

**FITRE S.p.A.**  
**BRIEF COMPANY PROFILE**



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## BRIEF COMPANY PROFILE

### HISTORY

**Fitre's** activity began in 1943, with the manufacturing of telecommunication equipment both for Power and Railway Companies. During the years, **Fitre's** activity was dedicated to several fields, which were emerging at that time. From electromechanical components, in which were the heart of telecom apparatus and systems, to heavy industrial products. Expanding gradually the sales from the domestic to the international market.

### TODAY

**Fitre** is particularly active in the development of products and systems for reliable and high quality communications for safety in hazardous industrial environments, with an important R&D Department supported by own structured Hardware and Software Laboratories.

The continuous development of its own technological skills has made **Fitre** to be able to design and put into market new industrial IP terminals with VoIP technology since the beginning of this century.

And we are always on the move...

### PRODUCTS

#### INDUSTRIAL SIGNALLING & COMMUNICATIONS

Communication systems for hazardous environments, with weatherproof and explosion-proof devices, intercom, PAGA systems and automatic digital voice announcer systems, emergency systems. Video, data and audio system integration, based on digital IP technology.

#### TELECOMMUNICATIONS

A full line of telephony products, from medium-sized PABXs and IP systems to standard and industrial telephone sets, also weatherproof and explosion-proof, surge protection devices and accessories for telephone networks.

Industrial telecommunication systems, telephony, intercom systems and emergency telephone sets.

#### ELECTRICAL AND ELECTRONIC COMPONENTS

Broad range of relays, switches, level and proximity sensors, electronic subassemblies and others.

### STRONG COMMITMENT TO CUSTOMER

The key vision which has inspired **Fitre** for more than three quarters of a century and explains its growth and soundness is this:

**"Help Customers solve their problems  
in the best possible way!"**

This continues to be the keystone of **Fitre's** steadily growing business and is the one factor which more than any other helped **Fitre** to build its fund of experience, creating skills that mean goals achieved.



## CERTIFICATIONS

The fact itself that a Company is active on the market for nearly 80 years proves a constant attention to Quality.

**Fitre** gets its Quality System certified by an independent Body.

Therefore **Fitre** Quality System is currently certified and meets the UNI EN ISO 9001:2015 rules and has been compliant with the ISO 9001 standard since 1995.

Certification of products also covers **Fitre** manufacturing activity for a wide range of Atex products.

## SALES ORGANIZATION

Thousands of satisfied Customers have learned over the years to count on **Fitre** for their electronics and telecommunications needs.

To give the best possible service,

**Fitre's** sales organization has three market-oriented Divisions.

**INDUSTRIAL SYSTEMS DIVISION aka "Fitre Sistemi"**, serving:

Heavy Industries;  
Steel Mills, Refineries, Chemical Plants;  
Power and Railways Companies;  
Companies using an independent telecommunications network;  
Shipyards, Army, Navy and Air Forces.

**TELEPHONY PRODUCTS DIVISION aka "Fitre Telefonia"**, serving:

Public and Private Telephone Companies;  
Telephone Installers;  
Most important End Users;  
Dealers.

**COMPONENTS DIVISION aka "Fitre Componenti"**, serving:

All important OEM of Telecommunication and Electronic equipment;  
Automotive accessories Manufacturers;  
Local Distributors for smaller Customers.

## TERRITORIAL COVERAGE

These are three completely independent sales and service organizations, covering all of Italy with personnel based in Milan, Rome and Venice and Agents in other large cities.

The Milan head office coordinates international activities with Agents and Distributors worldwide.

## FACILITIES

Main buildings in Milan, with offices and production units on a covered surface of 7,500 square metres (80,000 square feet).

Branch offices in Rome and Venice.

## EMPLOYEES AND SALES

Number of employees: 60

Average sales: more than 10,000,000 €

## BANK REFERENCES

Intesa Sanpaolo; Unicredit Banca; Banco BPM.



# more about FITRE

**Fitre** is a manufacturer with an enviable experience in the industrial telecommunications sector, found in a very complete and wide range of products, offering the most advanced technical solutions for communications in Transports and Heavy Industries as Petrochemical, Power and Industrial Plants and other harsh environments. That is proven by countless worldwide installations.

Strongly focussed to provide real added value and creative problem solving solutions to its Customers, **Fitre** often is partner with leading manufacturers to supply state-of-the-art products on the whole product range.

With its own Hardware and Software Laboratories, **Fitre** develops systems and equipments based on the most up to date communications technologies, both analogue than VoIP, and corresponding the most stringent certification standards.

It has to be particularly highlighted the Emergency Systems with centralised diagnostic, designed for applications in Oil & Gas Plants, Railway Stations, Tunnels and on board trains, certified according to EN50155 & EN54-16 rules.

The heart of these systems is "**Astro System Manager**", a perfect integrated digital IP system, modular and flexible for optimally managing the communication services for all these applications.

With the own specific and distinguishing flexibility, each system may be configured meeting all the Customer's specifications, even developing special functions.

**Astro** is designed for operating as a stand-alone system and

has a modern IP based digital scalable architecture, either in software and in hardware, so that it offers the maximum level of flexibility and modularity and it can be expanded just adding software functions and/or hardware modules.

A common platform for managing both Intercom, Emergency and Public Address functions: thanks to this fully exploitable system setting, **Astro** is the perfect solution to fulfil every communications demands.

Everything is designed for meeting the high sophisticated demand in terms of safety and reliability, proposing redundant as well hierarchic architectures.

If that were not enough, **Fitre** guarantees the maximum level of flexibility and integration of the system respect to the functional point of view, configuring the "**Astro System Call Manager**" according to the Customer's specifications and providing the interfaces with the external systems (also supplied by others) through appropriate standard software tools. The operator has a real-time control of the system status and he can manage even by remote, through a standard Internet connection.

Even in case of long distance connections between the LAN switch and the intercom/telephone stations, **Fitre** supports own Customers offering **ReteMatic**®, the state-of-the-art technology based on two only wires connection, for transporting either the power supply voltage and the digital SIP protocols.

To satisfy all needs, **Fitre** manufactures a very wide range of station types: flush mounting, wall mounting and desk stations, weatherproof and vandal-proof, also with the required customized keys.

# highlight



## IF-PowerDrill

The most advanced Intercom and PAGA System for exploration Drilling Rigs



## ASTRO PAGA

Public Address & General Alarm  
EN 54-16 Certification



## TASVoIP-952

Digital Emergency/Info  
Call Telephone Point



## TASVOICE 164/2

SOS Emergency call point for  
on board Railway applications



## Explosion-proof VoIP Telephone and Intercom Stations

ATEX certified for Zone 1,  
either with handset or hands-free,  
fully suitable for the Oil & Gas world



[www.fitre.it](http://www.fitre.it)



CommunicationsFirst

**FITRE S.p.A.**  
Head Office and Export Division:  
via Valsolda, 15 • 20142 Milano (Italy)  
Branch Offices in Rome and Venice

[www.fitre.it](http://www.fitre.it)

COMPANY WITH  
**ISO 9001  
CERTIFIED**  
QUALITY SYSTEM

**Contact Center**  
phone: +39.02.8959.01  
fax: +39.02.8959.0400  
email: [info@fitre.it](mailto:info@fitre.it)