



Sergio Gnutti

Aluminum is our alloy

Focusing on research to ensure an unbeatable product

A 207 million euro turnover, which recorded an increase of 7% in 2014; recently renovated plants operating at full speed, approximately 450 employees between the headquarters of Rovato, the plant of Pontevico and a subsidiary in the US opened a short time ago, to conquer the American continent. These are the latest news from Eural Gnutti, an enterprise always in the forefront in the manufacturing of bars, tubes and profiles different aluminum alloys. This is a company whose history is rooted in the past of a long family tradition in the field. In fact, since 1968 Eural Gnutti produces semi-finished aluminum products and holds a world leadership position in the field of bars, tubes and profiles in aluminum alloy, primarily produced for the automotive market, precision mechanics, safety plants, hydraulics and pneumatics, to which the company from Rovato also offers other products such as heat sinks. “However, the story of Eural Gnutti has even more distant origins. It was my grandfather who founded Trafilerie Carlo Gnutti back in 1948, producing mainly brass and of course aluminum, which was a revolutionary material back then, such titanium may be today – says Mr. Sergio Gnutti, President and owner with his brother Giuliano, who was also the founder of the enterprise with his father Oreste.

On the other hand, Eural Gnutti is located in an area around Brescia which has been traditionally devoted to metalworking. The industry structure in this region is divided in many productive sectors and includes both companies that build machinery and mechanical appliances, and companies that deal with the fusion of metals and produce iron, steel, aluminum and alloys; additionally, there are the

companies that process the metals: from forging, to deep-drawing, to the treatment and coating phases. Within this district operate companies that are established at international level,

and Eural Gnutti is one of their leaders. The ability to understand the needs of international markets, translating them into new products and services to meet the always more stringent needs of the global customer has always been a characteristic of Eural Gnutti. This quality was already present and well defined in the Dna of this firm, as its history confirms. At the end of Sixties, in fact, Eural Gnutti abandons the brass industry to focus exclusively on aluminum. “I was only nineteen when this entrepreneurial path started, whose continuity is ensured by constant investments in new technologies, facilities, offices and resources to create exportable, high added value products”. The company offers a reliable

**close
up**
text by
Elena Marzorati
photo by
Elisa Casanova

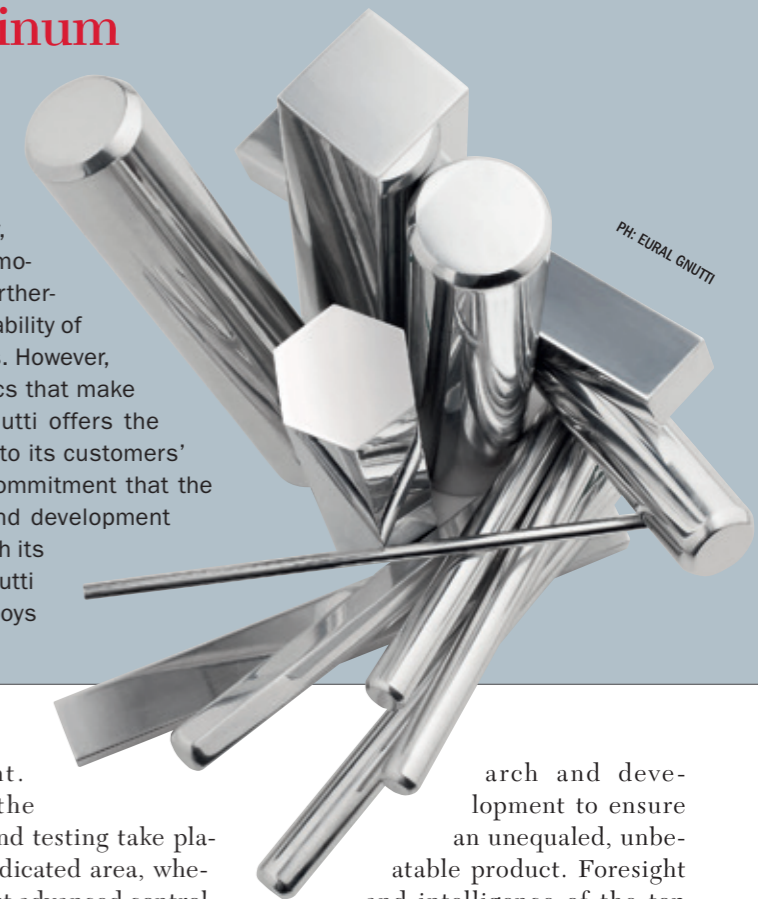
The philosophy of the high added value

A company that proceeds on its way, staying strong on the markets over the years, immune to the crises that cyclically hit the world economy... it comes natural to ask what is the true strength and the entrepreneurial vision behind it. Obviously, it's on Mr. Sergio Gnutti to explain this vision. "Our company aims at high added value, and has always invested in new technologies to achieve a product exportable around the world - , says the President -. The turning point for Eural Gnutti took place when we decided to devote exclusively to the high added value applications, excluding the more common ones, such as those typical of the construction industry. Another key ingredient to constantly stand out on the markets is to focus on research and innovation, to ensure a unique and unbeatable niche product to customers around the world". Even in years of great crisis for the entire global economy, the Brescia company has invested millions of Euros to implement its plant in Rovato, as well as to double the production plant for billets in Pontevecchio - where a new, technologically-advanced furnace has been recently built, too.

advising service for the selection of the most suitable alloy in each application. "Since our range of alloys covers 99% of applications, we collaborate with the customer so that he may choose the one that best suits his goals. To rationalize costs we do not continuously create new alloys: those already available meet the needs of most customers. Our clients can count on a staff that lived on 'bread and aluminum' since its founding, hence with an experience and a know-how above the average, capable of advising in the most competent way" declares Mr. Gnutti. With its enormous wealth of experience and knowledge, this Brescia-based company aims at ensuring excellence in the production of alloys for all applications and all markets. The bars at Eural Gnutti are made with all kind of alloy, from the most popular, to the most recent, to the en-

The ductility of aluminum

The main protagonist of the entire activity of Eural Gnutti is aluminum. "With the optimal combination of a number of properties, such as light weight, formability, corrosion resistance and the electrical and thermal conductivity, aluminum is used in various applications of modern industry", they explain at the company. Furthermore, aluminum is easily workable, the machinability of some alloys is even comparable to that of brass. However, each aluminum alloy has its own characteristics that make it suitable for specific applications. Eural Gnutti offers the most suitable aluminum alloys from extrusion to its customers' different areas of application. The constant commitment that the Rovato company always puts into research and development led to the evolution of new alloys for lathes. With its high level of experience and know-how, Eural Gnutti guarantees excellence in the production of alloys for all applications and for all markets.



The Rovato plant



The Pontevecchio foundry

vironmentally-friendly, that follow the requirements of the restrictive RoHs and Elv European directives. One highlight is the facility of Pontevecchio, the result of a continuous development in the fusion activity of plastic processing aluminum alloys: the latest casting and fusion technologies are used and monitored for the entire duration of the productive cycle. The billets produced for the firm's own requirements supply the extrusion presses for bars at the production plant of Rovato. Typical characteristics of the bars by Eural are the high degree of workability and the uniformity of the high mechanical property. The latter is a feature that meets the high quality standards required by customers around the globe. Eural Gnutti offers a wide range of extruded for industrial use to prestigious companies that operate at high levels of technology. The extrusion, central stage of the whole production process, is customized for each product with a specific heat

treatment. Finally, the analysis and testing take place in a dedicated area, where the most advanced control instruments are used. A strong point of the Rovato company is the complete dedication of its team, and the sharing of objectives. The sales force regularly travels around the world to present our product range. This is a collective effort rewarded by the turnover data, as we have seen at the beginning of this article. "We are still a family business, our speed in decision-making is a feature that rewards us, alongside the passion for this work. We realize a highly



specialized product, for a niche of the global market: so far, we have been able to identify this segment on an international scale and we will continue to do so" says the President.

Eural Gnutti offers therefore a product so specific and of high quality that has not, in practice, any competitor. The secret? Always focusing on re-

search and development to ensure an unequalled, unbeatable product. Foresight and intelligence of the top management, therefore, are at the basis of the international success of Eural Gnutti, along with the involvement the entire staff: not by chance, the company well inaugurated year 2015 and proceeds with firm belief on the road of constant innovation: "The new generation in the company is already active - concludes Sergio Gnutti - new blood to look to the future with even more optimism".

