

**Sergio Gnutti**

2014 has got off to a good start for Eural Gnutti, a producer of bars, pipes and section bars in differing aluminium alloys, of long standing: “The first quarter has gone well, we are recording an upward turn as against the same period last year” states Sergio Gnutti, president -. Said growth rewards the investments made in new machinery and technologies in critical times. We installed a 5500 ton press in 2008 to produce bars enabling us to optimize the production process in the last four years”. The aluminium alloy bars – round, square, hexagonal, flat, extruded and drawn – represent 80% of the production and are earmarked above all for the automotive market, a high value added industry, as well as the sector of precision mechanics, safety, hydraulic and pneumatic industrial systems, in addition to other products from a wide range, such as section bars and heat sinks, whilst the rest of the production

with these major groups, that place maximum trust in us. A trust built up through the years which we have never come short of”. The enterprise aims at extending its range to satisfy specific market niches, such as pneumatic and hydraulic. It likewise continues its expansion abroad: new offices and a warehouse are scheduled to be opened soon in the States. “A good entrepreneur must be familiar with the mentality, habits and customs of the international customers it deals with. Tact and in-depth knowledge of a product such as ours, aluminium, is needed having exceptional properties and potentialities that not everyone appreciates”, explains Sergio Gnutti. Far-sightedness is therefore called for, sense the customers’ requirements, perceive market trends. But this is not enough. One needs to be competent. Simply. “Competence is certainly demonstrated by the excellence of the products, but also by the

explains the president. Eural Gnutti has created a special catalogue to this end, providing customers with a detailed data sheet giving all the parameters they require for each alloy. International standards in fact leave ample margins of variability to the manufacturers for the production of each alloy. In practice this implies that the mechanical characteristics of a certain alloy could present considerable differences, with effects not always tolerated by the end product. “Here in Eural we have formulated a code which, complying with international standards, narrows down the oscillations in the same alloy to a greater degree, assuring a constant product homogeneity as time passes and aimed at continually achieving the best mechanical characteristics”. We interviewed Sergio Gnutti in the headquarters at Rovato, but we cannot do without mentioning the Pontevico plant, result of a long experience and

# Masterpiece alloys

## Continual search for excellence in the aluminium unfinished product industry

is based on profiles. “Ours is an enterprise strongly oriented towards the high added value and has always invested in new technologies to produce a technologically cutting edge and economically valid niche product, excellent example of that “technological Made in Italy” exported throughout the world”, points out the president. There is nothing standard about Eural Gnutti production and the scrap rate is practically zero. The business has been a strategic supply contractor to world famous international corporations for some time now: “You do not become a strategic supply contractor by chance and by improvisation - emphasises the president -. More than suppliers we are effectively partners in developing a series of projects

quality of services, reliability of the working team and the continual presence of the owner in the company. There is no way of cheating” declares Gnutti. The leitmotif of the entire Eural Gnutti business is, precisely, aluminium: with its ideal combination of numerous properties, such as lightness, malleability, resistance to corrosion and electricity and heat conductivity, aluminium is used for all kinds of modern industrial applications. What is more aluminium is easy to work and some of its alloys have a shaving ability even comparable with that of brass. But however selecting an alloy for a certain project is not that easy. “Selecting the most appropriate alloy is an important step, which can also be crucial for the success of a product”

continual development in the process of melting aluminium alloy by plastic deformation. This plant adopts the latest melting and casting technologies, with processes continually monitored throughout the entire production cycle. There is a true strategic, high-tech universe in and around the number one in extruded unfinished and drawn aluminium alloy products: with over 400 employees in an area covering a total of 400,000 sq m, a turnover impervious to the crisis, Eural Gnutti is ready to pursue its course with optimism. “Always with maximum competence and face to face dialogue with customers, in all the markets, to find the most appropriate solutions for their requirements” concludes Sergio Gnutti.