

EXSTO Italia comes out of a merger of three

The date of the official establishment of EXSTO Italia is close: this new company is the result of the merger of three historical companies of the Italian panorama of rubber and polyurethane processing: Cervellati, Tecnotec and Emil-Gomma. EXSTO Italia will be the Italian division of the French group EXSTO, leading company for the supply of technical solutions in polyurethane, rubber and thermoplastic materials for all the industrial sectors, with manufacturing and commercial sites in Brazil, USA and Italy

It is nearly impossible not to know Cervellati, a historical company of Bologna that, founded in 1937 for a small production of recoil pads for rifles, strongly expanded in the rubber industry between the '50s and the '80s, by developing extensive experience in the processing of rubber, as well as compact and foam polyurethane and Vulkollan®, all raw materials used for the production of customized technical goods. In 2019

Cervellati decides to start the collaboration with the French company EXSTO, with the aim to grow in the production development of its goods, particularly for export.

«Today – Annalisa Cervellati explains – we would like to inform the market that our company enters into the multinational reality of EXSTO and therefore is not acquired by an investment company, but by an industrial company of the same domain, very

similar to us in terms of corporate culture. This alliance will offer new opportunities for organizational improvement and growth, also thanks to a well-established sales network». The other two merging companies, Tecnotec and Emil-Gomma, have long been controlled by EXSTO Group.

THE ITALIAN COMPANIES IN THE GROUP

To trace the evolution of the three



Laboratorio Exsto.
Exsto laboratory.

Italian companies helps to understand the reasons why EXSTO came to consider them as ideal partners for its own further synergical development worldwide. Cervellati is born and grows in the field of rubber moulding, with its own goods, like bellows

and recoil pads for hunting rifles, and customized goods. In the '80s Cervellati obtains the licence from Covestro (former Bayer) to work with Vulkollan® and starts its own production of rubber compounds, specializing in the field of fluoroelastomers.

In the '90s the company installs new production facilities for polyurethanes and gets quality certification ISO 9001:2015, by going on investing, in the 2000s, in modern production and control equipment, introducing the production of foam polyurethane and starting to access to foreign markets.

Nowadays Cervellati can rely on three production lines for rubber, compact and foamed polyurethane, in addition to the casting unit for Vulkollan®. In order to establish EXSTO Italia, Cervellati will be merged with Tecnotec of Villanova Mondovì (Cuneo), a company founded in 2010 from the collaboration of two partners with long standing experience in the field of hot-casting polyurethane, either polyester or polyether, for several industrial applications.

In particular, along with a production of semi-finished and technical goods in rubber and polyurethane, Tecnotec established itself in the field of quarries and mines screening, snowplow

blades and discs for star screens. Tecnotec joined EXSTO Group in 2015, strengthening EXSTO's position in the international market. Beginning of 2019 EXSTO acquired the business branch of Emil-Gomma, which has experience and equipment able to meet the demands for food industry, packaging, paper, steel, textile, ceramics, wood, Oil & Gas and mining industries.

With almost 30 years of experience and based in Piumazzo di Castelfranco Emilia (Modena), Emil-Gomma is specialized in the manufacture and coating of rollers and wheels in polyurethane and rubber, as well as in the production of customized articles. In 2019 Emil-Gomma became part of Tecnotec, a company specialized in the manufacturing, sales and consultancy of articles in polyurethane for many industrial sectors, particularly for

the mines and quarries screening equipment.

EXSTO GROUP

With the headquarters in France in Romans-sur-Isère, EXSTO Group is specialized in development and production of its own and customized goods in high performance polyurethanes and thermoplastics. With four production plants and serving 90 countries, the company supplies different industrial sectors like automotive, for example, Subsea Oil & Gas and Aerospace among others.

«EXSTO is well-known in France - Stefano Cervellati says – because it is one of the most important companies in the polyurethane sector and is present in the plastics sector too, with ownbranded automotive components. Just think that it is a group with a turnover of around 40 millions



euro, of which more than 50 % is for export, with 260 employees in the different locations. The group includes a production plant for engineered thermoplastics in Hostun (France) and five branches abroad, a project and commercial subsidiary in USA, a production unit in Brazil and three plants in Italy».

A LONG STORY

In fact the company history started in 1976 with the former company M. Baulé Sarl, that became EXSTO thereafter, specialized in the processing of hot-casting polyurethane. For 15 years Baulé strengthened its specific expertise, either in Urethane raw materials or in casting machinery; in the '90s it got into the gas and off-shore business and opened a dedicated department for the automotive sector. In 2000 Baulé sold the polyurethane production activity to Bayer, that ex-

panded the range and became Covestro in 2015, while in 2001 the production of polyurethane goods became EXSTO: Covestro and EXSTO have their headquarters in the same industrial estate in Romans-sur-Isère. In 2009 EXSTO became independent and at present it is among the most specialized companies in the world regarding the Oil & Gas activity for subsea platforms. The production is very demanding, with products up to 10 metres high and up to 8 tonnes weight, and consists, for example, in bend stiffeners, bend restrictors and sealing devices, all in polyurethane, produced by machinery able to cast 500 Kg/min. Besides France, this production is also made in Brazil, where the plant, founded in 2010, works for the South American markets. In 2013 EXSTO USA is founded, with a production mainly focused on the automotive sector, by taking care af-

ter design and marketing of plastic jigs, patented by EXSTO France, used for the car paintshops at OEM. They are single-use items (the numbers involved are very high), that are produced in France for the European car OEMs and in USA for the North American market.

EXSTO IN ITALY

In order to increase the competitiveness on foreign markets, EXSTO Group adopted a policy of growth by means of acquisition of robust and well-underway companies, specialized in similar processes but also in complementary and diversified activities. Its attention has turned to Italian companies of Northern Italy, either for the quality of their product units or their proximity to France. Proof of this situation is that the first acquired company, in 2015, was Tecnotec, specialized in polyurethane screening pan-

els, with high abrasion and tear resistance, particularly for carries and mines. For years Tecnotec also produced long-lasting composite snowplow blades, anti-wear and dampening linings in rubber and polyurethane, besides customized parts. Through Tecnotec, in 2019 EXSTO Group acquired Emil-Gomma, well-known for its production of rollers and industrial wheels, either in rubber or polyurethane, a market segment in which the French company is not very active and present. At present in Mondovì a new plant is under construction, dedicated to the production of medium-size and large items for, among others, Oil & Gas industry, that will increase the presence of the group in this sector. Eventually the entry of Cervellati in the group has opened new opportunities, like the possibility for

EXSTO to also offer to its customers customized articles in polyurethane Vulkollan®, as Cervellati has Covestro licence for many years. The wide experience in industrial heavy duty wheels and for special applications joins now the consolidated production of rollers. A further synergy is Cervellati historical manufacturing of rubber technical parts, such as fluoroelastomer gaskets, that are widely used in Oil & Gas sector, where the group is already present with polyurethane products.

Thanks to the merger of the three companies, the new structure foresees that the plant of Mondovì will be mainly focused on the production of screening panels, polyurethane rollers and large items, while the plant of Bologna will concentrate on producing recoil pads, technical goods in rubber, Vulkollan® and other polyurethanes, besides industrial wheels for heavy load. ◆

