COMPANIES TELLING THEIR STORIES

Storytelling

GNUTTI

Business and welfare

Protagonist of the evolution of transfer machines, Gnutti Transfer operates on various national and foreign markets, offering advanced solutions with high productivity and flexibility. The new welfare system introduced enhances the central role of humankind in the Brescia company.

Now in its third generation of entrepreneurs, Gnutti Transfer, with 65 years of activity, is an industrial reality that has been able to establish itself on markets around the world thanks to forward-looking strategies aimed at developing production solutions at the state of the art of technology, often expressing a strong sense of technological anticipation. The headquarters of Gnutti Transfer is in Ospitaletto, in the Brescia area (North Italy), one of the main areas that has experienced, as a protagonist, the birth and evolution of transfer machines; an evolution that has been able to give adequate responses to the changing demand of national and international markets, characterized by a growing demand for solutions capable of reconciling productivity and flexibility. The success of the Italian company has its roots not only in the quality of the solutions gradually developed over time, but also in the extreme attention to relationships with its customers and suppliers based on solid partnership principles. A success that was also possible thanks to the staff who work in Gnutti Transfer: the high specialization of human resources and the well-being of the working environment have allowed generating value in the company and, consequently, among customers.

Welfare system in Gnutti Transfer

In recent years, the Gnutti Transfer's management has gained the awareness that for a company having an employee who is healthy, who feels comfortable and is satisfied with their professional growth is certainly important from an efficient productivity point of view and, in general, the quality of working life; an awareness that led Gnutti Transfer to introduce a corporate welfare platform.

"One of the winning keys of our corporate philosophy - says Benedetta Gnutti, Strategic Business Development Manager, daughter of the current President and CEO Renato Gnutti, as well as grandson of the founder Quirino - is to put man at the center of everything. People are part of a whole, built on their health and safety and must live within a stimulating production system and professional growth. With this conviction we have introduced a corporate welfare platform which, over time, has been enriched with initiatives in favor of the well-being of the worker and his family ». "In truth, the corporate welfare system in Gnutti Transfer - explains Alessandra Preti, Human Resources Manager of the company - has a history that dates back to a long time ago with the possibility given to employees to have the canteen service, with an almost symbolic contribution, and health care permits, in addition to

Gnutti Transfer headquarters in Ospitaletto (BS)

those provided in the contract, entirely supported by the company. The formalization of a welfare platform has led to new forms of non-monetary remuneration complementary to the traditional ones, which translate into an increase in people's spending capacity. In practice, we allow our employees to purchase goods and services to meet personal and family needs that are reimbursed, such as medical expenses, assistance, training, public transport, gym passes, cinema, theater and more. And speaking of professional growth as a fundamental element of workers' well-being, it should be emphasized that Gnutti Transfer devotes great attention to the technical training of its staff, with particular refer-

Gnutti Transfer in 1960

The new production site built by Gnutti Transfer

At Gnutti Transfer, the production department is constantly updated with the most recent technological solutions

The turning department

Renato and Benedetta Gnutti, the second and third generation at the helm of the company

ence to the many young apprentices who enter the offices or the various production departments. External companies or expert internal staff are periodically involved in theoretical or "on the field" training activities, thus generating a stimulating growth path where each employee feels part of an increasingly efficient production system ».

The new machine models by Gnutti Transfer are born in the engineering department

The cornerstones of the production system

Process, product, digitization, infrastructure, eco-sustainability, market: these are the main elements that make up the Gnutti Transfer system. The strong integration between the various production phases and the constant attention to technological innovation characterize the approach of the Italian company to the process; similarly, the product has seen as the synthesis of continuous technological development and investments in Research & Development.

Aspects that generate high added value in the company and among Gnutti Transfer customers. The digitalization solutions offered to the market are another strength of the company, which today found a further boost by the advantageous government subsidies that fall within the Industry 4.0 Plan. The Industry 4.0 paradigm is also being implemented in its own production organization, which historically has always been based on the internal implementation of the entire production process: from mechanical machining of components to testing of transfer machines.

«The part relating to our so called Green activities - adds Benedetta Gnutti - is an area in which we have always shown great sensitivity. Today even more in consideration of a widespread awareness of society towards the problem of eco-sustainability of human activities that has prompted us to launch awareness campaigns on environmental sustainability to our stakeholders, both internal and external to the company. For example, we started saying no to plastic: it is no longer used internally. Furthermore, new generation systems have been installed in our production site using renewable energy, insulating building materials, photovoltaic system and geothermal heating».

The "green strategy" has become increasingly important for the Ospitaletto company, even with regard

All critical components are checked in the metrology room to ensure maximum accuracy

The DF 50 transfer machine

to its customers who increasingly require optimized management of the machines from the point of view of their energy consumption. Customers ask to be able to know exactly the consumption of electricity of Gnutti's machines in production mode, in order to be able to quantify the costs and reduce the incidence of this item on the value of their finished product.

All of this has been well developed in Gnutti's transfer machines which, being able to carry out multiple types of productions, must have targeted energy management according to the lot and the type of part being processed.

Last but not least, there is the market to which the Brescia-based company devotes great attention to ensure a constant presence with its customers with an efficient sales and after sales service

Gnutti Transfer markets and services

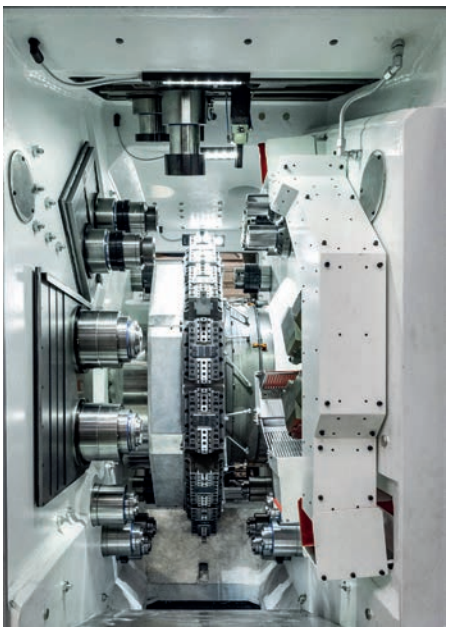
"We are present in many sectors - continues Gnutti - wherever machining production in medium-large volumes is required. We offer them an advanced technological platform knowing that our customers are not limited to purchasing the machine, but are looking for a partner whom can manage their project from the beginning to the start in production, including process and product validation. Limiting myself to pointing out the most important ones for us, we are present in the fields of: automation, pneumatics and hydraulics, electrical, locks, thermo-sanitary, petrochemical, aerospace and automotive; the latter, where our typical customer is, in 80% of cases, a subcontractor who manufactures original equipment or spare parts, represented an important training ground because it helped us define a new way of conceiving our machines. In fact, the automotive sector was among the first sectors to ask for production solutions that could guarantee zero or close to zero defects".

Today, the commercial presence of Gnutti Transfer substantially covers all the main industrialized countries of the world. While recording an important share on the Italian market; Europe, USA, China and Japan are the most important territories with a direct technical-commercial presence in Germany, China and North America, respectively in Stuttgart, Shanghai and Chicago, where as many branches with attached warehouse operate. These branches, together with the Italian HQ, guarantee both remote and face-to-face service activities.

The Service Unit, whose activities for over ten years have been reorganized for a more effective customers support, collaborates with all the internal entities of Gnutti Transfer and manages all installations and after-sales activities. The response times are in the order of 24 hours throughout Europe and in those countries where the branches are present; for the rest of the world the response times are around 48

The GT2 and GT4 models are part of the Flexible Transfer Machine range

Piccola, an extremely flexible and productive machine of the Lean Transfer Machine range



The inside of a Gnutti Transfer machine

hours (pre-Covid situation). "Gnutti Transfer has dedicated a Service Unit fully integrated to the product for sales and after sales support - underlines the company manager - and, unlike what other companies do, that completely outsource this type of activity, we consider, as part of our strategy, to keep it internal for being successful". "Service - adds Benedetta Gnutti - guarantees continuous production to our customers who, during the purchasing phase, greatly enhance this aspect by establishing the partnership with Gnutti that is essential for achieving its production target".

Strategic choices

"We study and follow the entire life cycle of our machines - explains Benedetta Gnutti - from their conception to the disposal. A global approach that starts from the analysis of customer requests for the definition of the final project, using our Research & Development division; it is a crucial department for those who, like us, create customized solutions on order. The development activities concern the process, the software and the machine design. In this scenario, we move following our customers requests, who, today, are increasingly asking for flexible solutions. Increasing flexibility while maintaining a high level of productivity is the challenge we face daily with intelligent design and engineering activities ». Then there is the production part that, as mentioned, we carry out internally, maintaining the setting that my grandfather had given: it is a choice that has entered our DNA that makes us feel completely protagonists of each product, avoiding any external conditioning to supplies. It is a choice that expresses the synthesis of the responsibilities and skills that we put in place every day, at all levels of the company and of the staff, because we all feel involved for the same goal. It is a modus operandi that is also reflected in the overall quality of the machine that customers recognize in us ».

"We must not forget - adds Benedetta Gnutti - the roots of the companies operating in our sector are mechanical extraction, but today the automation content of our machines is very high so, to continue on the path of internal production throughout the life cycle of the product is an enormous added value, it is an enrichment of continuous and winning know-how. This also means making quality. The machinery we use - continues Benedetta Gnutti showing that dose of enthusiasm that allows us to face the future with foresight

The contribution of electronics and automation has been fundamental for several years now

The machine assembly department

and optimism - are always the latest generation of world-class manufacturers: an entrepreneur looking to the future must constantly update his plants regardless of financing opportunity or subsidies made available to manufacturing companies, although they are always highly appreciated. Even without the subsidies offered by the Industry 4.0 Plan, we would still have invested in advanced production resources for manufacturing, assembly and management of the production"

The technological platform

Today, the advanced offer of Gnutti Transfer is divided into four product lines, which cover a size of workable pieces ranging from 2 to 450 mm and a productivity of between 200,000 and a few million pieces / year. In all product lines there is a strong sharing of the best technologies and advanced know-how; this is made possible by a modular concept of the machines that increases their reliability and reduces manufacturing costs. The family of 2/3-way Transfer Machines with horizontal or vertical table is the one that offers the highest productivity, being able to produce medium-large pieces in 4-8 seconds, and offers a small flexibility in order to allow some piece variations. It is common in the automotive sector, thanks to the possibility of processing two pieces per time, in each station. The family of Flexible Transfer Machines, up to 6 ways with horizontal / vertical table, is designed with the concept of reconfigurability to guarantee longer life of the machine. The GT2 and GT4 models are part of this family, respectively with two-spindle and four-spindle modules. These are solutions halfway between the traditional transfer and the machining center but, compared to the latter, they are more productive. Each station consists of a small flexible machining center, for example with three linear axes and one rotating axis. The family of Multispindle Transfer Machines consists of multi-spindle machines conceived since the 1980s and progressively updated, which work from bar, with turning stations integrated into the machine. They are widely used in the automotive sector for the machining of mainly axial symmetrical parts. Multispindles born as an alternative to the world of conventional multi-spindle turning and are more competitive in various applications.
The Piccola model, extremely flexible and productive, represents the Lean Transfer Machine family that has allowed Gnutti Transfer to enter new markets, thanks to their ability to work small pieces, smaller than 30 mm, down to 2 mm. This machine, configurable up to 56 3-axis CNC units that can be mounted on three ways, is able to perform drilling, milling, threading and turning operations with a static or rotating piece. A broad and complete proposal, which shows how the experience of Gnutti Transfer has resulted in an offer that takes into account technological, application and social needs aimed at user satisfaction. A strong message, that of the Italy-based company, which Benedetta Gnutti herself summarizes in "we build machines for the future of your company"! ■

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