

Strengthening the presence in the South American market

Nordimpianti has successfully completed yet another new commissioning of Extruder and Slipformer machines, this time in Brazil, in collaboration with Proaço Estruturas. Proaço was founded in 1995 and with over three decades of experience in the design, manufacturing and installation of precast concrete and structural steel, it has become one of the most prominent companies in Brazil's construction sector. Over the years, Proaço has expanded its operations and now stands as a leading force in the industry, with a reputation built on the successful delivery of thousands of investment projects across Brazil. The company's commitment to quality and reliability has earned it the trust of both clients and partners. Proaço is currently the largest manufacturer in its region, operating from a 115,000 m² manufacturing facility and employing over 500 people.

At the core of Proaço's business model are three guiding principles, fairness, reliability, and innovation. These values not only shape the company's internal culture but also define

the way Proaço approaches its customer relationships. As a result, Proaço continues to provide its clients with the fastest, most cost-effective, and highest-quality solutions available on the market. The company has expanded its reach across Brazil, serving clients in 23 states from its headquarters in Ituporanga and offering a broad range of construction solutions to meet the diverse needs of the market.

The company's vision has always been to provide complete precast solutions. It began by producing steel structures and I-beams with moulds in 1995, expanded into precast concrete elements in 1999 and in 2017 entered the hollow core and I-beams market, acquiring equipment from a local machine manufacturer to meet growing demand in the region. As the demand for hollow core slabs and I-beams continued to rise, Proaço recognized the need to invest in advanced technologies to improve product quality and production efficiency. The company's decision to invest in state-of-the-art machinery was driven by the desire to stay ahead of the



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Aerial view of the Proaço production site



competition while meeting the evolving needs of its clients. For this reason, in 2022, Mr. Silvio Prim (President of Proaço) along with his son, Mr. Alan Prim (Vice President and CEO), began researching new machinery suppliers in Europe. Their search led them to Mr. Thiago Pieri, Nordimpianti's representative in Brazil from the company PCI Engenharia e Consultoria Industrial LTD.

Thiago Pieri introduced them to the advantages of the Nordimpianti's EVO2 Extruder machine and visited the Proaço factory several times. During these visits, Mr. Pieri explained the differences and advantages of the EVO2 Extruder compared to their existing locally sourced machine. These advantages included high concrete compaction, minimal downtime for product changeover, a user-friendly design with easy access for maintenance and cleaning and the use of a touch screen control panel for managing machine parameters such as casting speed, screw speed and concrete compaction. At the end of 2023, after the Prim family decided to purchase the EVO2 Extruder machine from Nordimpianti, they requested the opportunity to visit a factory producing special I-beams elements with thicknesses of 180mm and 230mm manufactured specifically using Nordimpianti's slipformer machine.

Nordimpianti quickly organized a trip to visit Tensolite S.A. in Argentina. Tensolite is a leading point of reference in the

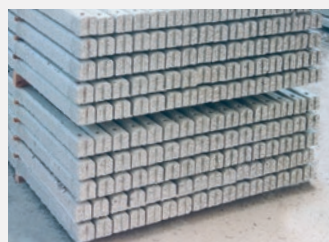


From left: Mr. Thiago Pieri and Mr. Alan Prim, CEO of Proaço

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NORDIMPIANTI's casting machines can produce a wide range of prestressed concrete products such as hollow core slabs for flooring and walls, inverted T and I-beams, vineyard posts and lintels, prestressed slabs, U slabs, inverted double T slabs etc.

Prestressed products made by NORDIMPIANTI's Extruder, Slipformer and Wet Casting machines offer many advantages that make them a success all over the world.

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Group photo at the Tensolite offices featuring both the Tensolite and Proaço teams

Argentine market, known for its excellent production quality and one of the largest production capacities in the country. Over the years, the Tensolite brand has become synonymous with excellence and value.

It was thanks to the over 30 years of collaboration between the two companies and the strong, longstanding relationship between Mr. Gian Piero Gagliardi, CEO of Nordimpianti, and Mr. Rodolfo Di Bacco, President of Tensolite that this visit for Proaço was arranged in just a few days. Mr. Silvio Prim, Alan Prim, and Ernesto Biot, Nordimpianti's Area Sales Manager,

then made the trip to Tucumán, Argentina, to visit and explore the production facility.

Mr. Silvio Prim and Alan Prim inspected the production and verified the excellent compaction and surface finish of the beams. It was at this moment that Proaço decided Nordimpianti would be the best choice as a supplier for both the extruder and slipformer machines.

In February 2024, Mr. Alan Prim signed the contract with Nordimpianti to produce hollow core slabs with the new EVO2 Ex-



Casting of 210mm thick I-beams with Nordimpianti's Slipformer machine



From left: Gian Piero Gagliardi, Nunzio Gagliardi, Alan Prim, Thiago Pieri, Ernesto Biot

truder, in thicknesses of H160mm, H210mm, and H265mm, with a width of 1,250mm. The contract also included the slipformer machine to produce I-beams with a thickness of H180mm and a base of 120mm, as well as I-beams with a thickness of H230mm and a base of 140mm.

In May 2024, Mr. Alan Prim travelled to Italy to visit Nordimpianti with the primary purpose of closely reviewing the construction and progress of the machines he had ordered. This

visit was crucial for ensuring that the production of the EVO2 extruder and slipformer machines was proceeding according to his specifications and expectations. During his time there, he had the opportunity to meet with Mr. Gian Piero Gagliardi and his father Mr. Nunzio Gagliardi, President of Nordimpianti, to discuss new ideas and future plans.

The machines were delivered to Proaço in early 2025. Nordimpianti supplied a new EVO2 extruder casting machine,



Top surface finish with Nordimpianti's EVO2 extruder casting machine



5 hole hollow core slabs cast by Nordimpianti's EVO2 extruder



Nordimpianti's I-beam slipformer machine



I-beams produced by Nordimpianti's Slipformer machine



specifically designed for the 1,250mm wide hollow core slabs that are standard in the Brazilian market.

Proaço's engineers found that the new EVO2 extruder machine perfectly lived up to expectations. The theoretical load-bearing calculations were confirmed in real-life applications, and together with the thermal and acoustic insulation properties justified the claim that hollow core slabs are the ideal choice for precast floors.

The engineers were also impressed by the many advantages of the EVO2, such as the transmission drive in a permanent oil bath and independent screw drive motors. During start-up and training, they expressed to Nordimpianti's technical team their view that the EVO2 made it much easier to produce hollow core slabs with exceptional quality and outstanding technical features.

When Proaço began producing hollow core slabs with their original machine, they faced issues with surface finish and could not use the upper strands due to frequent breakages. Now, with the EVO2 extruder, Proaço has achieved excellent production results. The EVO2 is capable of producing slabs with superior surface finish, excellent concrete compaction, and precise positioning of the stressing wires and strands.

Due to the use of a very dry concrete mix, the concrete elements are able to form the correct shape of the voids without collapsing during casting. In fact, it is possible to walk on the surface of the element immediately after casting.

The production staff at Proaço were also impressed with the 15-inch touchscreen operator panel, as it made operation easier and more intuitive to use.

With a wide range of hollow core slabs and I-beams, Proaço offers the best solutions for commercial, industrial and residential buildings, supporting its customers with a professional team that guides them through every phase of the construction process, from planning to the installation of its products.

Both Nordimpianti and Proaço are fully satisfied with the final result. Proaço for choosing a reliable partner who is always ready to provide the necessary support and Nordimpianti for continuing to grow their presence in the Brazilian market. ■

FURTHER INFORMATION

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