

The accuracy of shape



The metal processing industry is highly competitive and due to the globalisation, many players who used to be rather national focused have to market their services abroad in order to stay competitive. The ISIL Group from Alpignano in Italy, is a leader in the production, pressing and assembly of metal components worldwide. Celebrating its 30th anniversary this year, the company has been following an internationalisation strategy from its very beginnings and feels ready now to face new challenges.



The company's head office in Alpignano, Italy

“We follow a sustainable business approach and strategy has always been a key-word for us,” says General Manager Gianni Racca. “Over the years, we were able to unite our entrepreneurial, productive and planning competences. This lead to important synergies and still forms the basis of our company structure. Another important aspect of our success is that our three founding families decided early to develop a European perspective and to get in touch with other major European producers. Today, we are able to offer an unparalleled product spectrum and constant top quality. Keeping close contact to our clients, we know about new demands and trends early and this gives us competitive advantage. Due to our long experience in the market, we draw on profound know-how and are able to cover the complete production chain.”

ISIL specialises in producing, pressing and assembling metal compo-

nents and is a world-leader in production processes for drawn plate shells for tight compressors, electric motors and other applications. In addition to this, ISIL also develops a wide range of magnets tailor-made to the requirements of its customers. Drawing on its own factory and tool

manufacturing facilities, the company is able to assist its customers from the first idea and design phase over the production through to the final delivery. The company's machine park is state-of-the-art and includes a range of special machines, too. “We even take on all finishing

works such as washing, polishing and sandblasting,” says Mr. Racca. “Our strong vertical integration enables us to offer our clients competitive prices and to guarantee a constant top quality level at the same time. Having everything under one roof, we can set up interdisciplinary teams and accomplish difficult jobs, too. Last but not least, we are known for our excellent service.” Quality is at the top of the company's agenda. As a result, renowned names from the automotive and household appliance markets, such as Emerson, Danfoss or Brose rely on the services of ISIL. ISIL exports world-wide, to customers all over



ISIL uses state-of-the-art machinery



ISIL is a world leader in the production of drawn plate shells for tight compressors, electric motors and other applications

Europe, in the USA, in South-America, in the Middle-East and in China. The roots of the dynamic company date back to 1981 when its predecessor, a supplier of the big Italian compressor producer Embraco, got into economic difficulties, and the production of deep-drawn steel jackets for hermetic compressors, an important part of the production process, was at risk. The three founding families joined forces and started to produce for Embraco themselves. In the middle of the 1980s, the three founders decided to internationalise their business and made first contacts to other producers from Europe. One of the first clients outside of Italy was a major French company. In 1991, ISIL united with the French company Sep in order to offer its clients a wider portfolio. Until the end of the 1990s, almost all important European producers had signed up with the ISIL Group. Thanks to this positive development, the company continuously expanded its capacities. Paying tribute to the increasing competition from the so-called low-cost countries, ISIL established a production in Mexico in 2008 with the controlled Etromex. In 2009 ISIL merged Steelmag, a French automotive company to diversify its range of products. In 2010 ISIL established ISIL Tools to com-

plete the range of compressors and to totally become independent in its main market. At present, the metal processing expert has a staff of 250, processes around 35,000 t of steel every year and achieves revenues of around 50 million EUR. “We will continue to invest in new technologies and equipment in order to ensure our leading position in the long run,” says Mr. Racca. “We will follow our customers wherever they want us. Yet, even against the background of all growth plans, we will stay true to our core values. These are ethics, clearness, deadline respect and long-standing efficiency. The customer will always stay central.” ■

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