



The news, new events, production and commercial strategies

An information newsletter for employees, colleagues, customers, suppliers



Our history in short



- 1967** Established
- 1968** First fittings production
- 1975** First air treatment units production
- 1982** First Italian subsidiary
- 1984** First foreign subsidiary
- 1991** First cylinders production
- 1992** ISO 9001 certification
- 1993** First valves production
- 1997** First Field bus and handling production
- 2000** ISO 14001 certification
- 2002** First Italian productive company acquisition
- 2003** First foreign productive company acquisition
- 2005** Go live SAP R/3
- 2007** OHSAS 18001 certification

Inside

2007 Products

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- Pneumatic solenoid pilot valves
- Flow microregulators
- Multimach valves and fieldbus
- Precision slides
- Pneumatic cylinder with integrated hydraulic brake

Management, purchase and logistics

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- Precision and professionalism in 3 areas
- Safety system certification

Group and global market

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- A partner in former Yugoslavia
- Technical excellence from Bulgaria
- Young and dynamic team in Algeria
- Here we come, China!
- 2007 dates

Marketing & Communications

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- Brescia: a vocation for culture
- Hanover: innovation at the heart of Europe
- Anniversaries

A commentary by Erminio Bonatti, President, Metal Work Group

Our first 40 years

A valuable achievement to start off for new challenges in the future

It was 1967 when I set out on the Metal Work adventure, with one single employee.

40 years have passed, and the one-man company has grown into a global Group, with operations in 5 continents, over 800 employees and an aggregate turnover of 170 million Euros on December 31, 2006.

The consolidated group turnover, at the same date, amounted to 118 million Euros.

In these moments, when your mind is full of memories that turn into history, you might say something obvious and maybe rhetorical.

I don't want to make useless celebrations, although I will stress the work and dedication of all those who have given their contribution to help this company grow and thrive.

With the support of all those who have joined our team, I have tried to build a Group that could respond to tougher and tougher market challenges over the years. And today, talking with my employees and partners, I have a feeling that this achievement is just a new starting point for the future.

A few key strengths have supported us through these years, and I am proud to review them, so that they can continue to be the guiding principles of our Group also in years to come.

solidate our global presence.

But the Group is not stopping here!

We are heading for ambitious goals and, in the awareness of the expertise we have acquired in 40 years, we are ready to face highly competitive challenges and to achieve more and more prestigious goals.

Social role of the company

Another valuable asset I would like to remind in this occasion is certainly the social role played by Metal Work, a role I have always invested in.

In my opinion, in modern economy, it is essential not to separate the growth of a business from the social relevance of the elements to contribute to such growth.

Therefore, in the coming years, we will keep focusing on the requirements of the society where we live and work, stressing the value of those factors that have allowed us to achieve our development, while safeguarding the environment and the social value where we work.

Let me express all of my satisfaction, pride and gratitude for the results we have achieved in these first 40 years with Metal Work!



Human Resources

In guiding Metal Work, I have always paid great attention to human resources. And I want to say a special thank you to everyone involved, because they have followed me through all the strategic decisions of our company.

The investment in human resources, in terms of health, safety, training and all-round involvement in our business activities, have allowed us to achieve excellent results and to create a unique harmony of life and work.

The central role of people, human relationships and the social value of each employee represent, also for the future, a strong competitive edge for Metal Work.

Customers and Partners

40 years on the market and 40 subsidiaries worldwide! Gradually but constantly, we have expanded our manufacturing and commercial organization, aware that we have a complete range of products, today.

The trust, professionalism and *know-how* of our customers and partners have driven us to develop quality solutions consistently.

With products that meet market demands, we have conquered the loyalty of our customers, creating relationships of mutual esteem. A valuable economic asset that ensures the consolidation of our projects.

Investments and Development

Metal Work is a future-oriented company.

Our global presence is a guarantee of success for our strategy.

Constant investment in research and the study of innovative solutions help us conquer new markets and con-