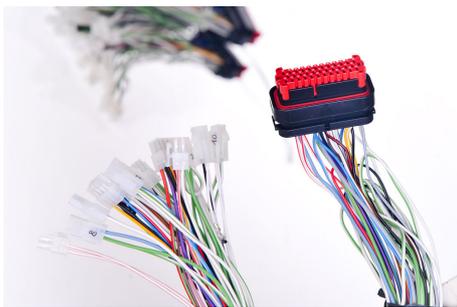


CABLOTECH

Company profile

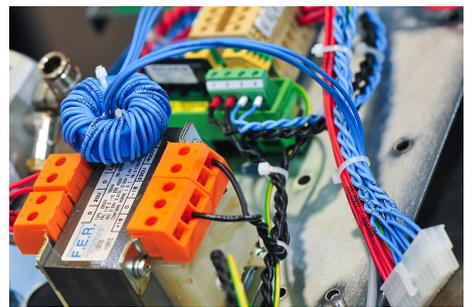




Wiring



Control boards



Assembly



About us

Cablotech is an Italian Company, founded in 1994 by Valter and Massimiliano Golfieri, dealing with customized electrical cabling addressed to different devices involved in various fields, full electrical panels, and any kind of electromechanical assembling.



People / Management

The company keeps remaining a family company, despite the remarkable growth in recent years. Today there are globally 60 employees including some responsible managers for the main activities pertaining the production process. Most of the workers live in the surrounding and they have the virtuous features typical of this territory. Such connotation helps each member feeling part of a whole system and going beyond the pure task assigned.



Evolution Path



1993

By the end of that year Cablotech is founded in the home garage in Osteria Grande



1994

Growth begins. Following initial investments, an important step is represented by the first cable cut and strip machine



1994

From the dental industry we expand into the welding sector



1995

We move to a 200 sqm plant



1995

We expand into the spot welding sector, electronic engineering and floor cleaning



1996

We move again into a new plant: 600 sqm



1996

We acquire a new important customer operating in the dry cleaning sector. Our collaboration still continues today



1997

We start cooperating with an important multinational company, dealing with uninterruptable power supply manufacturing



1999

We move to our current plant, about 3000 sqm



2001

We keep investing and new machinery are bought



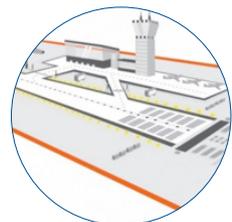
2002

We are online with our first website



2002

ISO 9001-TUV certification



2003

We acquire an important customer operating in airport lighting, also dealing with physics instrumentation



2003

We now have 30 employees



2005

Cooperation with companies dealing with set-design lighting systems



2006

Our turnover starts growing at a double-digit rate



2007

We keep investing in equipment



2008

The Company now employs nearly 50 people



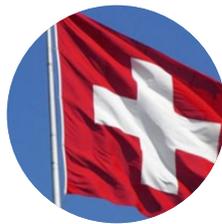
2008

We start restructuring the plant according to the changing needs



2008

We complete the installation of a 47 kW photovoltaic plant, covering our energy needs



2009

The crisis begins, Cablotech reacts positively and acquires its first foreign customer



2011

A quality control protocol is refined



2012

We start out internationalization process with training courses



2012

First participation to the international trade fair SWISSTECH



2012

Astist Michele D'aniello creates, exclusively for Cablotech, a sculpture with 60.000 faston terminals



2013

A new indoor surface of 1000sqm is acquired



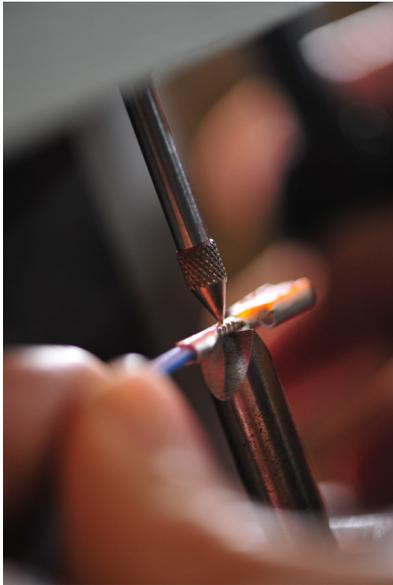
2014

New IBM server



2015

More investments: Megastrip 9650



Business Unit

The area covered by the facilities is about 3000 square meters and it comprises several plants that allow an easy manufacturing flexibility according to the peculiar needs and the orders flow. The power requirement is entirely provided by a photovoltaic installation of 47 kw. The working environment is comfortable and conceived to fully comply with the safety and security rules.

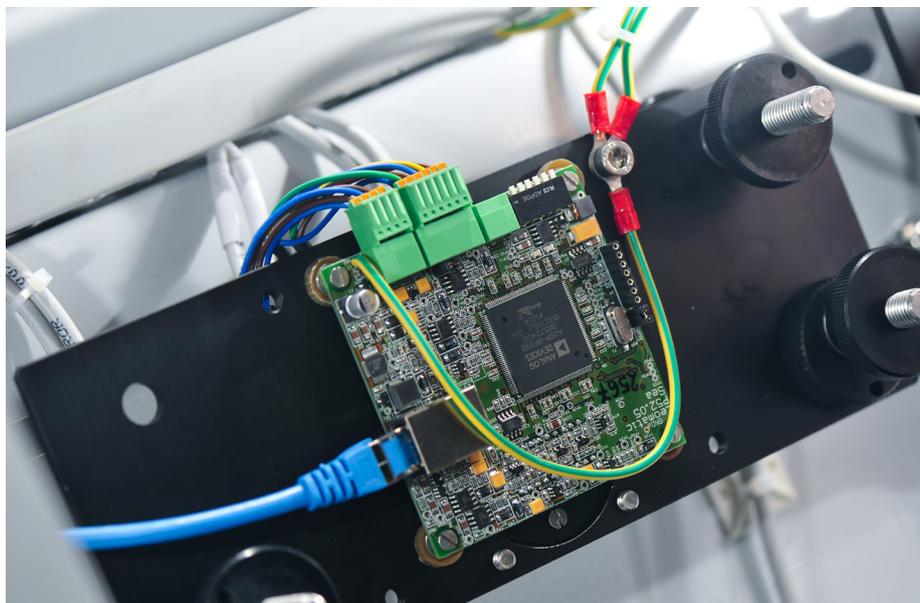
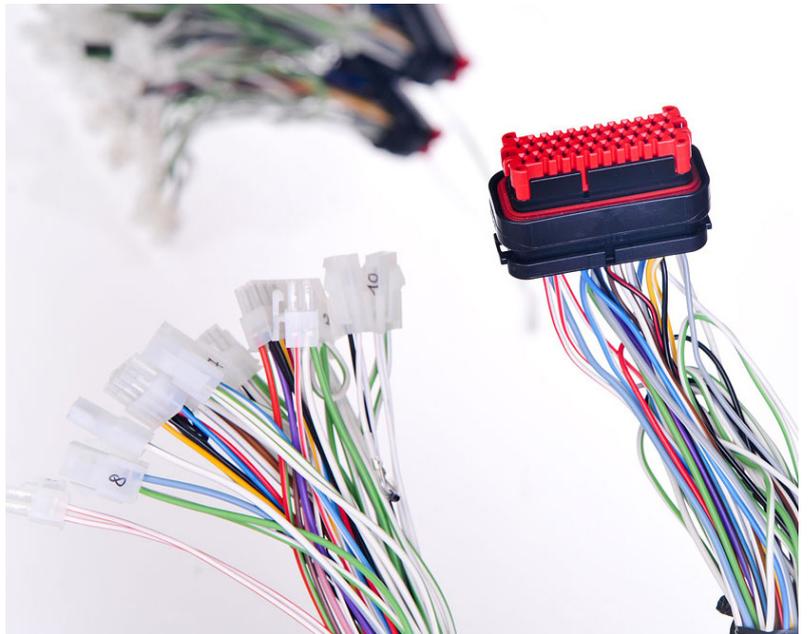




Production Performance

In 2015 the actual output, slightly rounded off in the global number of pieces, amounts to 590,000 items, including, in this huge quantity, any kind of different product.

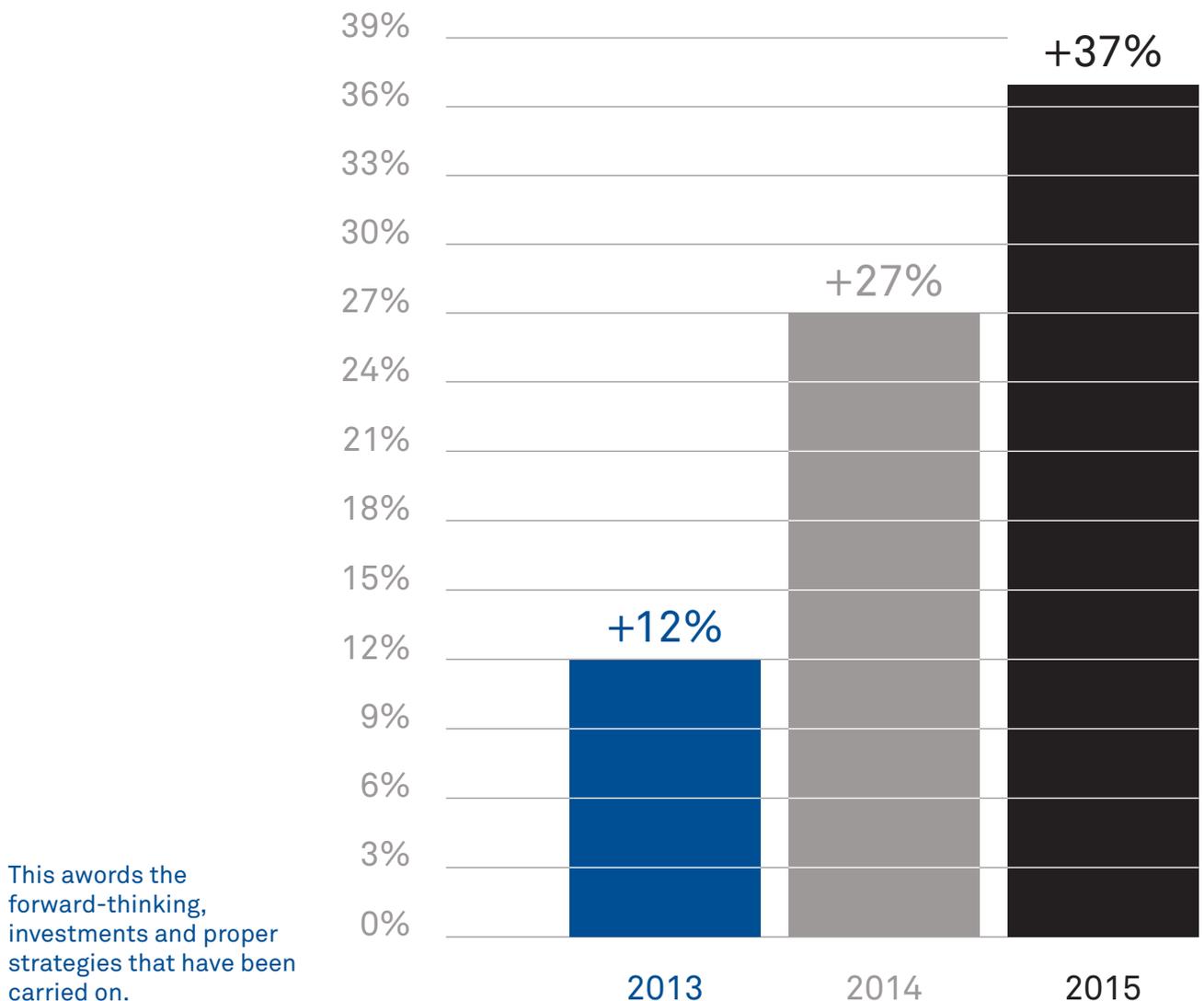
The current estimated potential, could be about 830,000 items, without taking into account any strict measure which could overturn the current framework or force us to considerably stress the delivery times.





Finance

Notwithstanding the international challenging situation, Cablotech has constantly increased the turnover, countertrending the general mood.



During these last years, quite hard, a few companies have been really able to react to the economic conjuncture but Cablotech stands out for courage and initiative achieving the above mentioned goals.



Reliability

Cablotech endorsed longtime ago the fundamental managing quality protocols and, aside these, the Company established an internal quality standard to treat the non-conformity or any other complaint coming from the customers. It generates the following outcomes:

The number of non-conformities recorded, in 2015 is:



In %, on the total manufactured items, it means:



The obtained solution % with client satisfaction is:



Markets / Portfolio

Cablotech is active throughout Italy but has customers also in Switzerland, Slovakia, Hungary, Germany and, above all, there is an ongoing process for a further internationalization, which should drive the Company to a day by day more effective competitiveness over the international markets. Among our customers we list:

TECNA[®]



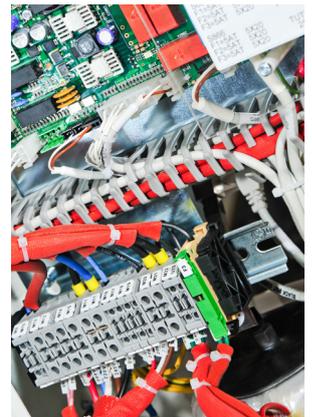
IEM





Vision

Although Cablotech is a technically oriented Company, our approach puts the focus of our attention on people. With reference to all our collaborators, customers, suppliers and any other person interacting with us. We don't consider ourselves as pure suppliers from one hand or simple clients to the other, but always as partners and technical consultants with special skills and part of a cooperating and lively cooperation. We believe it is our duty to be constantly updated and to keep improving our performances, but also to offer our know-how to those who trust us. Through such long terms view we are also commit continuous training plans in order to improve the skills of the workers in any department.



Mission

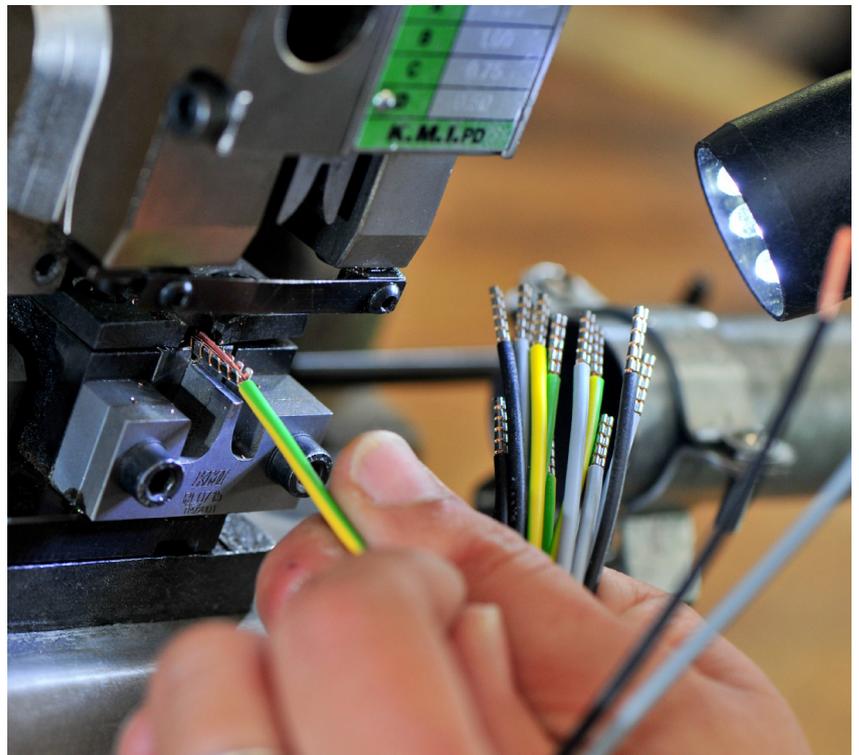
Cablotech mission is to become more and more a reference, on an international stage, for cabling and electrical panels, as well as to propose a service as precise and effective as possible in order to match customer's expectations.

Our moral code, jointed to our flexibility, brought us to very satisfactory outcomes, but we don't want to settle down or to consider the current wide appreciation as an arrival point. We are specialists with a wide experience but we carry on thinking that the discussion and the technical comparison are still the bases of our development process. The future challenges are our horizon and our passion.



Skills / Competence

We list some of the several Cablotech abilities. Starting from the standard product like CE and AWG crimped unipolar wires, flat cable with inkjet mark and roundflat, CE and AWG signal cables with its wire harness drawing, built on specific board and assembled through automatic banding machine. Power cables up to 185 mm² in CE, AWG and Silicon, CROSS boards from 250 kVA up to 800 kVA, synchronism boards and a lot more.



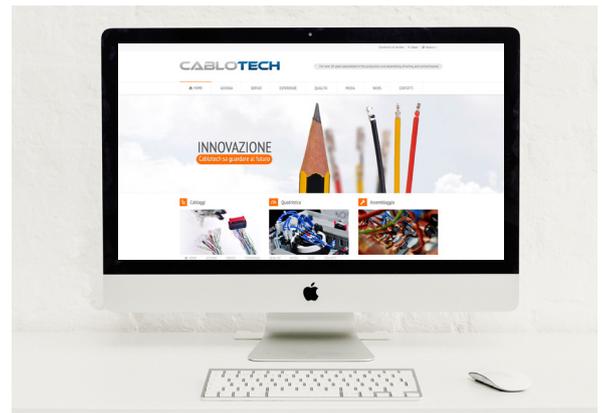
Special Expertise

We are very appreciated by our customers for our support ability in the “turn-key” projects. We start from the co-design, phase that immediately involve both parts, then we fulfil the electrical CAD drawing scheme and/or the cabling drawing. The actual execution of the work follows and the assembling completes the job. During the whole process there is a continuous exchange of views and, if required, the appropriate adjustments merged during construction are recommended.



Innovation (R&D)

Cablotech has always been very keen on innovation in any sense, and with this spirit it has been very happy and willing to be involved, some years ago in a business network finalized to the realization of a scientific project leaded by CERN in Genève. In 2015 Cablotech started a cooperation with a R&D laboratory managed by the Department of Industrial Engineering, named “GRAB - research group”, which is part of the Alma Mater Studiorum in Bologna. The final goal was a very sophisticated robot, from a French - Italian concept, able to help rehabilitation programs in particular clinical circumstances.



Marketing Strategy

In these last few years, Cablotech started to invest also on its image, to let it correspond to the performances and contents already achieved by the Company. With this meaning a new web site, translated in several languages, has been realized. We also produced high standard professional communication material. In order to expand the company awareness and the number of estimators, the marketing strategy considers also to attend the main international exhibitions and events either as exhibitor or visitor. Cablotech send newsletter and feeds its social networks on a regular base.



Communication

In addition to what we said in the previous paragraph, Cablotech commits in various sponsorships: primary cycling races (the latest has been the “MTB Internazionali d’Italia”), important golf tournaments but also art works and various events that obviously remind Cablotech name but, on top of that, make us happy to be part of, for their objective relevant meaning.



Cooperation

Cablotech is open and willing to new qualified professional cooperations which can generate a benefit for all the players. The membership to CAMSER is one of the most substantial. It is a consortium of Italian manufacturers, existing since 1981, active in the specialized mechanical sector, belonging to Emilia Romagna district and generating a wide range of business services addressed to various industrial fields. Cablotech is also member of several category associations as UNINDUSTRIA and CNA.

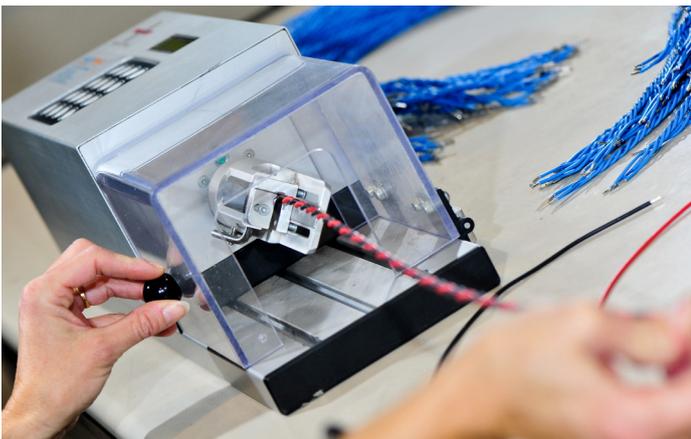
In this last one Mr. Valter Golfieri performs some responsibility roles.





Competitiveness

Cablotech constantly compares itself, without any self-conceit, with any competitors on the market, either from the technical point of view, or from the service performance side, or on the balance between quality and economic figures. We have a very straight approach oriented to dialogue with everyone, but, at the same time, we believe the competitive advantages and benefits we can apply to our customers are not second to anyone. Whenever, for any reason, we could not be in the position to take care properly of a job, we would admit it honestly without any tricky attitude towards competitors or loss of time for the customer.



Overcoming Obstacles

Cablotech is suited to solve daily small and big issues, coming from the highly customized form of our service. In most cases we find an agreement with our customers about the strategy line to follow and the provisions to adopt. Sometimes the customer comes to us already in serious trouble and pretty discouraged. In many occasion we found a successful solution which fully satisfies the client. This is due both to our experience and to the personalized approach we have.



Corporate Social Manifestry

Cablotech started lots of years ago supporting ONLUS volunteer association “Chiapas destination” taking care of many solidarity project helping some native communities in one of the poorest region of Mexico.

Some of the achievements were to purchase some tanks for drinkable water, educational material for children, and a microcredit provision. In 2009 Cablotech offered a contribution to the scientific research on the multiple sclerosis and the socio-medical assistance connected to it. In 2014 some people from Cablotech went to Kenia, in Watamu village, where they brought clothes and educational material for the local population. Everybody, but especially kids, welcome them with great enthusiasm.



Accreditation / Certification

Cablotech Srl is ISO 9001-TUV certified since 2002 and strictly follows the environmental legislation. All waste material is recycled.

We have a great attention to compliance safety regulations and to accident prevention.



Awards

In 2003 Cablotech was awarded by “Repertorio Provinciale Imprese Eccellenti” in Imola district for excellent practice in customer care, development of workers skills and integration of logistic and manufacturing processes. In 2009 Cablotech received “Mercurio d’Oro” prize.

CABLOTECH

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