

# High-quality filling systems from the Smart Factory

In Ceresole Alba, Italy, south of Turin, the family-run company GAI Macchine Imbottigliatrici Spa manufactures beverage filling systems - and is now in its third generation. CEO Guglielmo Gai explains how the business idea came about: “My grandmother needed a bottling system for her restaurant, which my grandfather built for her and decided to start a company with it in 1946.” The small company has since grown into an international business with around 300 employees.

Guglielmo Gai sees the foundation for this success of the company's strategy: “We don't sell our systems based on price, but on high quality. We offer our customers reliable and technically high-quality machines and the best service. This clearly sets us apart from our competitors.” The company also relies on a high level of vertical integration: “We design and manufacture all the parts for our filling systems ourselves - a total of 150,000 items,” emphasizes Gai.

And the future is bright, the market is booming: “Our production capacities for the next 14 months are already fully booked.” GAI relies on transparent and reliable processes to meet the high demand and at the same time guarantee the high delivery reliability and quality of the systems. TRUMPF offers this with solutions for networked production and Industry 4.0.



## GAI Macchine Imbottigliatrici Spa

[www.gai-it.com](http://www.gai-it.com)

Timeless, reliable, easy to operate - these are the criteria that beverage filling systems from the Italian family company GAI Macchine Imbottigliatrici Spa have to meet. Now in its third generation, GAI has a total of 300 employees and manufactures mainly for small and semi-industrial producers. The company exports around 75 percent of its systems and now has sites in France and the USA.

| INDUSTRY                              | NUMBER OF EMPLOYEES | SITE                     |
|---------------------------------------|---------------------|--------------------------|
| Filling systems,<br>beverage industry | 300 worldwide       | Ceresole Alba<br>(Italy) |

#### TRUMPF PRODUCTS

- TruLaser Cell 3000
- TruLaser Cell 3010
- TruLaser 5040
- TruLaser Tube 7000 fiber
- TruBend Center 5030
- TruBend 5320
- TruBend 7036
- TruTops Laser
- TruTops Tube
- TruTops Fab
- TruTops Cell
- TecZone Fold

#### APPLICATIONS

- 2D laser cutting
- 3D laser cutting
- Laser welding
- Laser tube cutting
- Bending

### Challenges

Guglielmo Gai can't complain about a lack of work at the moment. The requests keep coming: "The market is so good at the moment that it's becoming a bit of a problem. Our production capacity is already fully booked out until July 2023. So sometimes, our customers are having to wait longer for their systems." One of the reasons for this boom is government incentives that allow producers to invest in new filling systems earlier. And then, of course, there is the good reputation of GAI appliances. Gai says: "We design and manufacture high-tech products that are in high demand on the market." He relies on transparent processes and highly automated production so that he can deliver these to his customers in the proven quality and with reliable delivery times despite the enormous demand: "We can't do without machines that are ready for Industry 4.0 and transparent processes; for us, they are the basis for reliable production and high-quality products."



"TRUMPF's automation and software solutions give us a major competitive advantage."

**GUGLIELMO GAI**

CEO, GAI MACCHINE IMBOTTIGLIATRICI SPA



### Solutions

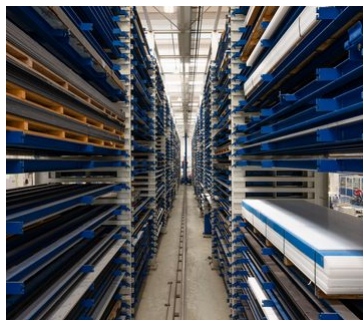
GAI took the first step towards a smart factory many years ago and invested in the TRUMPF TruTops Fab

software with the QuickJob, Production and Storage modules, as well as in Industry 4.0-compatible machines. "A corresponding grant from the Italian government made the investment easier for us. And we very quickly realized that we benefit enormously from networking." In addition to investing in new machines, GAI retrofitted existing ones so that they could also be networked. "Previously, we had a lot of paper that traveled through production, as production employees had to manually record completed work steps and finished parts. This made it difficult to plan the subsequent production steps. The aim of networking our production was to digitize these tasks and thus create more transparency," recalls Guglielmo Gai.

## Implementation

TruTops Fab brought transparency and flexibility to GAI's production. The TruTops Fab Quickjob module enables clear and efficient planning and control of production processes. "With TruTops Fab Production, we can keep an eye on the status of the various orders at all times. The machines automatically receive orders as soon as the previous production step has been completed," explains Gai. TruTops Fab Storage can be used to automatically book the material and reliably track the individual batches. "Thanks to the solutions from TRUMPF, we now produce much more efficiently, transparently and reliably."

A look at the production area shows the impressive degree of networking: a STOPA warehouse with 721 pallet spaces supplies the 2D laser cutting machines with raw material, and a LiftMaster loads them automatically. Intelligent automated guided vehicle systems constantly move through the production area and bring finished components to the high-bay warehouse or from there to the assembly stations. "Much less paper now passes through our production. We record and manage everything digitally. This means we know where we stand at all times with the production of individual components and can react more quickly to changes," says Guglielmo Gai, satisfied with this situation. "And our employees no longer have to do dull jobs and have time for challenging tasks again."



## Forecast

At GAI, the signs continue to point to growth. To do justice to this, Guglielmo Gai is planning an extension that will increase the production area by 50 percent. "The market is developing well and we are investing so that we can continue to grow." This also applies to the production software, and TRUMPF Oseon will soon replace the previous TruTops Fab system and make the company's production even smarter. "TRUMPF has been a very reliable partner for the last 25 years. The laser machines are reliable and provide us with perfect components straight from the machine." The CEO is convinced that

the automation and software solutions from TRUMPF give GAI a major competitive advantage: "With our Smart Factory, we are well equipped for further growth," he says with satisfaction.

#### Find out more about our products

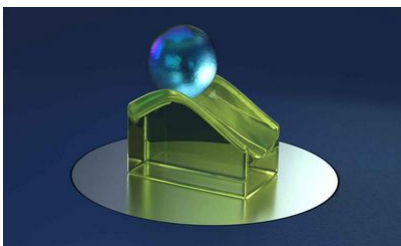


#### TruTops Fab Quickjob

The Quickjob module is the heart of the TruTops Fab software family. This module allows you to control the production and manage all of your production orders clearly and efficiently. The software is simply connected to your machine or laser system's control; users immediately have an overview of production and the actual status of orders, at all times.



[Zum Produkt](#)



#### Oseon

As a sheet metal processor, how do you keep an overview of your processes? With Oseon – a comprehensive solution for production and material flow control, which supports users according to their roles and displays your processes consistently and transparently. This opens up growth and savings potential for you.



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