

# High-quality bottling systems from the Smart Factory

In Ceresole Alba, Italy, south of Turin, the family-owned company GAI Macchine Imbottigliatrici Spa has been manufacturing beverage bottling systems for three generations. CEO Guglielmo Gai explains how the business idea came about: "My grandmother needed a bottling system for her restaurant, so my grandfather designed one for her, before going on to establish a company in 1946." That small company has since grown into an international business with a total workforce of around 300 people.

Guglielmo Gai attributes the company's success to its strategy: "We don't sell our systems on the strength of their price, but their high quality. We offer our customers reliable, high-quality machines and premium service. This is what truly sets us apart from our competitors." The company also relies on a high vertical range of manufacture: "We design and manufacture all parts for our bottling systems ourselves – a total of 150,000 items," emphasises Gai.

And the outlook is rosy, as the market is currently booming: "Our production capacities are fully booked for the next 14 months." To meet the high demand while ensuring exceptional delivery reliability and system quality, GAI relies on transparent and reliable processes. This is where TRUMPF plays a key role, offering solutions for networked production and industry 4.0.



## GAI Macchine Imbottigliatrici Spa

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

Timeless, reliable and user-friendly – these are the key criteria that the beverage bottling plants of the Italian family-owned company GAI Macchine Imbottigliatrici Spa must meet. Now in its third generation, GAI manufactures products primarily for small and semi-industrial producers, with a total of 300 employees. The company exports around 75% of its systems and now has sites in France and the USA.

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### INDUSTRY

Bottling systems,  
beverage industry

### NUMBER OF EMPLOYEES

300 worldwide

### LOCATION

Ceresole Alba  
(Italy)

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#### 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

As things stand, Guglielmo Gai certainly can't complain about a lack of work. The inquiries keep pouring in: "The market situation is currently so strong that it's becoming a challenge. Our production is already at full capacity until July 2023, which means some of our customers have to wait longer for their systems." This boom is partly driven by government incentives encouraging earlier investment in new bottling plants. And then, of course, GAI devices have a good reputation. Gai says, "We design and manufacture high-tech products that are in great demand on the market." He relies on transparent processes and highly automated production to ensure he can still deliver these products to his customers with proven quality and reliable delivery times. "It wouldn't be possible without industry 4.0-capable machines and transparent processes. They form the foundation for reliable manufacturing and high-quality products at our end."



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

**GUGLIELMO GAI**

CEO, GAI MACCHINE IMBOTTIGLIATRICI SPA



### Solutions

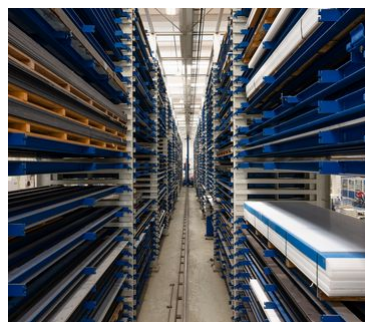
Many years ago, GAI took its first step towards creating a smart factory by investing in TRUMPF's

TruTops Fab software, including the QuickJob, Production and Storage modules, as well as industry 4.0-compatible machines. "A similar subsidy from the Italian government made the investment easier for us. We quickly realised that networking would bring enormous benefits." In addition to investing in new machines, GAI also upgraded existing ones to enable networking capabilities. "Previously, there was a lot of paperwork involved in the production process, as the production staff had to manually record completed work steps and finished parts. This made it challenging to plan the subsequent production steps. The aim of networking our production was to digitalise these tasks and so create more transparency," recalls Guglielmo Gai.

## Implementation

Using TruTops Fab, GAI has introduced greater transparency and flexibility into its production. The TruTops Fab QuickJob module allows for clear and efficient planning and control of production processes. "TruTops Fab Production lets us monitor the status of various orders in real time. The machines automatically receive new orders as soon as the previous production step is completed," explains Gai. With TruTops Fab Storage, materials can be automatically booked, and individual batches can be reliably tracked. "Thanks to the solutions from TRUMPF, we are now able to manufacture much more efficiently, transparently and reliably."

A glance at the production area shows an impressive level of networking – a STOPA storage system with 721 pallet spaces supplies the 2D laser cutting machines with raw materials, while a LiftMaster loads them automatically. Intelligent automated guided vehicle systems constantly move through the production area, taking finished components to the high bay storage racks or from there to the assembly stations. "There is now much less paperwork involved in production. We record and manage everything digitally, which means we always know the status of individual part production and can respond more quickly to changes," says Guglielmo Gai with satisfaction. "Our employees no longer have to perform mind-numbing jobs and now have time to take on more challenging work."



## Forecast

To keep pace with GAI's continued growth, Guglielmo Gai is planning an extension that will increase the production area by 50%. "The market is developing well, and we are investing to continue our growth," says Gai. This also applies to the manufacturing software, where TRUMPF Oseon will soon replace the existing TruTops Fab system, making the company's manufacturing even smarter. "TRUMPF has been an extremely dependable partner for the past 25 years. "The laser machines are reliable and produce

flawless parts directly from the machine." TRUMPF's automation and software solutions provide GAI with a significant competitive advantage, the CEO believes: "Our smart factory ensures we are well-positioned for continued growth," he says with satisfaction.

### Find out more about our products

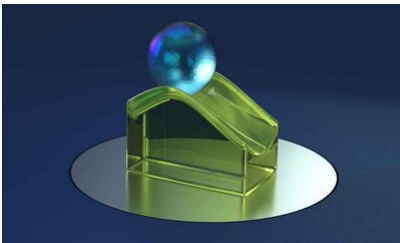


#### TruTops Fab Quickjob

QuickJob is the cornerstone of the TruTops Fab software suite. This module allows for clear and efficient control of production and management of all production orders. The software connects seamlessly to the machine or laser system control, giving users an immediate overview of production and the current status of orders.



[Zum Produkt](#)



#### Oseon

As a sheet metal processor, how do you maintain 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.



[Zum Produkt](#)

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