

EVERYTHING FOR PLASTIC PIPES





Sica SpA is a globally renowned Italian producer of downstream equipment for plastic pipes. Its wide range of products includes haul-offs, saws, bellling machines, packaging machines, automation and ancillary equipment. Eugenia Fiusco talks to managing director, Ms Valeria Giacomoni, to find out more.

SICA SpA was established in 1962 by Mr Osvaldo Giacomoni, together with other shareholders, to produce aluminium fixtures. The founder, who was a surveyor, soon realised that the first company to invent an automatic machine for socketing plastic pipes would be very successful. “He realised that the possibility of creating conduits by assembling pipes would have made a huge difference in the industry and brought a rise in profits,” explained Ms Valeria Giacomoni. In 1967 the first socketing machine was created and quickly became a big success in Italy and Europe. Later on, haul-offs and saws were produced to further meet market demand, and a strong focus on internationalisation and customer satisfaction became the driving force behind Sica.

Products and applications

Today, the Italian company manufactures a range of machines including haul-off, saws, bellling machines, packaging machines and auxiliary equipment. The socketing machine was soon introduced to a nearby Italian company and a fruitful collaboration started. The German market was particularly receptive to Sica’s products.

“This collaboration helped us shape our business attitude, which is based on delivering high quality products, integrity and reliability,” said Ms Giacomoni. “The company kept growing and today we export 95 per cent of our products to 108 countries. This is also the reason why we managed to survive during the difficult times of the economic crisis. We also

take care of the end-of-line production with our packaging machines. We believe they will be a big part of the future of the company and we are investing in their development. Sica SpA does not manufacture the extruders that are used in the production of pipes. This means that among our customers there are both extruder manufacturers and pipes manufacturers.”

Sica’s machines are used to process pipes with applications in agriculture, electrics and construction.

Geographical coverage

Sica SpA is still located where the very first plant was set up in 1962; that is, in Alfonsine, in the Italian province of Ravenna. The site benefits from the fact that it is situated on a vast piece of land that can be converted into more facilities for future expansion. “Furthermore,” added Ms Giacomoni, “a few years ago we opened a company in India that manufactures for the Indian market and other developing countries.” She confirms that in the future the company will focus on greater specialisation in plastic pipe industry sectors rather than concentrating on new acquisitions or building sites.

“In particular, our main geographical markets are South America, Australia, Russia, eastern Europe, Turkey and Iran – even though the recent embargo has put a strain on our relations with the last,” she said. “However, we believe that Iran will be one of the countries ready to invest once the situation improves.” ▷



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The difference is in the details...
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The mission chosen by Utensileria Lughese is that of being ready to manage change, in other words to be able to respond quickly, providing quality and service, to the increasingly complex needs of clients who no longer just demand products but solutions and no longer just need suppliers but partners. In order to win this challenge, Utensileria Lughese has decided to focus on a staff of 25 highly motivated people, with a high level of technical training and who are continuously kept up-to-date with new developments, as well as on a customer-service oriented organisation. In addition to this, over time the company has selected the most reliable brands present on the market and has especially counted on its membership of the Consorzio Distributori Utensili (CDU) (Tool Distributor Consortium), which for over 20 years has brought together the best qualified dealers at national level.

In 1994 Utensileria Lughese moved to its new site, where it still is today. This rational and modern facility occupies an area of 3200 sqm and houses the tool warehouse, the tool machine warehouse, offices and a showroom area; alongside being equipped with the most modern equipment for the stocking of the over 30,000 products that it manages.

A deep knowledge of the various production processes and an experience of almost 30 years in the industrial distribution sector have allowed Utensileria Lughese to carry out a careful selection of its own suppliers with regard to reliability, product performance, comprehensive service, innovation and competitive value for money. In this way, over time the company has developed a wide range of brands and products, which fulfill all the needs of a modern manufacturing company.

An effective IT system is used throughout the production cycle, with one person solely dedicated to the information systems, thus ensuring quick retrieval of information and optimised order processing times, in line with current customers' needs.

Utensileria Lughese obtained the UNI EN ISO 9002 Quality System certification for the tool sector in 2000, choosing quality as the basis for its work. This choice translates into important advantages regarding service and represents an added value available to customers on a daily basis.

Research and development, which focuses on allowing clients to save time, is an added value and therefore has always been central to our strategy. In 2011 we were the first company in the industrial distribution sector to implement a tablet application for our commercial executives. Thanks to this project we won the Bologna SMAU award in 2013 and we were amongst the finalists for the Milan SMAU. This is a simple and easy way to bring our company system inside the workshop and on-board of machines, to be an ever more reliable and competent partner for our clients.

In fact, since the very start, Utensileria Lughese has been focused on the challenges that the continuous technological evolution imposes on entrepreneurs. This is the reason for which over time we have looked for new markets and commercial channels and, even today, we are continuously looking for new products and services that are able to increase the competitiveness of our customers.



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Who we are

F.lli Montanari D&D snc has been operating since 1961. The company specialises in made-to-order mechanical carpentry and works in partnership with machine manufacturers.

F.lli Montanari D&D snc pursues a relationship of trust and open collaboration with its clients, aimed at creating the best possible synergy and becoming a valid partner in a short time. This approach allows the company to grow with its clients and to establish long-lasting relationships with them.

Thanks to the professionalism and confidentiality with which the company handles the technical information (engineering drawings), F.lli Montanari D&D snc has amongst its clients other mechanical carpentry companies. This is proof of its willingness to fulfil specific needs thanks to confidentiality or exclusive contracts. Trust and consistency are the main features of our relationships with our customers. Processing speed and a high qualitative level have always been at the basis of our production philosophy. The continuous growth which has accompanied us over the years represents its natural development. When requested by our clients, we are able to carry out assembling of pneumatic or oleo dynamic systems within our company.

Awards and prizes

We have received two awards from the Ravenna CNA. The first one, "Repertorio Imprese Eccellenti" (List of First-Class Companies) was assigned in 2009 for "relationships with clients, suppliers and managing procedures". The second prize "Laboratorio per l'Imprenditorialità" (Entrepreneurial Spirit Workshop) was awarded to us in December 2012 and was aimed at companies' innovative projects, in collaboration with Florence University, Ecipar and Ravenna CNA.

.....In our company taking risks is fundamental. We differentiate in order to be more present on the markets and sometimes change our habits and working methods, eventually observing problems from several viewpoints in order to find targeted solutions.....

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Founded in Taglio Corelli – Alfonsine near Ravenna in 1995, APodeschi s.r.l has become an important reality in engineering carpentry and mechanical constructions, based on customer's projects and designs.

Thanks to the thirty-year experience of the owner in mechanic, the company was able to apply this in the agricultural area. We have developed innovative equipment for the automation/mechanization of the drip irrigation (thin and thick dripperlines), always more common in agriculture.

In 2008, we have taken over a company of rubber vulcanization applied in different areas, including engineering.

The constant attention to Customer needs, has always been the foundation of our philosophy.



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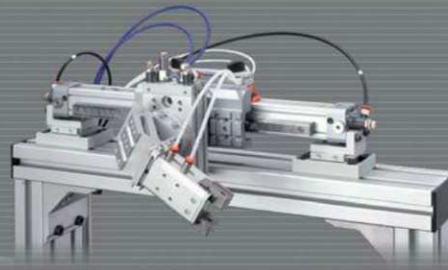
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APO FLUID FORCE

APO FLUID FORCE, standing out for its reliability and competence, comes from a long tradition in the distribution & in the engineering. It's located in the region of Emilia Romagna, easily accessible location from Italian motorways.

It was founded in 1970 and became a BOSCH supplier in 1980. Its core business consists in the provision of customised and integrated solutions in accordance with customers' projects.

It's now in its second generation of business and it's specialised in the distribution and supply of industrial production and automation, fluid control and technologies of transport.

The two production & distribution plants, which total surface values around 5600 square meters, are located in Bologna and Parma and are equipped with assembly departments dedicated to the assembly of pneumatic panels, hydraulic power units and transport lines, by employing highly specialised labour under a well-supplied stock.

The main sectors are: food & packaging machinery, printing machinery, assembly / handling equipment, tools, automotive, marine / offshore, plastic machinery, steel presses, machine testing, recycling machinery, ceramic machinery, filling medical, woodworking, suction systems, automation in general, textile machines, dry cleaning and agriculture.

The Corporate Mission is to support design end customers' projects by sharing competence and experience.

The company particularly values the cooperation of its neighbouring suppliers. "In the surrounding area, there are a few loyal suppliers who have been with us since the beginning and therefore know our product and how we work very well," commented Ms Giacomoni. "They are partners and Sica relies on the quality of their collaboration in order to be successful"

Future goals

Sica SpA is devoted to research and developing new solutions in order to boost the profitability of its customers whilst working actively to safeguard the environment. "We are

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- Short stroke pneumatic cylinders, pneumatic cylinders without rod,
- Mechanical safety blocks for rods measuring 06 to 16 mm, rotating shaft pneumatic cylinders,
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- Guide units compatible with the full range of pneumatic cylinders,
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- Intelligent pneumatic cylinders, miniaturized powerful electro pilots,
- Obturator air and vacuum valves, threaded distributors,
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- Miniaturized line limits, pneumatic and electric pedals, axled manipulators,
- Pneumatic accessories, push-on and rapid couplings,
- Mechanical machining, cylinder revision (with guarantee).

focusing on developing a new technology that helps this process by saving raw and scrap materials, eliminating recycling, reducing energy and maintenance costs and ensuring a clean and noiseless environment," said Ms Giacomoni.

"Moreover, we intend to invest in the area that we believe is lacking in our industry at the moment, which is end packaging." Sica SpA is also working on an economy line for the supply of machines to those market sectors that require a lower level of productivity. □

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