





Atam. Living technology.



# Atam. Past, present and future.

## 1970

Adriano Colombo and Enzo Sartorio establish TE-CAV.

## 1975

TE-CAV becomes A.T.A.M. Avvolgimenti Tecnici Assemblaggi Milano. This marks the beginning of an important period of research into new resins that will enable the use of electrical coils at increasingly higher temperatures.

## 1979

The first wholly owned production facility is built in Sesto San Giovanni.

## 1982

The company moves to larger premises in Via Manin and introduces automatic final testing. From now on, every product is automatically checked and tested by special units that issue the test certificates.

## 1989

Inauguration of the new 2,800 m<sup>2</sup> production plant in Agrate Brianza.

## 1990

Enzo Sartorio leaves the company. Adriano Colombo changes the name of the company to Atam Windings and a new logo is created for the occasion.

## 1992

The Atam Group is established, incorporating manufacturers of complementary products for the electrical coil.

## 1993

Atam Windings obtains CSQ Quality Certification in compliance with UNI EN ISO 9000.

## 1995

Adriano Colombo is joined by his son Stefano. The company celebrates its first 25 years of activity.

## 2000

Atex certification is secured for coils used in explosive environments.

## 2003

The Quality Certification is updated to the new ISO 9001:2000 standard and an intranet network is set up to process all data and information.

## 2004

The Agrate Brianza facility is expanded with a new 5,500 m<sup>2</sup> covered area, giving the facility a combined total area of 10,000 m<sup>2</sup>. Atam Windings emerges as a significantly stronger company, capable of competing at the front line with the new market challenges.

## 2007

Integration of the CNE production lines, an internationally recognized trade mark for connector and sensor solutions, with the entry of Giancarlo Lonati onto the Atam Windings board.

## 2008

Company President Adriano Colombo transfers the daily management of the company to his son Stefano, who is appointed Managing Director. The company's quality certification is updated in accordance with ISO 9001:2008.

## 2009

The company gets through the global financial crisis without reducing the number of employees and simultaneously invests in new robotic production lines to prepare for market recovery.

## 2010

Atam Windings celebrates its 40th anniversary: the company is increasingly active and competitive thanks to new investments, the vision of the Board of Directors and the support of its employees and external partners.

## 2012

Data Matrix, an innovative system allowing full traceability of products, is introduced into production.

## 2013

Atam Windings combines all its products under a new brand name, updating its image and changing its name to Atam S.p.A. Atam (UK) Ltd established to exploit market opportunities in the UK.

## 2014

Atam opens a production plant in Asia to support the local demand for products with highly technical/qualitative content with fast logistics and competitive economic conditions.

## 2016

The goal of compliance with Industry 4.0 is pursued with new technological investments for a fully automated and interconnected production system.

## 2017

In the drive to ensure company operations that are unconditionally respectful of the environment, Atam S.p.A. secures ISO 14001 certification.

## 2018

Atam's growth is consolidated with additional increases in sales: confirmation of the recognition, by an ever larger number of customers, of the company's superior quality and service operations that are always attentive to the needs of each specific application.



Atam is a private company with a youthful and highly motivated management team, oriented towards the internationalisation of an Italian brand.

Atam. Always on top.

*Since its beginnings in the 1970's, Atam's extraordinary trajectory has been possible because of the people, ideas and innovations that have written the pages of our success story.*





## Created to grow.

In 1970, Adriano Colombo and Enzo Sartorio saw an opportunity in the market for the requirement of industrial coils and established TE-CAV, primarily to serve solenoid valve manufacturers. The company soon became a point of reference in the sector and, thanks to generous investments in research, capital equipment and personnel, it garnered acclaim and built its reputation in the market. Today Atam is a private company with a youthful and motivated management team that is constantly focused on the internationalisation of a major Italian business. Atam's management proceeds on its path of success, focusing its resources and energy on responding to the complexity of a constantly evolving market.

And with the same energy and enthusiasm, Atam is constantly adapting its production and plant to meet future challenges with technologically advanced high-quality products, leveraging its hallmark propensity to grow alongside its customers and to adapt to meet the most complex normative applications. With this spirit of innovation, Atam has anticipated compliance with emerging Industry 4.0 and Full Traceability strategies. The results are evident by the large number of systems implemented for the supervision and safeguarding of production during all operational processes, from the drawing board to the final testing stage, following quality management strategies employed in the automotive industry and the world of off-highway vehicles.





## The Headquarters. Heart and lifeblood of the Group.

Atam is based in Agrade Brianza, at the gates of Milan on the Milan-Venice motorway, with easy access from the international airports of Linate, Malpensa and Orio Bergamo. The recently built production facility has 5,500 m<sup>2</sup> of floorspace and a total site area of 10,000 m<sup>2</sup>. The facility includes the management offices, the entire organizational, technical, commercial, and administrative departments, a test laboratory, the machine tool department and part of the production unit. Additional production units are located outside the Agrade Brianza site.



## Atam. A major Italian group with a market-oriented technical vocation.

Atam is the core company of the Group of the same name: a synergetic organization combining several specialised production centres creating complementary products. The Atam Group produces technically advanced solutions for various industrial sectors, distributed through a global network.

The product range includes electromagnets, encapsulated coils, actuators, sensors and industrial electrical connection systems. These exceptionally high quality products are used in the fields of hydraulics, pneumatics, refrigeration, gas, steam, home appliances, the automotive industry, packaging, material handling, machine tools and sensors.





The Taiwan site.  
Created by Atam  
to serve  
the Asian market.



## The new Atam plant in Taiwan. Full automation... in Asia too.

Today, Atam's second production unit, in Taiwan, is serving the Asian market with top quality products: hi-tech solutions supported by a lean logistics structure, conceived in order to meet the needs of local manufacturers and European customers with production plants in the area. The production model is based on the established system employed in Italy: technical quality and organizational efficiency combined with modern industrial automation lines, capable of producing both high volumes and small custom made series with extremely competitive pricing.

Highly experienced managers and skilled staff in the Taiwanese factory work in synergy with the centralised design department in Italy, making use of a localized supply chain that assures exceptional efficiency in the pneumatic, hydraulic and process solenoid valve markets.







## A broad and diversified offering for all application requirements.

Atam products are used for the control of fluids, such as gas, air, water, oil and steam. The product range includes: encapsulated coils, on-off and proportional solenoids, explosion-proof solenoids, female connectors and male sockets in compliance with EN 175301-803, M8 and M12 circular and panel-mounting connectors, magnetic sensors for pneumatic cylinder control, digital pressure switches and pressure gauges. A broad and complete product range addressed to a large number of leading international companies operating in many different market sectors.

## Tailor-made solutions, for complete customer satisfaction.

In addition to standard products, Atam listens to the needs of customers and works with them in a co-design format to develop products that are tailored in accordance with the individual and specific requirements of the various sectors and of homologation organizations all over the world. Atam can develop, coordinate and manage know-how and structures to meet the needs of users with very high expectations, in terms of performance, aesthetics, and economy of the product (coils, solenoids and industrial connectors). Continuous investments in R&D allow Atam to keep at the forefront of the sector and retain its recognised position as international market leader.



## The Certifications. The rewards of constant commitment.

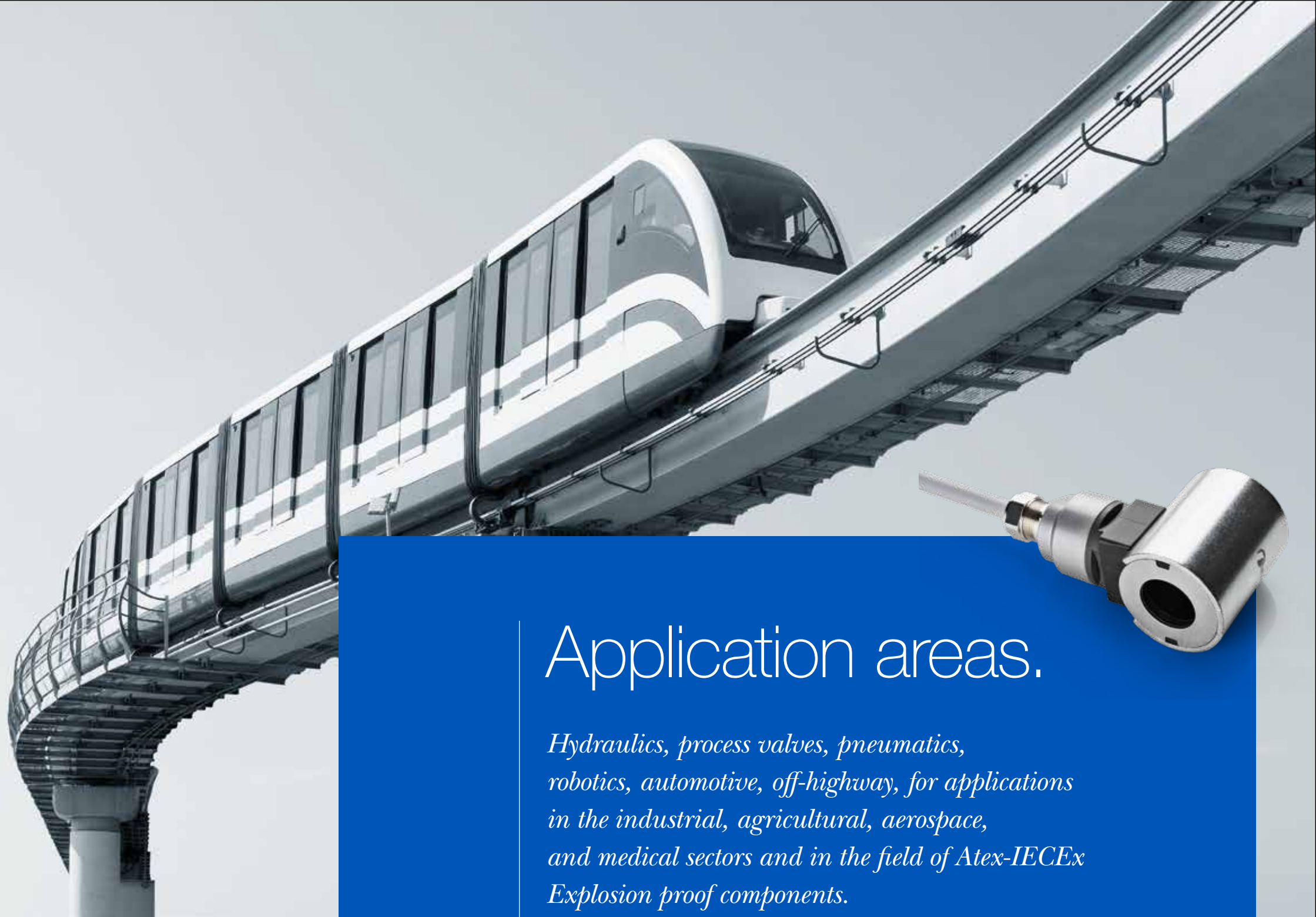
*Confirming the validity of our ideas and values.*

*We're ready to share all the benefits with our customers.*

Atam is ISO 9001 and ISO 14001 certified. Because of the attention we devote to quality and the environment and the passion we devote to our work, back in 1993 Atam was one of the first companies in Italy with less than 30 employees to obtain this important certification. Currently, Atam has certified its quality management system in compliance with ISO 9001 and EN 80079:34 (Atex) and its environmental management system in compliance with ISO 14001, keeping the certificates constantly up to date in line with periodic revisions of the two standards. Atam also produces homologated solenoids in compliance with VDE and UL standards, the ATEX directive and IECEx international certification.







## Application areas.

*Hydraulics, process valves, pneumatics, robotics, automotive, off-highway, for applications in the industrial, agricultural, aerospace, and medical sectors and in the field of Atex-IECEx Explosion proof components.*





*The Atam  
production process.  
Quality  
in every aspect  
of production.*



# The design department. Research, development and solutions.

*A staff of expert engineers and researchers,  
working together with the design teams of Atam's partners,  
customers, suppliers and associates, analysing requests,  
from the embryonic stage, and transforming them into products  
and industrial solutions.*



The Atam R&D department studies and designs both standard and custom products, providing an accurate response to the most exacting demands of users, with constant attention to qualitative, production, logistics and economic factors.

Special care is taken in the study and construction of moulds and tools, of dedicated machines, and in the choice of product construction materials, to create a solution that provides an optimal response to the customer's expectations and needs, to the prescriptions of standards, and to the requirements of Atam's production departments.

And that's not all: again, with the aim of guaranteeing complete customer satisfaction, Atam cooperates closely with the end user right from the drawing-board stage of any new project, carrying out painstaking research into performance, materials and production techniques.

This is another factor explaining Atam's ability to offer products that fulfil the requirements of the main national and international homologation organizations and also to assist customers throughout all stages of the certification process of their devices.





# The Testing Laboratory. Accuracy, competence, reliability.

*Where each product is tested and validated to ensure  
a consistent offering of efficiency, durability, absolute safety,  
certified functionality and compliance with the applicable  
standards and directives.*



The Testing Laboratory plays a key role in guaranteeing the utmost quality in each stage of the production process. This includes the execution of tests to establish resistance strength, turn-to-turn insulation, insulation to ground, and inductance, with the ability to check transients, monitor temperatures, the residual magnetic value, the capacitance value and force-stroke graph of electric actuators as well as the response time of solenoid valves, and spectrographic analysis of materials.

The Laboratory is also fully equipped to carry out thermal cycles and operating life tests in environments at various temperatures and humidity levels. All the test equipment is managed by a central computer that interpolates the data and produces specific certificates showing the values measured during testing.





# The Machine Tool Department.

*Simply indispensable.*

*An example of perfect coordination:  
a key department in creating a flexible  
and high speed production process.*



With a strategy of complete production integration, Atam is equipped with a modern in-house machine tool department that handles the design, construction and maintenance of moulds and tools. The machine tool department is indispensable in allowing Atam to operate flexibly and solving any production problems rapidly.

The Tool/Equipment Design department works in close contact with R&D, external workshops and supplier partners, to engender efficiency throughout the process in order to obtain a construction plan with the maximum level of certainty before proceeding to final production. The Machine tool department also provides rapid responses to support requests related to production moulds, tools and machinery.



Incoming Goods Inspection (IGI) including Raw materials, Components and Intermediate products. The first step towards excellence.

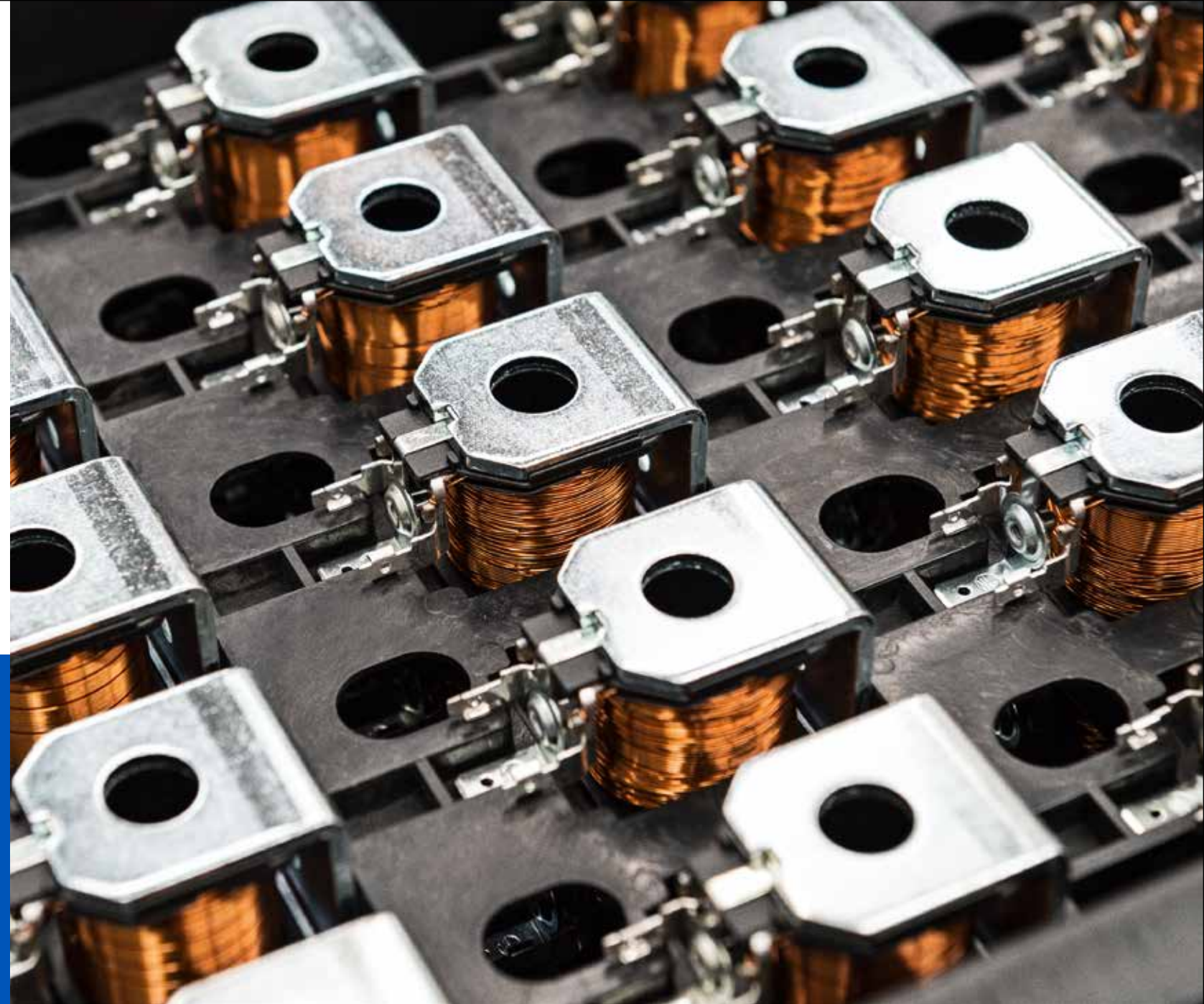
*To constantly guarantee finished product quality, there can never be enough preliminary checks.*







Before the production stage, all components and intermediate products (complete with accompanying analysis certification) undergo stringent checks on arrival in compliance with clearly defined Acceptable Quality Levels (AQL). These procedures are carried out using computerised and conventional metrological/electrical instruments, all of which are subjected to constant checking and calibration. Atam uses only top-quality raw materials from leading national and international suppliers, with each consignment accompanied by analysis certificates that are likewise vetted in the IGI procedure.

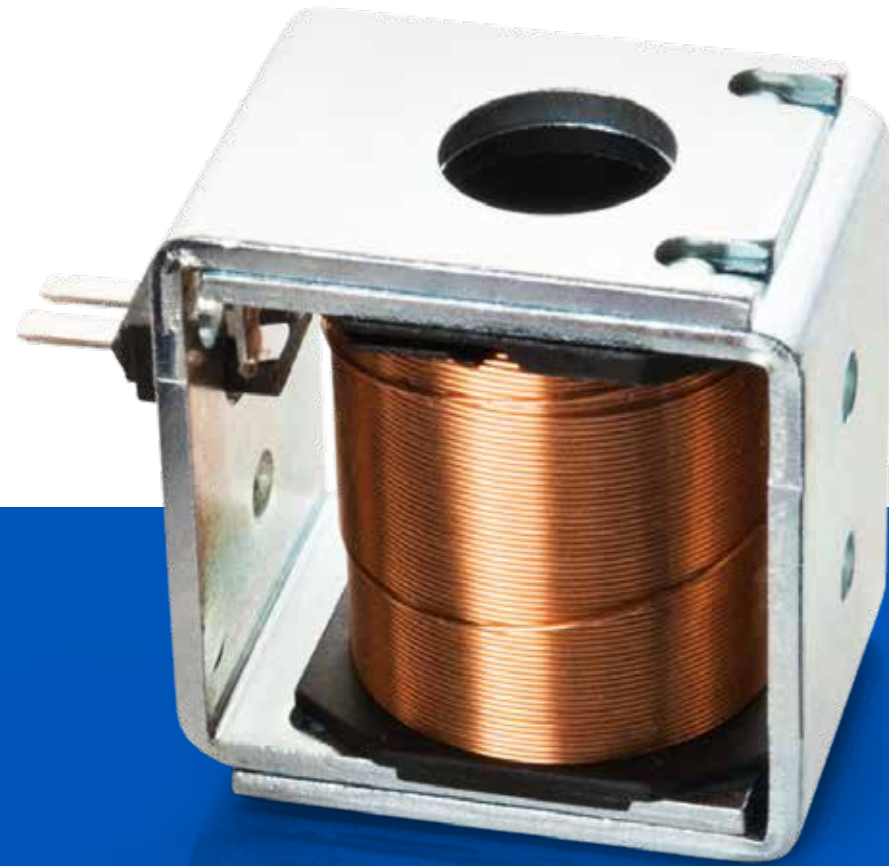




The Winding and  
Soldering Department.  
Manual and automated  
procedures,  
in perfect harmony.

*Man and machine together, working in perfect harmony.  
Just another facet of true quality.*





Atam uses highly automated machines for winding and soldering operations. Special care is taken when mounting the magnetic structure, sometimes using manual procedures, to ensure that these operations are kept within the correct conformity parameters. Regular in-line monitoring guarantees consistently high mechanical and electrical quality throughout all production stages.

The same attention is given to the materials forming the winding support (bobbin), which have to withstand the stresses produced during winding and, at the same time, resist the high temperatures resulting from the encapsulation process and from actual operation of the solenoid.





Connector Assembly.  
Automation and checks  
for ultra-efficient production.

*Only world class machinery to make the finest products.  
As confirmed by Atam's results, day after day.*





Atam is equipped with advanced automated lines for both component production and quality control, capable of handling a complete range of connectors for solenoid valves and sensors.

Global product quality is guaranteed by reliable, versatile and innovative transfer machines, equipped with inspection stations that check each component and ensure it is correctly assembled. This organizational approach has allowed the Atam brand to assume a position of world leadership in the field of industrial connections.

# The Plastic Components Moulding department.

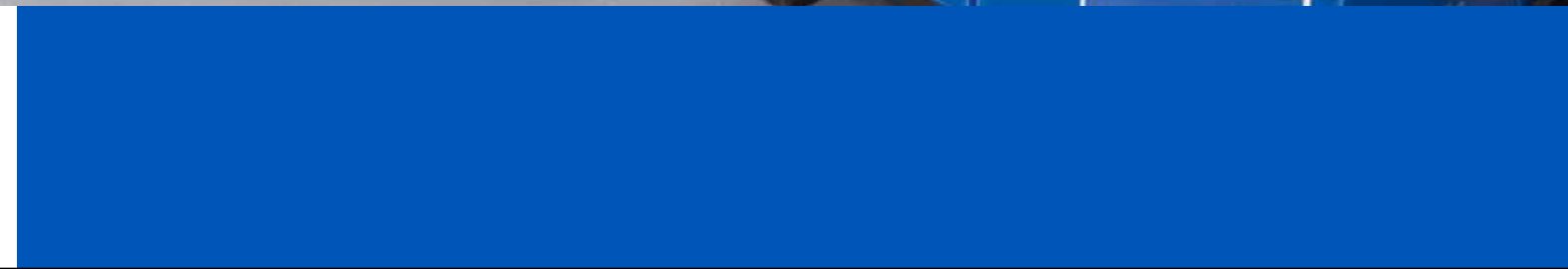
*The latest automation for the production of technical components.*







The plastic components moulding department is equipped with the most advanced automation systems available on the market. This division features widespread use of lean manufacturing processes plus data networking, all of which are key aspects of Atam's manufacturing philosophy. The department's internal management system is a key factor in our just in time production process.







The Encapsulating  
department. Technology  
and aesthetics.  
Strength and safety.

*Form is function. It's essential! That's why, together with the  
technological content, Atam also takes care of the aesthetic details.*





In the Encapsulation department the semi-finished product is over moulded with suitable resins to create the appropriate covering in both technical and aesthetic terms. The use of advanced electronically-controlled machinery enables Atam to offer and use a wide range of resins to satisfy each specific requirement of our clients.

The problems of obtaining higher power with ever smaller external dimensions have led Atam to carry out endless research and to test resins that perform better at high working temperatures while being simultaneously capable of withstanding humidity and atmospheric agents in general.

Atam uses only materials with high resistance to wear and tear, such as epoxy resins, polyamide resins, polyester thermoplastic resins, polyarylamide-based resins and special thermoplastic resins with a phenyl polysulphide base. Special attention is paid to the choice of resins used in potentially explosive environments and for applications subject to local regulations such as UL, CSA, VDE and EAC/GHOST. The encapsulation of connectors is carried out using the most technological engineering polymers on the market in order to guarantee the maximum level of resistance and durability of the connections, with special attention devoted to the degree of impermeability through time.





Final Tests.  
Thoroughness  
and professionalism,  
for certified guarantees.

*Where Atam's perfection-based focus  
is confirmed, for every single part.  
In a stringent, precise and almost obsessive manner.*



The final Quality Control department is particularly important. Here, with the aid of fully automated computerised machinery, Atam's entire production range undergoes stringent testing to check the winding resistance, ground continuity, polarization and cut-off voltage of any suppressors, copper wire insulation (surge) and current absorption of each individual component.

This department is staffed by highly qualified and attentive personnel who carry out a meticulous visual inspection of each individual product. Furthermore, via an internal computer network connected to the testing machine the test officer displays the drawing of the product being tested so that compliance with the original project can be checked at a glance.

All the necessary identification marks are applied only once product conformity has been established.

The markings in question include a QR Code and Data Matrix showing the references that allow users to connect to the Atam Database in order to obtain Full Traceability.







# The Warehouse. Automated processes and ultra-efficient logistics.

*Orderly and rapid management: the basis  
of smooth productivity and impeccable supply capabilities  
in terms of speed and precision.*





Atam has a well-stocked warehouse of around 800 m<sup>2</sup> for raw materials, components, intermediate and finished products. All the material is bar-coded to ensure rapid distribution and despatch to the various production units and clients. Each process is automated and centrally controlled by a computer network, with the aid of operators' individual hand-held terminals. The central warehouse has also been supplemented by an automated vertical warehouse for moulding tools, designed to minimise production lead times.







The Atam lecture room hosts periodic training courses designed to update technical know-how and enhance the specialized skills of personnel. The courses present a valuable occasion to share projects and communicate development and consolidation policies and an upskilling opportunity available to all personnel to upgrade their professional profile.

The lecture room.  
Investing in training  
to prepare for the future.



*Acknowledging the importance of training  
is a key marker that identifies companies  
that look to the future and harbour potential  
for development.*

*Atam is well aware of the significance  
of training activities, so we make sure  
we take all the appropriate steps.*



The ability of a company to create an environment in which personnel can live and work in harmony is directly correlated with the space dedicated to breaks and periods of relaxation and recovery. A space that helps to build the group and foster team spirit. That's why Atam has created a fully equipped leisure area, to provide all personnel with the opportunity to kick back and relax.

## The recreation room. Not just work, for a people-friendly environment.

*An additional demonstration of the attention  
Atam devotes to its people, to create the best possible  
atmosphere within the company.*

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Acknowledgements: thanks to all Atam S.p.A.'s staff and external partners.

Published by: Frova, Castori e Solcia - Milan

Photography: Gianmarco Grimaldi, Guido Barbagelata

Printing: Verga Arti Grafiche srl - Macherio (MB)





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