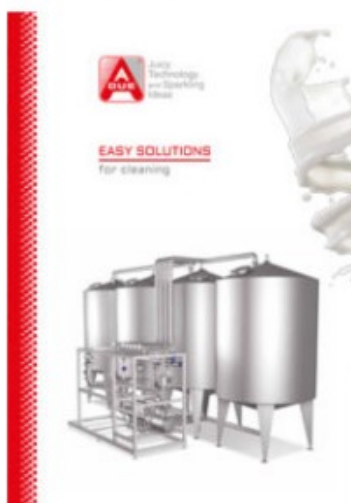
INGREDIENTS



THERMAL TREATMENT



CLEANING



FINAL BEVERAGE



& much more....

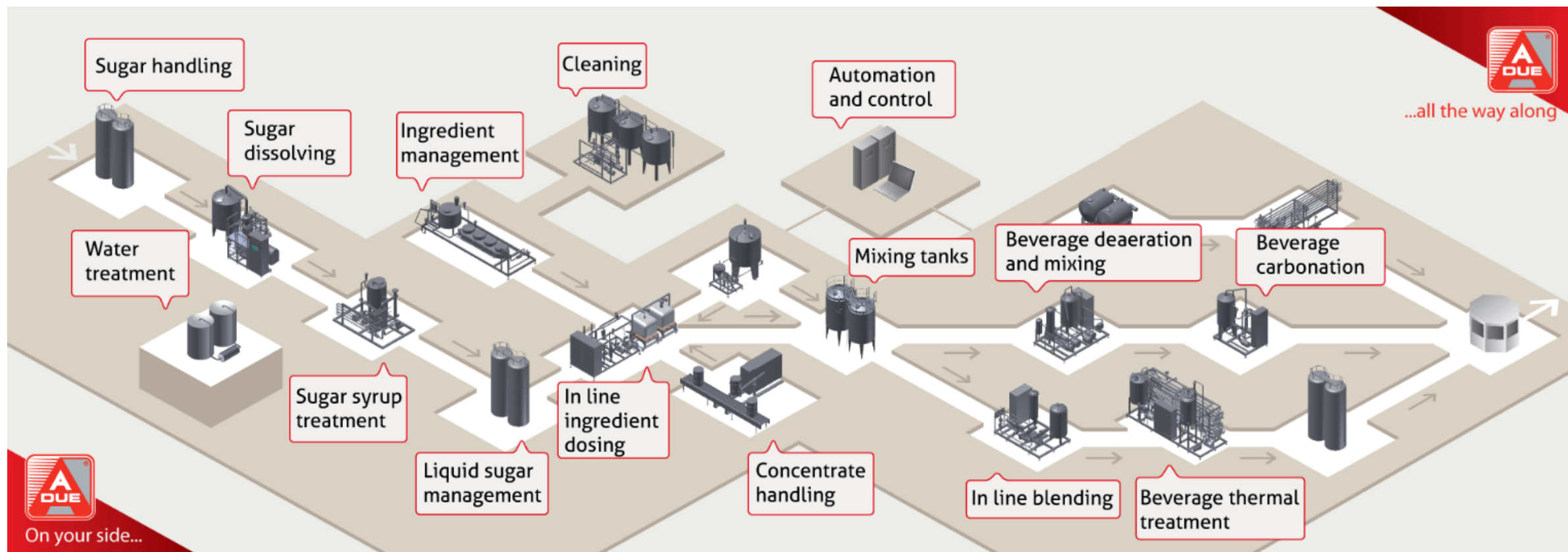


Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment



Carbonated Drinks





Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment

Carbonated Drinks



Sugar treatment

- **EASY.Dinamix** (Continuous Sugar dissolver)
- **EASY.ThermP** (Plate Pasteurizer)

Water treatment & Water recovery

- **EASY.Water** (Water Treatment Plant)
- **EASY.UF** (Ultrafiltration)
- **EASY.RO** (Reverse Osmosi)
- **EASY.RM** (Remineralization)
- **EASY.Ozone** (Ozone sanitizing)
- **Niagara** (Water recovery)

Ingredient Handling

- **EASY.InLine** (In Line Dosing and Mixing Unit)
- **EASY.Mix** (Beverage Ingredient Management)
- **EASY.Slurry** (Fruit Pieces handling)
- **EASY.Drum** (Concentrates Drums Dumper)
- **EASY.Core** (Final Syrup Preparation Unit)

Thermal Treatment

- **EASY.ThermA** (Sterilizer)
- **EASY.ThermP** (Plate Pasteurizer)
- **EASY.ThermT** (Tubular Pasteurizer)
- **EASY.ATK** (Aseptic Tank)

Final Beverage

- **EASY.Carbomix** (Premix)
- **EASY.InLine2** (In Line Blender)
- **EASY.CarboV** (Carbonation Plant)
- **EASY.CarboS** (Saturator)

Cleaning

- **EASY.Clean** (Cip Unit)

Automation

- **EASY.Drive** (Automation & Scada Systems)

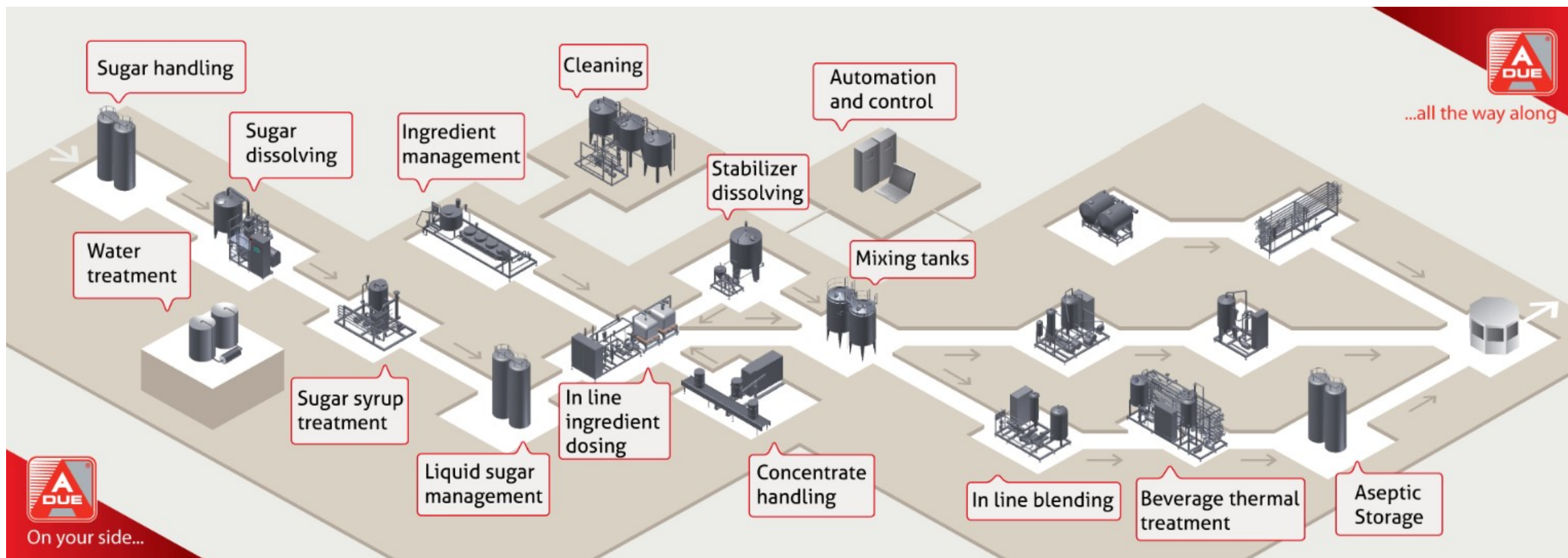


Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment



Non Carbonated Drinks





Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment

Non Carbonated Drinks



Sugar treatment

- **EASY.Dinamix** (Continuous Sugar dissolver)
- **EASY.ThermP** (Plate Pasteurizer)

Water treatment & Water recovery

- **EASY.Water** (Water Treatment Plant)
- **EASY.UF** (Ultrafiltration)
- **EASY.RO** (Reverse Osmosis)
- **EASY.RM** (Remineralization)
- **EASY.Ozone** (Ozone sanitizing)
- **Niagara** (Water recovery)

Ingredient Handling

- **EASY.InLine** (In Line Dosing and Mixing Unit)
- **EASY.Mix** (Beverage Ingredient Management)
- **EASY.Slurry** (Fruit Pieces handling)
- **EASY.Drum** (Concentrates Drums Dumper)
- **EASY.Core** (Final Syrup Preparation Unit)

Thermal Treatment

- **EASY.ThermA** (Sterilizer)
- **EASY.ThermP** (Plate Pasteurizer)
- **EASY.ThermT** (Tubular Pasteurizer)
- **EASY.ATK** (Aseptic Tank)

Cleaning

- **EASY.Clean** (Cip Unit)

Automation

- **EASY.Drive** (Automation & Scada Systems)

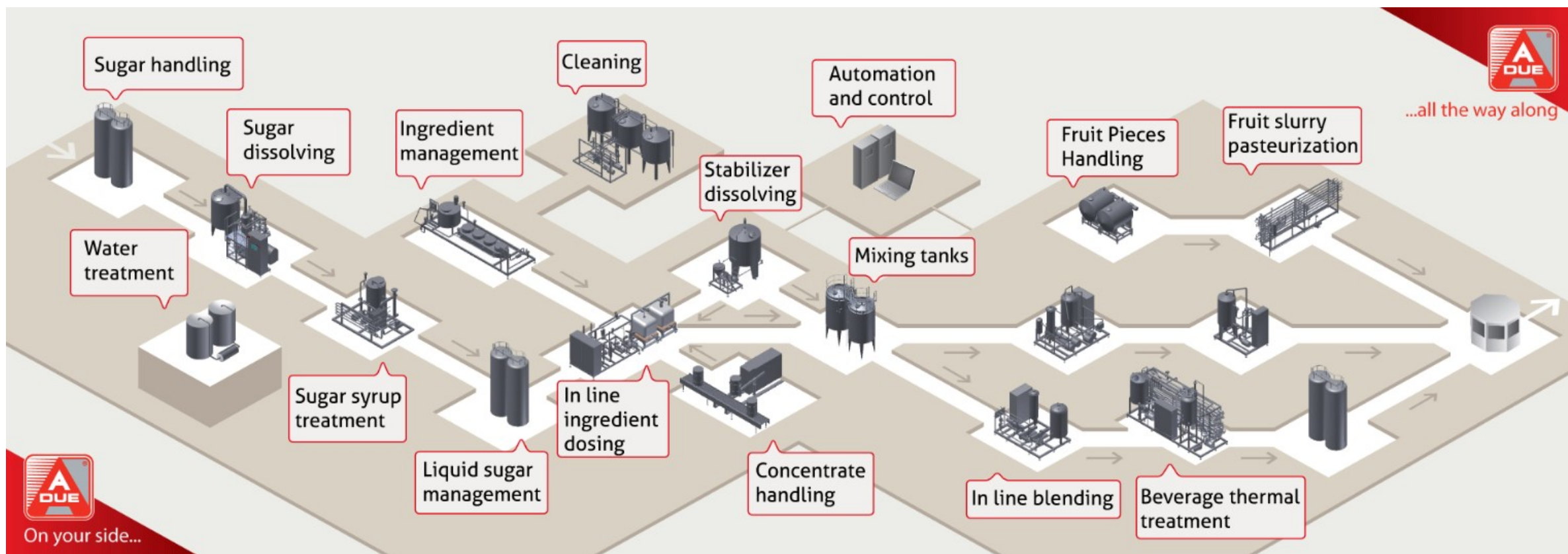


Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment



Juices with pieces





Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment

Juices with Pieces



Sugar treatment

- **EASY.Dinamix** (Continuous Sugar dissolver)
- **EASY.ThermP** (Plate Pasteurizer)

Water treatment & Water recovery

- **EASY.Water** (Water Treatment Plant)
- **EASY.UF** (Ultrafiltration)
- **EASY.RO** (Reverse Osmosi)
- **EASY.RM** (Remineralization)
- **EASY.Ozone** (Ozone sanitizing)
- **Niagara** (Water recovery)

Ingredient Handling

- **EASY.InLine** (In Line Dosing and Mixing Unit)
- **EASY.Mix** (Beverage Ingredient Management)
- **EASY.Slurry** (Fruit Pieces handling)
- **EASY.Drum** (Concentrates Drums Dumper)
- **EASY.Core** (Final Syrup Preparation Unit)

Thermal Treatment

- **EASY.ThermA** (Sterlizer)
- **EASY.ThermP** (Plate Pasteurizer)
- **EASY.ThermT** (Tubular Pasteurizer)
- **EASY.ATK** (Aseptic Tank)

Cleaning

- **EASY.Clean** (Cip Unit)

Automation

- **EASY.Drive** (Automation & Scada Systems)

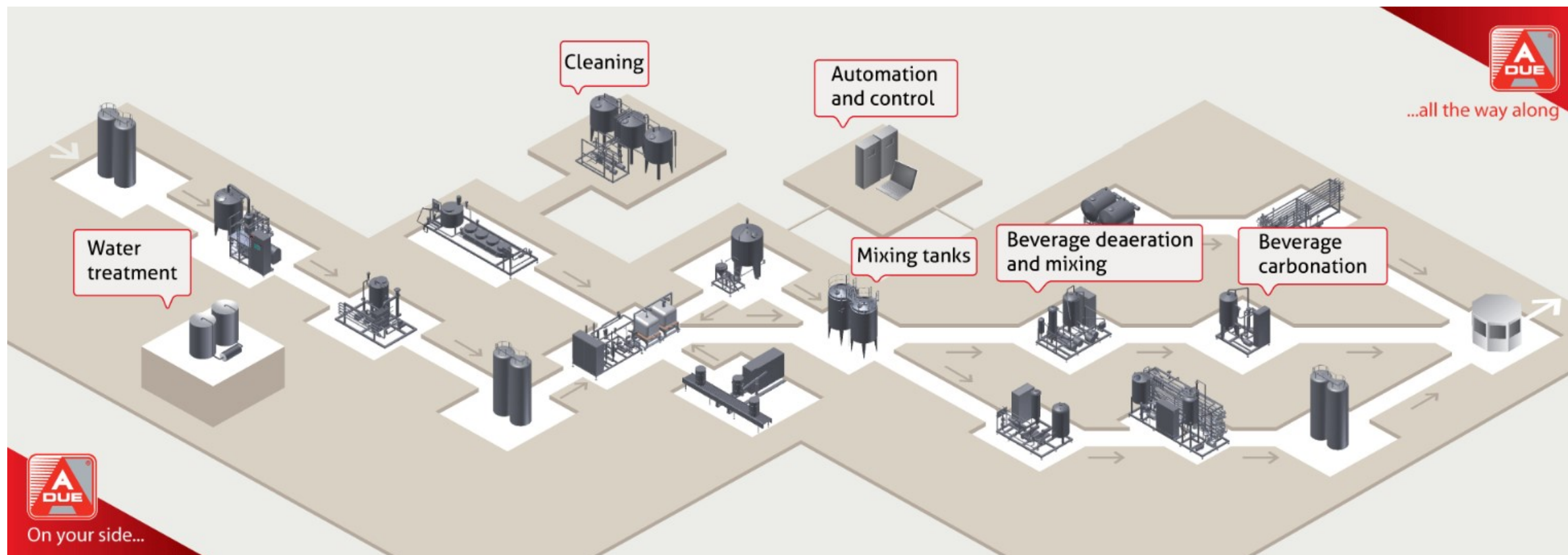


Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment



Water





Juicy
Technology
and Sparkling
Ideas

Full Range of Beverage Equipment

Water



Water treatment & Water recovery

- **EASY.Water** (Water Treatment Plant)
- **EASY.UF** (Ultrafiltration)
- **EASY.RO** (Reverse Osmosi)
- **EASY.RM** (Remineralization)
- **EASY.Ozone** (Ozone sanitizing)
- **Niagara** (Water recovery)

Ingredient Handling

- **EASY.InLine** (In Line Dosing and Mixing Unit)
- **EASY.Mix** (Beverage Ingredient Managment)
- **EASY.Slurry** (Fruit Pieces handling)
- **EASY.Drum** (Concentrates Drums Dumper)
- **EASY.Core** (Final Syrup Preparation Unit)

Final Beverage

- **EASY.Carbomix** (Premix)
- **EASY.InLine2** (In Line Blender)
- **EASY.CarboV** (Carbonation Plant)
- **EASY.CarboS** (Saturator)

Cleaning

- **EASY.Clean** (Cip Unit)

Automation

- **EASY.Drive** (Automation & Scada Systems)



Juicy
Technology
and Sparkling
Ideas

Italian by style

Smart by design

Innovative by passion





Juicy
Technology
and Sparkling
Ideas

A DUE di Squeri Donato & C. S.p.A.

Via Filagni, 1/A
43044 Collecchio (PR) – Italy
Ph. +39 0521 545011
Fax +39 0521 545099

www.adue.it



A DUE • Sugar dissolving • Final beverage storage
Emptying and mixing • Dearation and homogenization
Plant sanification • **JUICY TECHNOLOGY**
SINCE 1967 • In line blending and carbonation
Minor ingredient • Fruit pieces • Granulated sugar handling
Fruit slurry pasteurization • Concentrate handling
Control room • **SPARKLING IDEAS**
Final drink carbonation • Stabilizers dissolving
Final beverage mixing • Sugar syrup • **ITALY**
Pasteurization • Aseptic process
In line dosing and mixing • Water treatment

Thank you