

## CASE OF SUCCESS



## A small start-up in a garage in **OSTERIA GRANDE**

The dream of Valter Golfieri and of his son Massimiliano, today respectively Managing Director and Production Manager of Cablotech, a leading cabling manufacturer and ACEPER associate, began in Osteria Grande, a hamlet of Castel San Pietro Terme (BO). The year was 1993 and since then the small start-up has come a long way. Quality, innovation and hard work were the ingredients that led to the company's success and growth within a short space of time. Attention to technology and to the needs of increasingly demanding customers are a winning combination. Significant investments are made in the purchase of state-of-the-art machinery in order to produce electrical wiring for all kinds of industrial applications, guaranteeing a top-quality, reliable and high-performance product. "In over 25 years we have brought the culture of Made in Italy to numerous industrial sectors, acquiring consolidated experience in the creation of customised electrical wiring, complete electrical panels and electromechanical assemblies of all kinds," says Valter Golfieri. Today, that small garage where father and son started out has become a 3500-square metre production area. The redesigning of the supply chain that took place in 2018 made it possible to optimise the spaces and to divide the areas dedicated to the different processes into a more defined and orderly space. Two automatic vertical warehouses were introduced to store all the components needed for the machining operations, so that the efficiency of the design phase could also be transferred to the logistics and production phase. For several years now, the company has been looking beyond its borders, following the internationalisation process that is now essential in an increasingly global context. "At the beginning, our customers were all located on the Via Emilia, between Bologna and Imola.

As time went by, it became essential to extend our presence to other markets, both in Italy and especially abroad. We have been working in the Swiss market for a few years now, and have been a partner of a US multinational for some time. Over the years, we have participated in international trade fairs such as Hannover, Basel, Munich and Paris, developing various contacts. To date, the result we have achieved is an export share equal to 30% of turnover, distributed between Switzerland and Slovakia. With a view to positioning ourselves on foreign markets, we have decided to deposit and register our new trademark also in the European countries of greatest interest to us", explains Valter Golfieri.

Cablotech's competitive advantage is due to the customisation that is performed to specific customer requirements and to the ability to handle large and small productions. "Thanks to our experience, we select the most effective components and solutions for each specific customer project, taking into account all the regulatory standards and ensuring the cabling is always safe, reliable, compliant and efficient", explains Massimiliano Golfieri.



With a series of combined interventions, Cablotech has also shown itself to be a virtuous example from an environmental point of view:

- from the separate collection of plastic, paper and cardboard to the disposal of processing waste in compliance with the environmental laws governing the complex sector of special waste
- with a long-term sustainable perspective, Cablotech already began a process of energy self-sufficiency in 2008 with the installation of a 47-kW photovoltaic system. At the same time, all asbestos components in the plant have been disposed of, replacing them with a thermal insulation base
- thanks to a redefinition of internal processes, methane gas consumption is reduced by 50 per cent
- the old 400w lamps were replaced with new 200w LED lamps that are brighter and therefore more efficient and reduce consumption
- 8 adiabatic coolers were installed for better internal comfort and therefore improved working conditions for the operators.

“In order to reduce the environmental impact of our production we pay extreme attention to energy saving and we are constantly looking for improvements in processing efficiency”, concludes Valter Golfieri.



Massimiliano Golfieri,  
Production Manager



Valter Golfieri,  
Managing Director



**Cablotech S.r.l.**

Via Umbria 6-6a-6c, Frazione Osteria Grande - Castel S. Pietro Terme (BO)  
[www.cablotech.com](http://www.cablotech.com)



# FLYREN

THE CULTURE OF CLEAN ENERGY

RENEWABLE ENERGY  
E-MOBILITY  
ASSET MANAGEMENT

WWW.FLYREN.EU