

When studying vacuum becomes a business

Providing solutions with a special eye to the foreign market

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Nadia Grillo and Giuliano Bosi with son and daughter Daniela and Davide

A passion full of ... vacuum. Exactly so: Vuototecnica, a world leader in the creation and management of vacuum-related technologies, founded its success on studying and on the know-how of such a particular sector. The business based in Beverate di Brivio, is in fact not only a manufacturing company but also a school, a workshop, in a word a true and proper vacuum technology centre. Still not widely known at a global level, vacuum technology is already used for various applications, such as in handling, manipulation but also process vacuum. "As manufacturers we have the most complete range of vacuum components on the market but – explains Davide Bosi,

at the helm of the business with Giuliano his father and founder of Vuototecnica – to begin with we are providers of solutions rather than just simple suppliers of products. Vacuum is a real source of energy used in various sectors, from shipping to Formula 1, plastic material to rubber moulding, food to wood sectors. It is our duty to spread this knowledge". With this in mind, Vuototecnica built a new centre in 2011, a technologically state-of-the-art building under the domotic aspect, for energy saving and environmental compatibility. Inside, apart from the offices and a fascinating showroom, the space given over to education and research is of particular interest and

is at the disposal of partners, suppliers, customers and university students. Starting from its own experience and the company's precious human capital, Vuototecnica invests a lot in aspects linked with communicating its know-how, not conceived as an asset belonging exclusively to the company but as a means for innovation. The Vacuum Solution Catalogue is a result of this "culture for innovation", a volume of over 750 pages stemming from years of work and already translated into six languages. It is not just purely a product catalogue but represents the summa of Vuototecnica know-how put at the disposal of designers, constructors and industrial automation operators. "The catalogue is part of the education project for our Italian and foreign business partners. Education is very important and fosters a fundamental interaction: we bring the technology, they bring us demands from the market. What is more the catalogue and all the education received will make them quicker and more secure in proposing the vacuum technology", he concludes. With a growing propensity for the international market, Vuototecnica is already present in 42 countries and since 2007 also has an English branch, devised as a strategic bridge towards the United States, a market with great potential and the principal target for 2014, together with several emergent countries and Italy itself, which anyhow offers interesting margins for growth. But, abroad or in Italy, the standard feature will be the responsibility towards the customer concept, an aspect that has always been typical of Vuototecnica.