

## **PRESS RELEASE 2/2011**

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### **German-Italian cooperation in the mechanical engineering industry**

**GLA-WEL, a machine building company in Lower Saxony, and FIRBIMATIC SPA, a manufacturer of cleaning machines for the cleaning of industrial parts in Bologna, re-enforce their collaboration**

**Both engineering companies take this year's trade fair parts2clean, the leading international trade fair for the cleaning of industrial parts and surface cleaning, as an occasion to re-confirm their collaboration which they already have had started in 2010. For this reason, the companies share a joint exhibition stand at the trade show (Hall 1 / F614). In their partnership the companies work together in manufacturing and selling machines and services for the parts manufacturing industry in selected countries.**

Melle / Sala Bolognese, July 2011. It is official now: The machine building companies FIRBIMATIC in Bologna and the metal building specialist GLA-WEL in Melle will be working even more closely together from now on. Both parties have agreed on a clear division of work in the building of cleaning machines to make best possible use of their own core competencies in order to drive forward their mutual growth. Whereas FIRBIMATIC wants to focus on building and developing cleaning machines, their core competency, GLA-WEL, as their exclusive distributor in Germany, is going to build the associated manually or automatically driven loading systems.

Thus, the Italian company can set free additional capacities in the ongoing production which, instead, can be used now for constructing and developing new machines. Because the company has been active in international markets for years already, its contemporary production facilities and logistics are very well prepared for future growth, as is explained by Giacomo Natali, Sales Manager in Bologna:

*„Concerning our personnel, technology and logistics we are well prepared for future growth. Working together with our German partner GLA-WEL is a great possibility for us to achieve this growth. Each of us concentrates on what we can do best. And, at the same time, together we make use of existing and approved business structures.”*

Building conveyors and loading systems for machines has been an essential part of GLA-WEL's product portfolio for a long time. Moreover, because the

company has achieved solid experience in developing special stainless steel and aluminium products, it can offer its customers complex and tailor-made solutions.

Both partners strive to expand their sales activities in Russia and China, future markets that offer much idle potential that could be turned into business, explains the GLA-WEL management board:

*„We see much potential in foreign markets. Especially enterprises in China and Russia have much need to obtain path-breaking cleaning technology. But even here in Germany are many potential customers that look for reliable business partnerships – partnerships that we are ready to offer. Working with FIRBIMATIC is a great chance to target and win over new markets. And, at the same time, we can establish and intensify our international network.“*

Moreover, the development of product innovations is mutually driven forward: At present, prototypes of CO<sub>2</sub>-cooling systems that could be installed in CNC-controlled machines, for example milling machines, are tested.

**GLA-WEL GmbH** is a medium-sized manufacturing and supply company that specializes in processing and forming of stainless steel and aluminium. Since its foundation in 1996 the company has, under its claim *edelstahl und aluminium in form (stainless steel and aluminium in form)*, stood for manifold, innovative and high quality products in the metal working industry: GLA-WEL offers cleaning machines with solvents and aqueous cleaning agents, and manufactures automatic ally and manually driven conveyors and loading systems, CO<sub>2</sub>-cleaning systems (CO<sub>2</sub>-dry ice blasting, CO<sub>2</sub>-snow blasting, CO<sub>2</sub>-cooling systems for machining) and peripheral equipment for the treatment of solvents and water. Also, trainings and maintenance or technical services for cleaning machines are offered: [www.gla-wel.de](http://www.gla-wel.de).

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Photo: GLA-WEL GmbH: GLA-WEL conveyor for FIRBIMATIC cleaning machine

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