

Raccorderie Metalliche S.p.A. is national and international leader in the production of fittings distributed mostly in the thermohydraulic field but with the recent development of the press-in systems, the so-called pressfittings, application can also be found in other sectors such as oenology, gas, compressed air and industry in general. With its 5,000 articles, Raccorderie Metalliche S.p.A. is one of the European producers that offer the most complete range.

We are a **big** country, let's not forget it

Phe choice of suppliers made by Raccorderie Metalliche is based on an unequivocal standard: absolute excellence. Only in this way can it guarantee continuous commercial success, year after year. The BLM Group is one of these suppliers and it is thanks to the close relationship that we had the honour to meet and interview Pier Luigi Ceccardi, President of Raccorderie Metalliche S.p.A. and President of Federmeccanica (the Italian metal and mechanical workers trade union Federation); a fine entrepreneurial figure in our Country as confirmed by the numerous positions covered and honours received.

Perhaps it's a trivial question, but we like stories. What is the entrepreneurial course that leads to these achievements?

The Pier Luigi Ceccardi entrepreneur came about quite by chance. I studied at Rovereto and graduated with excellent marks that ensured a call from the Edison Group. I didn't have any help; I came from a very poor family that I am proud of. It goes without saying that at the age of 19 I was recruited by Edison and was lucky to have worked for the various companies of the Group located all over Italy. Therefore, I gained considerable and varied experience in a wide range

of fields, from Pavesini, Fidenza Vetraria, Silva in Villa D'Ossola to then end up in Fargas, which produced and distributed boilers, ascots, kitchens and heaters. I worked in Fargas until 1965 first as an employee and then as an agent until 1969. I then opened up this business because a wholesaler in Brescia encouraged me to do so and financed me to get started; a commitment that I honoured in just a couple of years and from then on, slowly, year after year the company grew to become what Raccorderie Metalliche is today and that is a great business in our sector with a head count of 250 people, a turnover of 70 million Euros and an export rate of 63% in well over 54 countries throughout the world.

Next year your business officially celebrates its fortieth anniversary?

Raccorderie Metalliche effectively dates back to 1971, but 1996 is an important date as it is the year in which the current facilities in Campitello di Marcara, 15 km from Mantua was inaugurated. In fact, most of the design and production activities of the whole product range are carried out: radiator caps, radiator reducers, pipe clamps, pipe fastening systems, pressfit systems, stainless steel and carbon steel fittings, radiator brackets and many other hydrothermosanitary articles.





Nitator

ADIGE-SYS

ADIGE-SYS

EDSTRÖM S

LT COMBO



Assistance and unattended shift

"We look for reliability, precision and, of course, production output in the machinery that we buy," explains Petersson.

"The systems are thoroughly analysed, calculating the production output of the overall process. When we started thinking about the production of tube in house, we had a good look round, visiting suppliers and exhibitions and we immediately thought that BLM was the right company for tube handling.

Another aspect that could not be left aside was the availability of a valid and effective technical assistance service for spare parts and fast on-site service needs. We knew Mr Edstroemm, BLM's agent in Sweden, for years even though we had not yet had the opportunity to do business with him, with his technical assistance structure, and the result was successful.



Nitator purchased an LT Combo system complete with automatic steel sheet feeding system, spider speed (Ragno speed), that was able to guarantee unattended shift work. To do so, Petersson confesses to have had to fight his natural inclination that forces him not to trust any combined systems. "What convinced me – he says – was the possibility of an unattended night shift with the steel sheet system fitted with spider speed (Ragno speed) and although the machine was a combined system, there was no compromise in processing the tube."

"For the future, I feel that the time has come to increase in size, that is, in terms of production



area, also to improve the material flow within the facilities. As regards the machinery, I think that the next investment could well be in a specific lasertube system. This will be the next step."

"I've found BLM to be a competent company who knows all about tube processing and not only; I was well impressed with the technological level that was perceived when I visited the headquarters in Italy". This was the reason behind Petersson's choice, who added with a smile "of course even inflation of the Euro in this period also helped us to choose". As far as we're concerned, we have absolutely no doubt!