

Italcementi

A strength contribute to traceability



Italcementi
Italcementi Group

A world class local business

The customer

Italcementi was founded in 1864 in Bergamo (Italy). With an annual production capacity of approximately 70 million tons of cement, Italcementi Group is the world's fifth largest cement producer. The Parent Company, Italcementi S.p.A., is one of Italy's 10 largest industrial companies.

Italcementi Group's companies combine the expertise, know how and cultures of 22 countries in 4 Continents boasting an industrial network of 63 cement plants, 15 grinding centres, 5 terminals, 134 aggregates quarries and 613 concrete batching units.

In 2007 the Group had sales amounting to 6 billion Euro and a net income of 612.5 million Euro while sales volumes and internal transfers by business were: cement and clinker 64.6 Mt, aggregates 56.3 Mt and ready-mixed concrete 20.5 Mm³.

Since 1998 Italcementi Group has been pursuing its internationalisation strategy by acquiring new cement works in Bulgaria, in Kuwait, in China, in Saudi Arabia, Kazakhstan, Thailand, Morocco, India, Egypt and the United States.

The enterprise obtained the quality certification UNI EN ISO 9001:2000 since 1994 by Certiquality.

The requirement

Through a technical selection and an international tender, Italcementi Group S.p.A set forth its need of coding production batch and expiry date on paper sacks/bags containing its most innovative product. It's a cement that is mixed with organic components that fix the expiry. The client demanded to get all data to be printed into a prefix frame of dimensions 8-10 mm height x 40-45 mm width (0,3-0,4 / 1,6-1,8 inch).



The solution

Zanasi routed all the other competitors thanks to a professional analysis and proposal. We offered a very simple printing system that guarantees reliability in harsh environments as typically happens in cement factories.

From the beginning the proposal has been oriented to the DOD technology, which Zanasi proposes exclusively with the printing system ZJET303 also with an innovative Printing head.

This application peculiarity allows to use the "Drop on Demand" technology and at the same time it allows to get a small character printing dimension/height, a typical characteristic of the CIJ technology (Continuous Ink Jet), but that doesn't guarantee the same reliability in those dusty environments, in which ones Zanasi DOD Systems are definitely the most reliable.

With this proposal, Zanasi took the chance to differentiate from all the other competitors: from ones that proposed the CIJ technology with related frequent and higher maintenance costs and more working precariousness in such environments; to the other that proposed the DOD technology but wasn't competitive in various aspects (complicate user-interface, high price, high managing costs, bulky system dimensions, slow and unprofessional service).

After a trial period in their plants, where the system efficiency and reliability have been widely demonstrated, the managing direction of Italcementi Group finally decided to chose the Zanasi solution for its Italian plants where the newest cement would be produced, adding one plant in Greece and one in Bulgaria.

Through our distribution network we were able to accomplish all systems installations as required, for a total of n°37 ZJET303 Printing Systems, in two weeks.

Conclusion

Thanks to the great Zanasi experience and the skilful team (good service at low costs), Italcementi was able to keep its production policies respecting times and mode previously set, complying with the new regulations which introduced the production/expiration dates coding obligation.

Zanasi systems are perfectly adapted to Italcementi production speed needs (bags/minute and in-line speed) allowing to keep their existing production lines.

