

# Objective: performance and turnkey solutions

*Unprecedented and extraordinary horizons are opening up for Carlo Salvi in conjunction with the Hatebur Group and with new prospects for expansion*

This company is a reference point for the manufacture of cold and hot wire moulding machines, and is proud to represent Italian excellence, but also to be part of the Swiss group Hatebur, a leading manufacturer of moulding machines, since 2016. This union has contributed to further expansion and development of new technologies towards ever more ambitious goals, as Marco Pizzi and Germano Pandiani, both managing directors together with Thomas Christoffel and Thomas Hiltmann, tell us.

“After celebrating the 80th anniversary of Carlo Salvi in 2019 and the 90th anniversary of the Hatebur Group last year, we have rolled up our sleeves to strengthen the Italy-Switzerland synergy even more, launching a plan of chang-

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es related to our offer for the next ten years. Our aim is to offer our customers turnkey solutions, complete with moulding process accessories and related consultancy and support services, starting with process analysis and ending with the supply and installation of innovative, high-performance lines that aim to cut costs and ensure efficiency and competitiveness”. “The

aim - they continue - is to transform our company from a mere manufacturer of wire moulding machines to the possibility of offering customers a range of complementary products.

The company is therefore working on structuring new teams and building medium- and long-term strategies to approach global markets differently”. “We want to en-

hance the skills of made in Italy, based on a group strategy. We are training sector specialists - from automotive to aerospace, from electronics to industry - who will support area managers in proposing customised solutions to customers, in order to improve processes, reduce costs, and provide advice and services to make increasing-



From left to right Germano Pandiani and Marco Pizzi





## 80 years of history

Carlo Salvi's entrepreneurial adventure has been going on for more than 80 years and continues to this day in the name of innovation, evolution and new horizons. Founded in 1939 in Milan by Carlo Salvi and Eufemia Garlaschi in the midst of the Second World War, the company began by producing machines for the mechanical pickling of wire: the classic rolling machines. The first high-speed cold moulding machines were built in the early 1950s. In 1994, the founder passed away and the management and ownership of the company passed to Sergio Zioti, who gave Carlo Salvi a much more management-oriented approach. In April 2016, another decisive change of direction: the acquisition of the company by the Swiss group Hatebur led by Claudine Hatebur de Calderòn. A similarly family-owned company with a history similar to that of Carlo Salvi, specialising in the development and implementation of hot and cold moulding solutions, with its headquarters in Reinach. Carlo Salvi Spa is in Italy, the United States, China, and the United Kingdom, with subsidiaries all over the world including Japan, Germany, India and with almost 300 employees. The Hatebur range of products is an expression of the highest quality in the field of moulding machines and related equipment. The merger between Hatebur and Carlo Salvi has contributed to the creation of an optimal synergy between the two companies, with perfectly complementary markets and products, which now offer an even wider and more innovative range of products to the vast global customer base.

ly targeted technological choices. It's time to adopt an active and proactive approach to customers, anticipating their requests," Marco Pizzi points out. 2021 for Carlo Salvi has started with a decisive new beginning, with an eye to the future and certainly not just looking at the present, as Pizzi says several times: "The pandemic emergency has closely affected us, especially during the first lockdown. We have slowed down, but we have never stopped investing. We have taken advantage of this period to reorganise our company internally, speeding up the implementation of digitalisation systems to complement our operations to allow us to deliver and test our moulding machines remotely, anywhere in the world, with the support of local staff at our sites. This strategy has enabled us to stick consistently to the Industry 4.0 plan and our customers have



## The new combined progressive machine

Carlo Salvi combines the best technology with high quality equipment to guarantee a top quality finished product. It is only through the use of excellent components that each moulding machine will be able to offer the customer the best performance. In line with this *modus operandi*, a true cornerstone for the Garlate-based company, the new CS 513 TH 5-row combined progressive machine has been developed. This is a combined production unit, which integrates a moulding unit and a rolling unit into a single machine as standard. It has been developed for moulding parts in five dies, which are then rolled to obtain various thread patterns. Another new achievement for the company.



never felt left behind". There was intense research and development activity by engineers at the company in Garlate (province of Lecco) in 2020. Result? The new Carlo Salvi CS 513 TH 5-die combined progressive machine. "This is a combined production unit, which integrates a moulding unit and a rolling unit into a single machine as standard. It has been developed for moulding parts in five dies, which are then rolled to obtain various thread patterns," explains Germano Pandiani. Carlo Salvi is ready to face a future full of novelty and change: "Before the second lockdown in 2020, we saw the economy rebound, with some sectors, such as the white goods industry and, to a lesser extent, the automotive industry, recovering. We expect re-shoring to increase in the near future, with industries reorganising to produce in Europe all those components that used to be purchased from Asia. The next few years will be full of surprises, but Carlo Salvi and the Hatebur Group, thanks to their technological differentiation, high-performance machinery, high level of service and attention to environmental sustainability, are ready to face any challenge," conclude the managing directors. ■