



Leader of pneumatic components

A global company.



Metal Work is a global company that is close to its customers anywhere, anytime.

Just like energy from the sun or the Earth that turns on its axis, the great forces of nature cannot always be seen but they are everywhere. In the same way, Metal Work operates in Italy and worldwide providing experience and quality in every component.

Looking to the sky.

- 1967 ----- { Metal Work established
- 1974 ----- { Costitution of Metal Work SpA
- 1982 ----- { First Italian subsidiary
- 1984 ----- { First foreign subsidiary
- 1992 ----- { ISO 9001 certification
- 2000 ----- { ISO 14001 certification
- 2002 ----- { First italian productive company acquisition
- 2003 ----- { First foreign productive company acquisition
- 2005 ----- { GO live SAP R3
- 2006 ----- { Establishing of Metal Work China
- 2007 ----- { OHSAS 18001 Certification
- 2008 ----- { Start up Kaizen project
- 2011 ----- { Establishing of Metal Work Russia
- 2012 ----- { First stone of new building
- 2013 ----- { ELITE project
- 2014 ----- { Metal Work becomes social
- 2015 ----- { New production plant
- 2017 ----- { 50° year....

The Metal Work adventure starts in 1967 with the production of rapid connections for compressed air systems. It is the story of a company that, from nothing, has been capable of building something big, reaching results at world level. With more than 400 workers in their Concesio (BS) factory and more than 700 people making up the Italian and overseas sales organisation, today we are among world leaders in the automatic air system sector.

“We work together for a purpose. There’s nothing that can’t be done better today than yesterday.”

Erminio Bonatti
Erminio Bonatti



Leader numbers.

43 ----- { 

subsidiaries

40.000 m² ----- { 

of floor space

1380 ----- { 

special products
manufactured every year

850+ ----- { 

prototypes tested
every year

450+ ----- { 


SAP users

48 ----- { 


dedicated specialists

320 ----- { 

people in direct contact with
the market every day

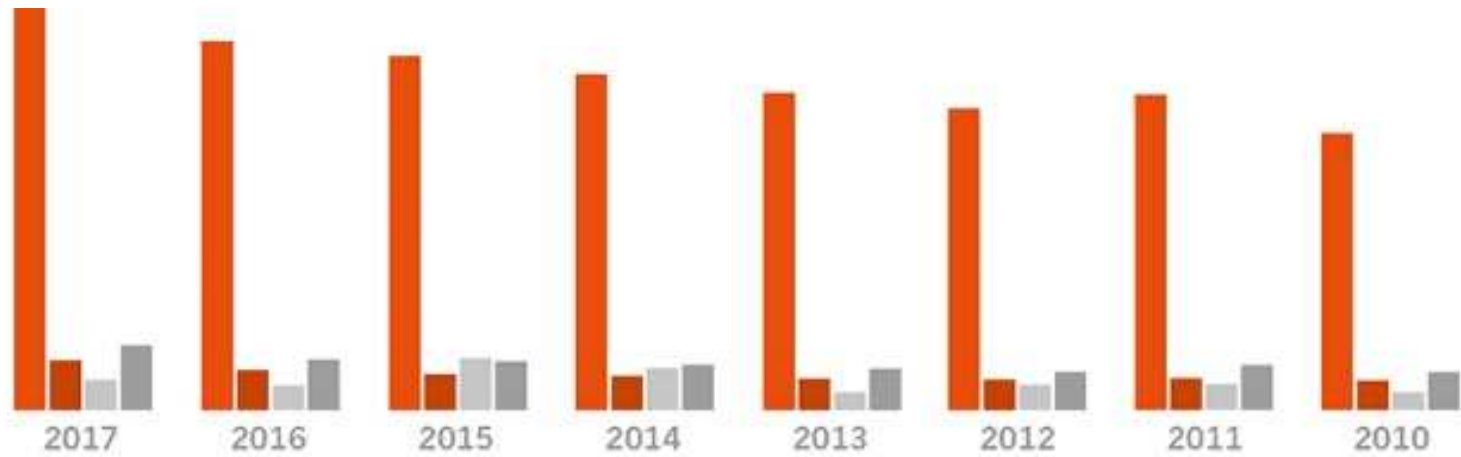
300+ ----- { 

CRM users

6525 ----- { 

hours of training

Leader numbers.



Metal Work produces directly more than 80% of its sales program.

VENDITE SALES	180.062	161.490	155.037	147.092	138.903	132.136	137.996	121.059
CASH FLOW CONSOLIDATED	21.662	17.617	15.525	14.975	13.718	13.297	13.765	12.716
INVESTIMENTI INVESTMENTS	13.094	10.813	22.682	18.335	7.733	11.075	11.321	7.564
EBITDA	28.445	22.074	21.184	19.948	18.044	16.633	19.521	16.360

We do things in style

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We do things in style.



Some of our subsidiaries

Our products can be found in Italy and abroad thanks to 43 branches offering an efficient and capillary pre- and post-sales service.

Product quality and a dynamic sales organisation are the basis on which Metal Work founds its leadership, allowing the group to satisfy all possible requests regarding automation systems.



The Metal World.

Our subsidiaries in Italy

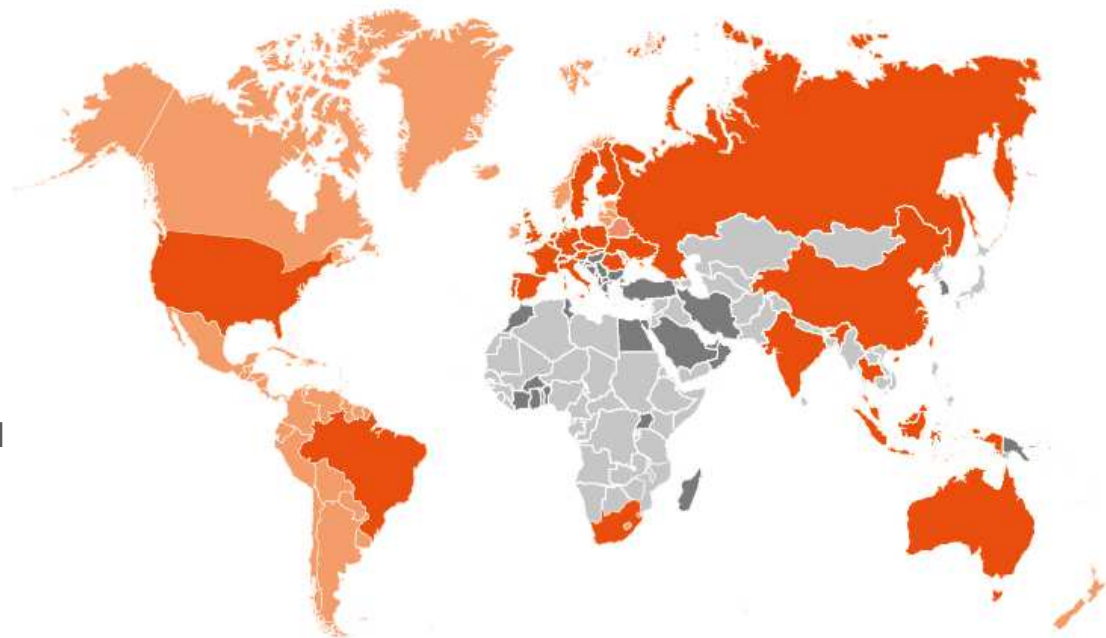


Bari	Lecco	Novara	Treviso
Bergamo	- Varese	Parma	Verona
Bologna	Mantova	Prato	Vicenza
Brescia	Modena	Rimini	
Cremona	Monza Brianza	Torino	

Our subsidiaries in the world



Australia	France	Portugal	Thailand
Belgium	Germany	Romania	Uk
Brazil	Holland	Russia	Ukraine
China	India	South Africa	Usa
Czech Republic	Indonesia	Spain	
Denmark	Malaysia	Sweden	
Finland	Poland	Switzerland	



Filiali
Subsidiaries

Aree commerciali
Commercial Areas

Rivenditori
Dealers

The mission.



To be a leader, first of all you must be aware of the responsibilities deriving from your work.

At Metal Work we call this awareness Lean Thinking that aims to attack the waste throughout the value chain and through the continued involvement of people, increase flexibility and competitiveness.

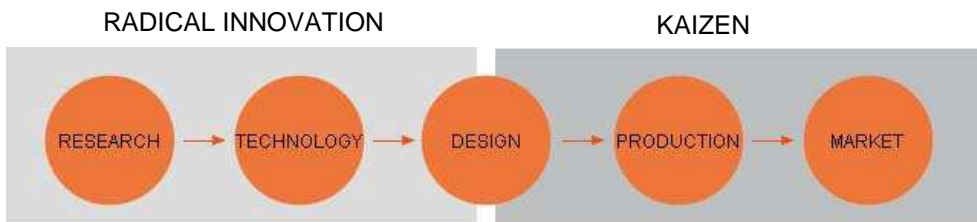
Kaizen philosophy.

RESULTS

- Improvement in one's own work
- Savings in energy, material, and other resources
- Improvement in the working environment
- Improvements in machines and processes
- Improvements in office work
- Improvements in product quality
- Ideas for new products
- Customer services and customers relations
- Reduction of waste in all company activities

Our method is based on the introduction in our company of the continuous improvement culture originating from the Japanese KAIZEN management philosophy.

Kaizen is based on the fundamental principle of this 'philosophy': "Energy comes from below", or more precisely on the understanding that a company's results are not due exclusively to decisions at management level, but also from the work carried out directly on products and processes. Management therefore assumes a new role, not so much linked with hierarchy as with the guidance and support of those directly involved in production and other operations that contribute to the company's activities.



Technology and environment.



Long ago we identified an important factor of development in the low environmental impact of our products.

This allows us to achieve winning results by respecting the environment of every country in which we operate. ISO14001 certification for Environmental Management Systems is the proof of how, from 2000 onwards, our company has been a leader in the research and development of technologies that respect the environment.

The certifications.



Recognition of the quality of our work and the precision of every detail is, first of all and for all of us, a moral undertaking.

For this reason, since 1992, Metal Work has been classified according to the ISO 9001 standard, added to which the ISO 14001 Environmental Management in 2000. In 2007 Metal Work followed up with the OHSAS 18001 standard, guaranteeing a Workers' Health and Safety Management System to match the company's level. All our certificates have been issued by the German Certifying Body DEKRA ITS, accredited by TGA.



The products.



ACTUATORS



DISTRIBUTORS



UNITS

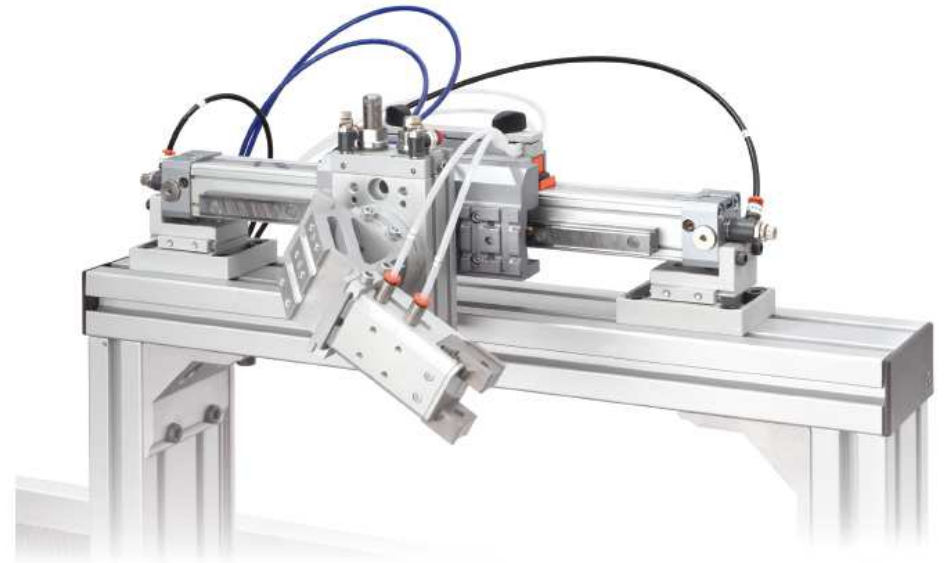


FITTINGS



ACCESSORIES

Quality above all: from design to production, we follow every single piece to ensure perfect movement.



The factory.



40,000 m² of precision and quality in our production plant:
this is where the movement starts.



Training future.



We dedicate more than 6525 hours a year to training our staff, in the conviction that this is the true competitive advantage of the future.

In a mature and global market that is saturated, where all competitors are able to propose complete offers that look more and more alike, the only true added value consists of human assets and relative skills at all levels.

The Metal Work Gallery.





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