

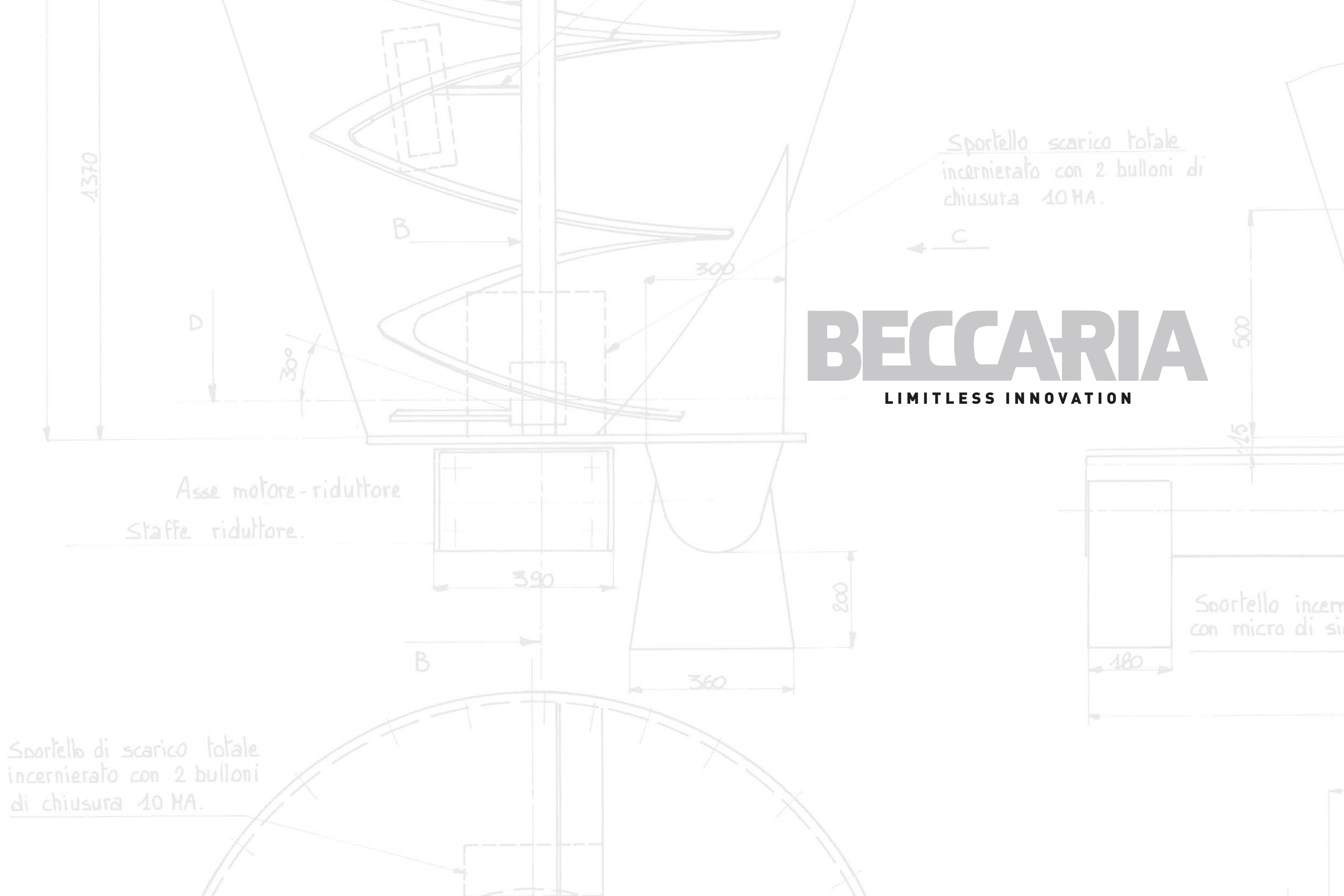


BECCARIA

LIMITLESS INNOVATION



www.beccaria.it



1370

B

D

300°

300

Sportello scarico totale
incernierato con 2 bulloni di
chiusura 10 MA.

C

BECCARIA

LIMITLESS INNOVATION

500

15

Asse motore-riduttore

Staffe riduttore.

390

200

B

360

Sportello incernierato
con micro di...

180

Sportello di scarico totale
incernierato con 2 bulloni
di chiusura 10 MA.



BECCARIA

LIMITLESS INNOVATION

This message conveys the essence of the history of **Beccaria**, which is celebrating **seventy years of business**.

Once a small trade workshop, thanks to the entrepreneurial spirit of the founder **Domenico Beccaria**, the business quickly grew and developed at a rate that immediately extended beyond the strictly local confines.

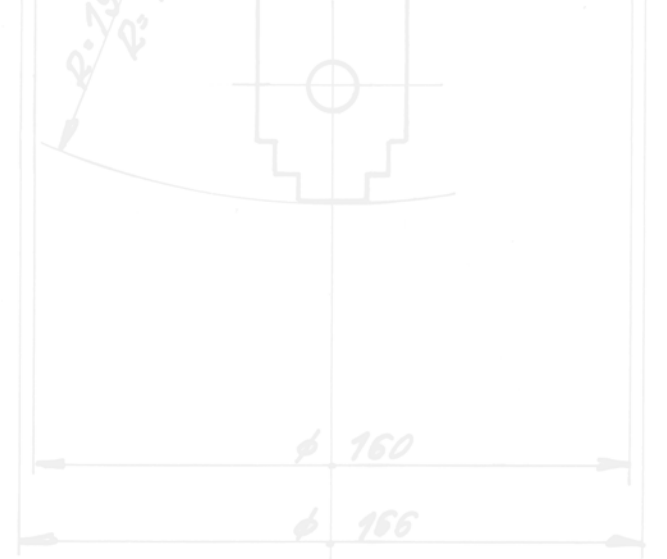
Participation in shows and fairs opened the doors to national (in the fifties and sixties) followed by international (the eighties onwards) markets.

Today Beccaria operates increasingly more abroad thanks to an entrepreneurial skill that seized the needs of the market, succeeding in fulfilling targeted and highly diversified requests. Limitless **innovation** is the premise that guides the new challenges characterised by the desire to offer optimal solutions to customers who consider the business not only as a supplier but also as a player capable of guaranteeing the most suitable answers to every need.

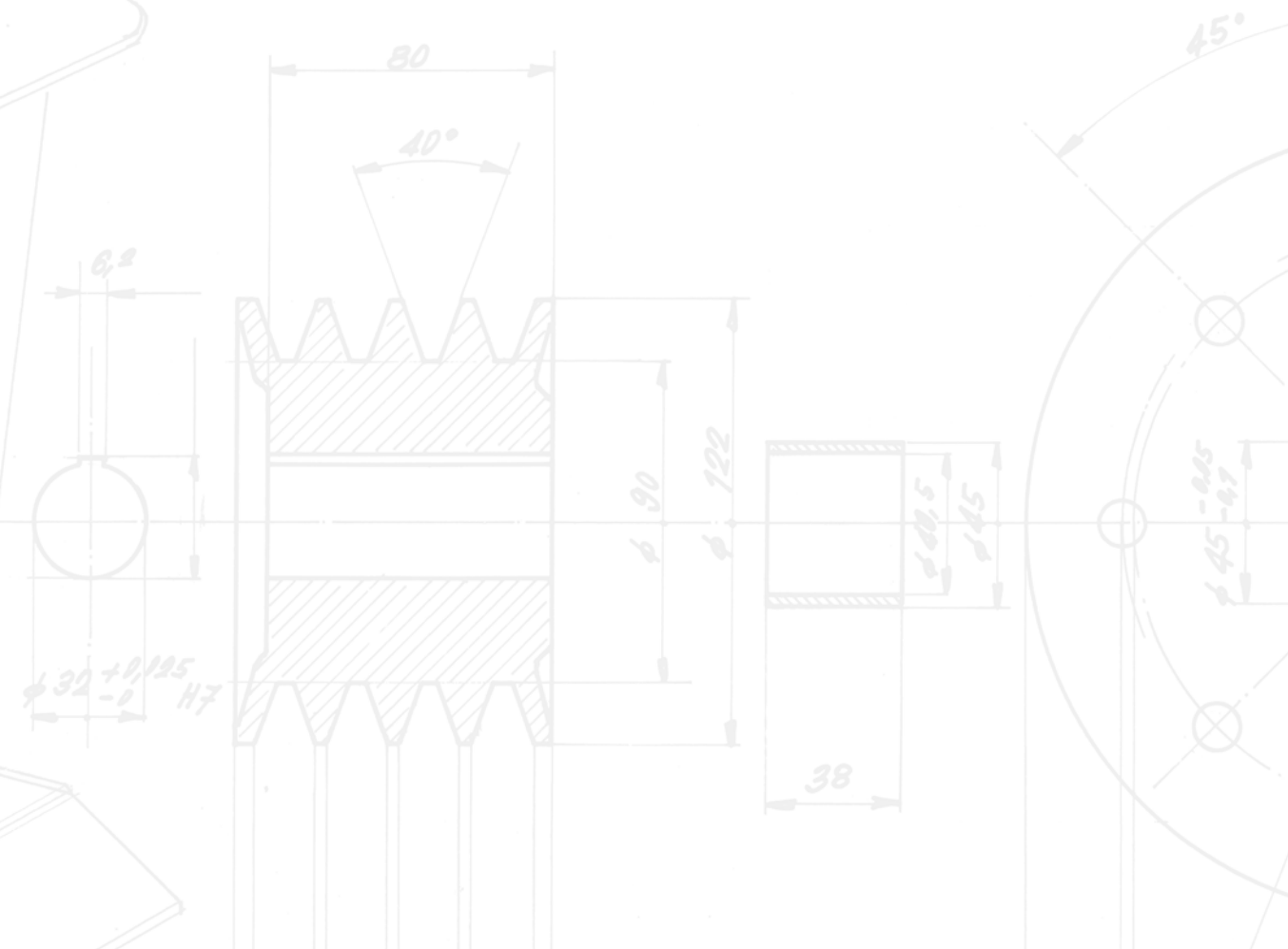
The image of the Archimedean spiral, the core of screw conveyors, is the most emblematic in this regard.

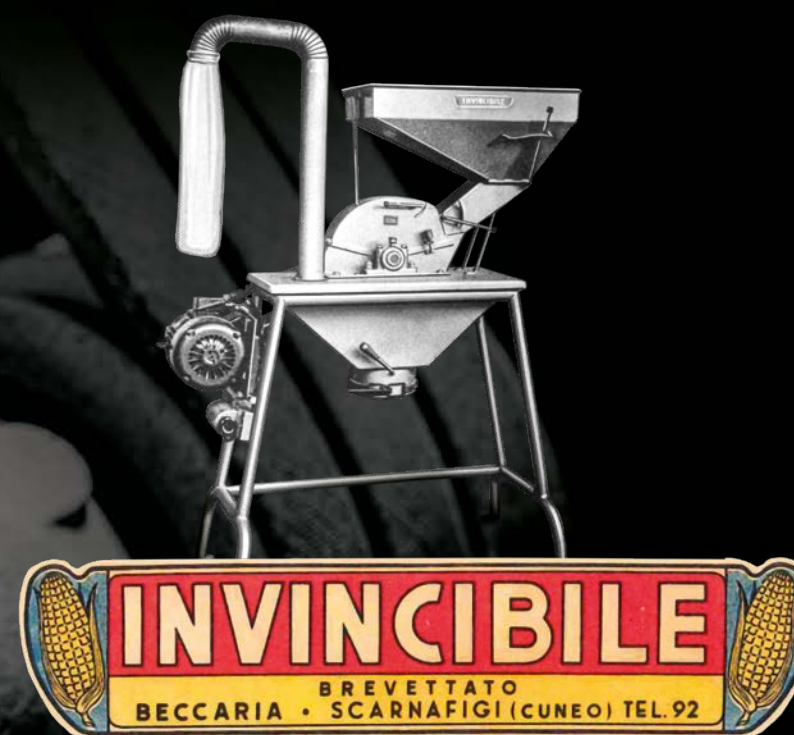
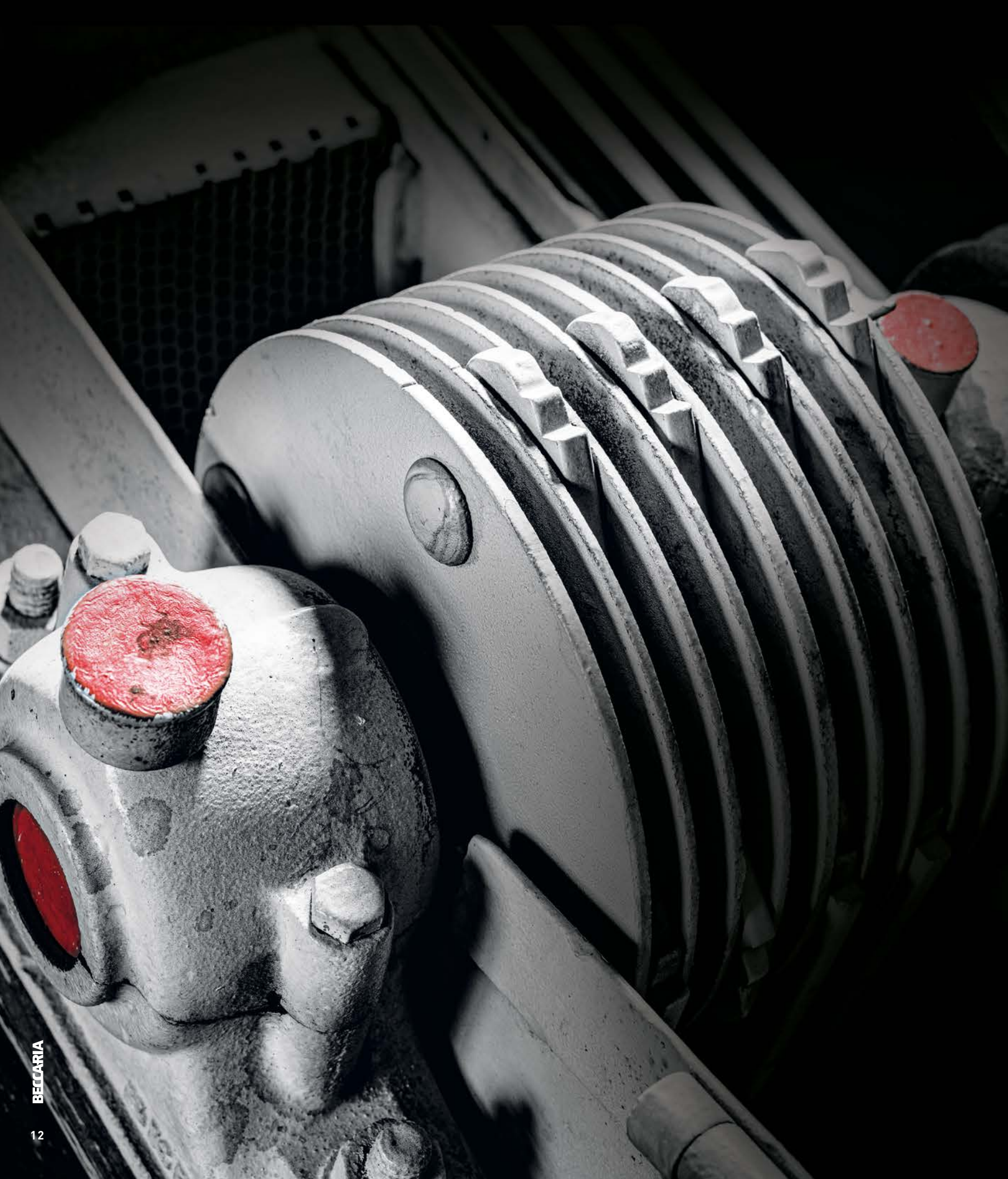


Giunto elastico tipo GEP 175



HAMMER MILL





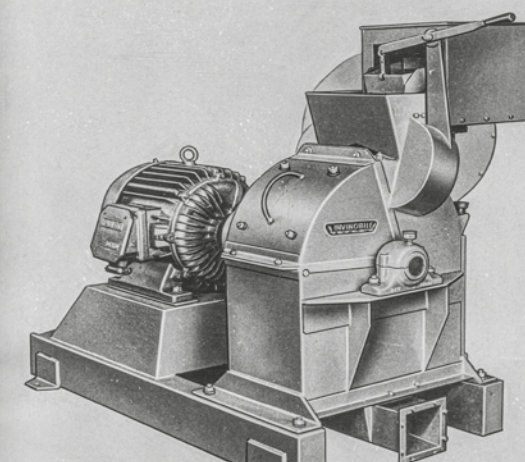
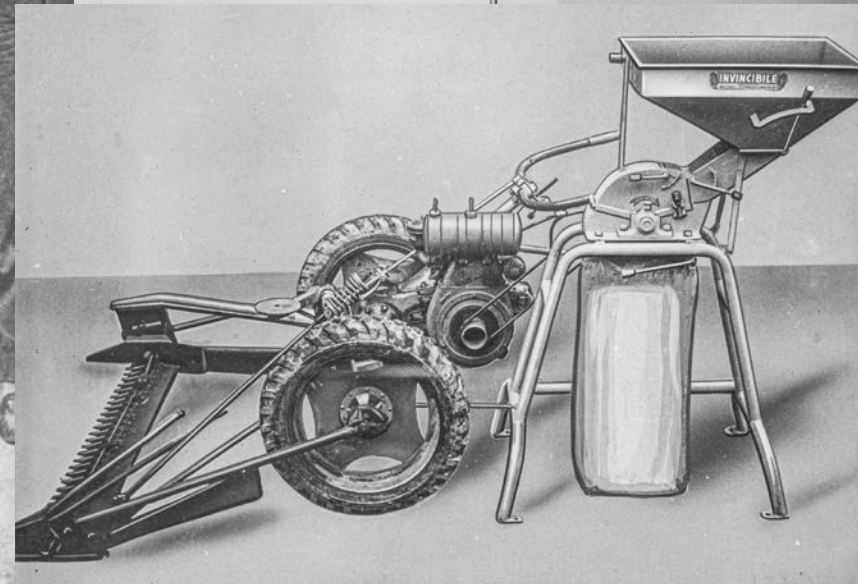
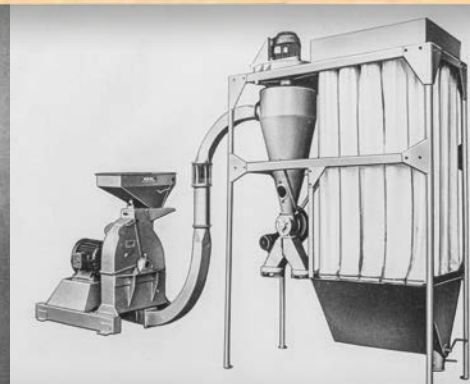
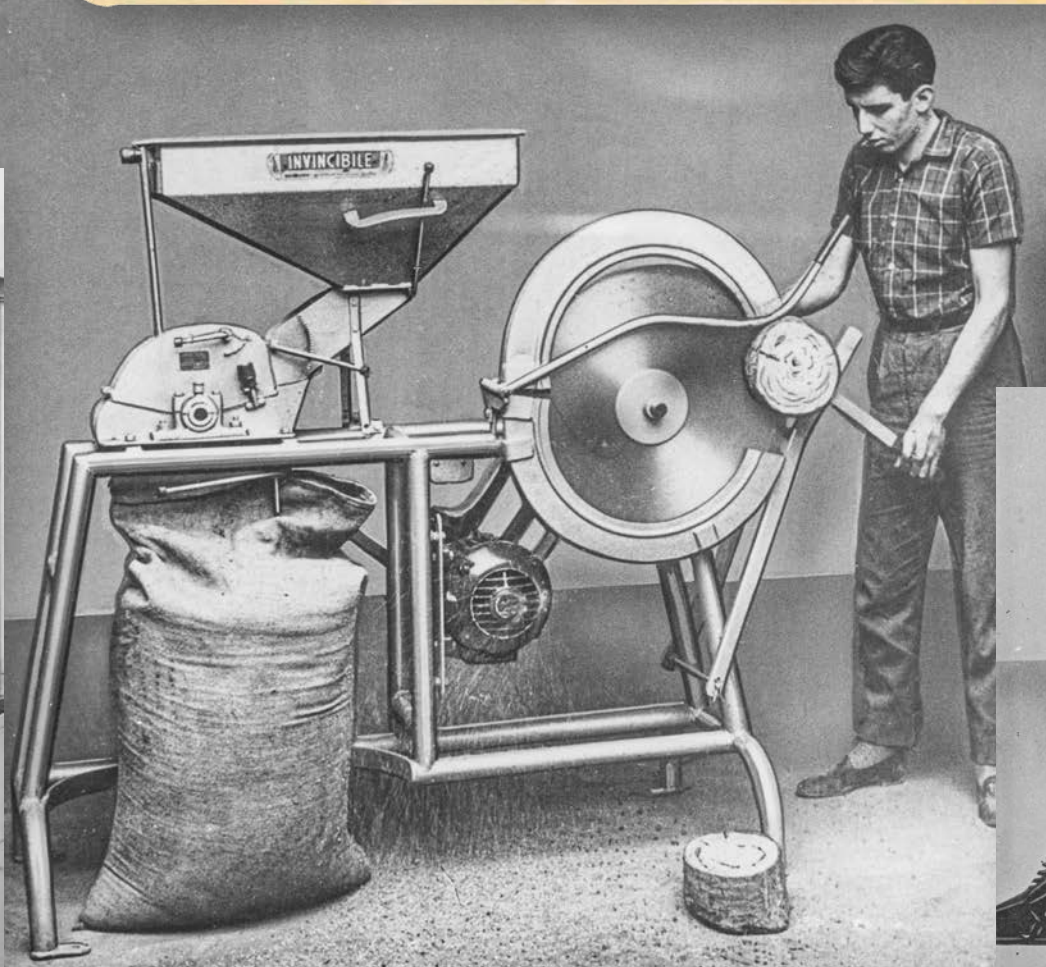
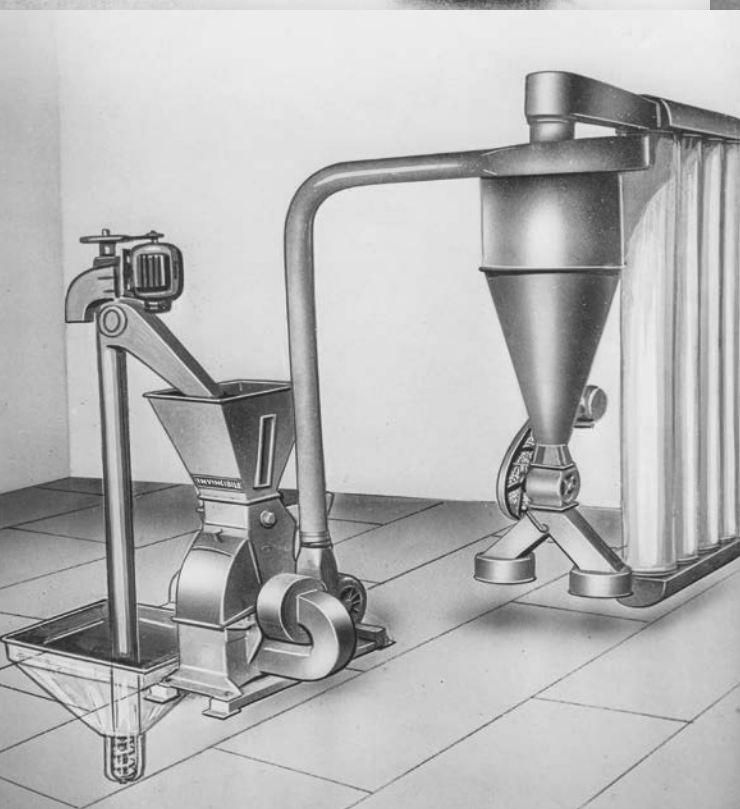
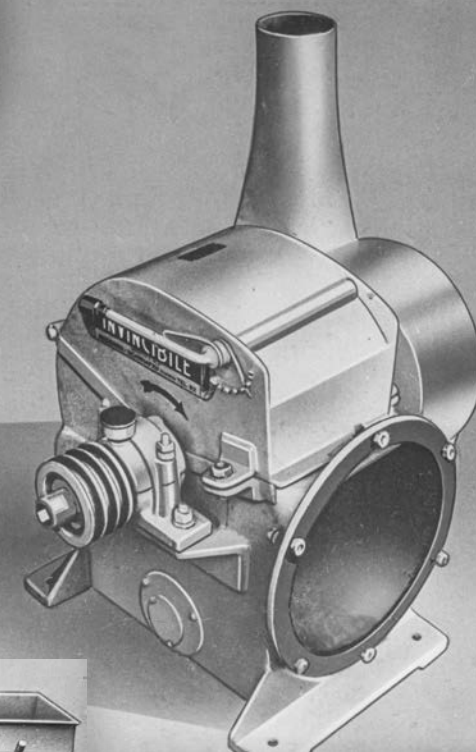
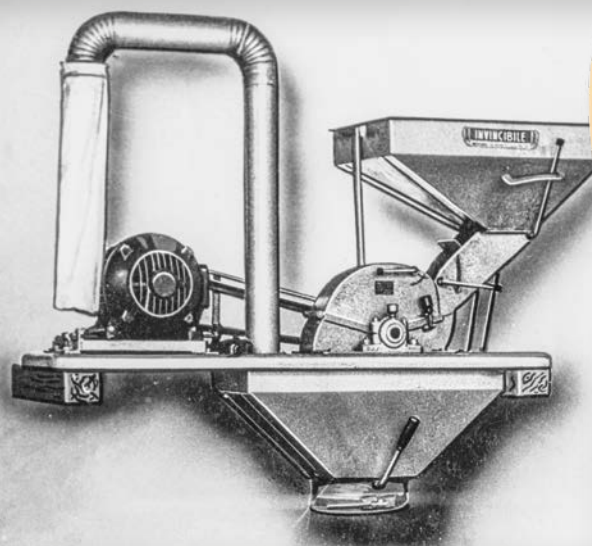
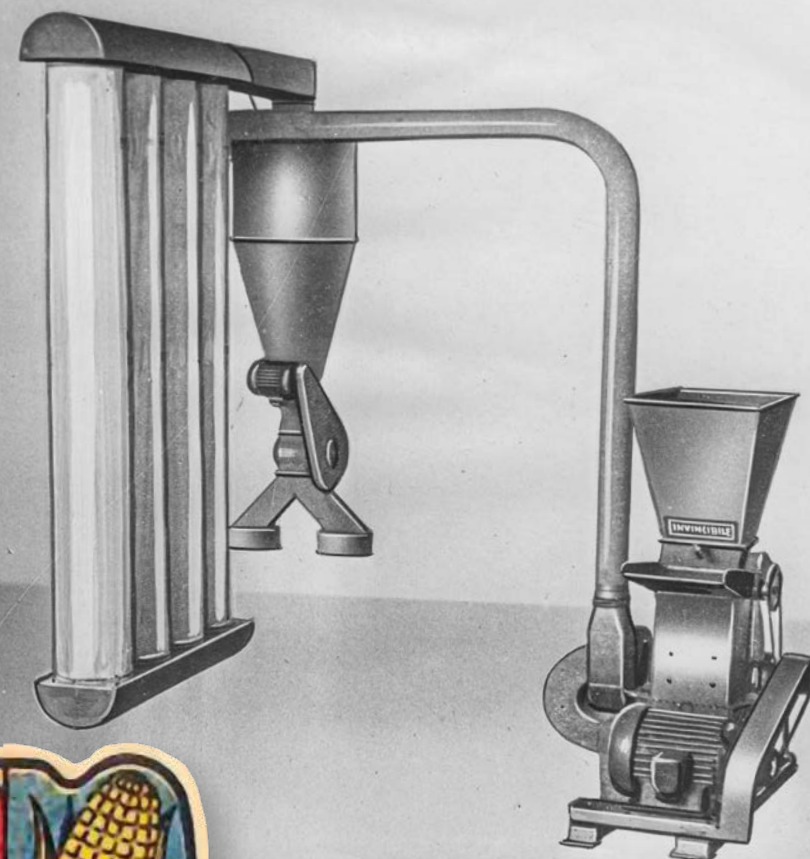
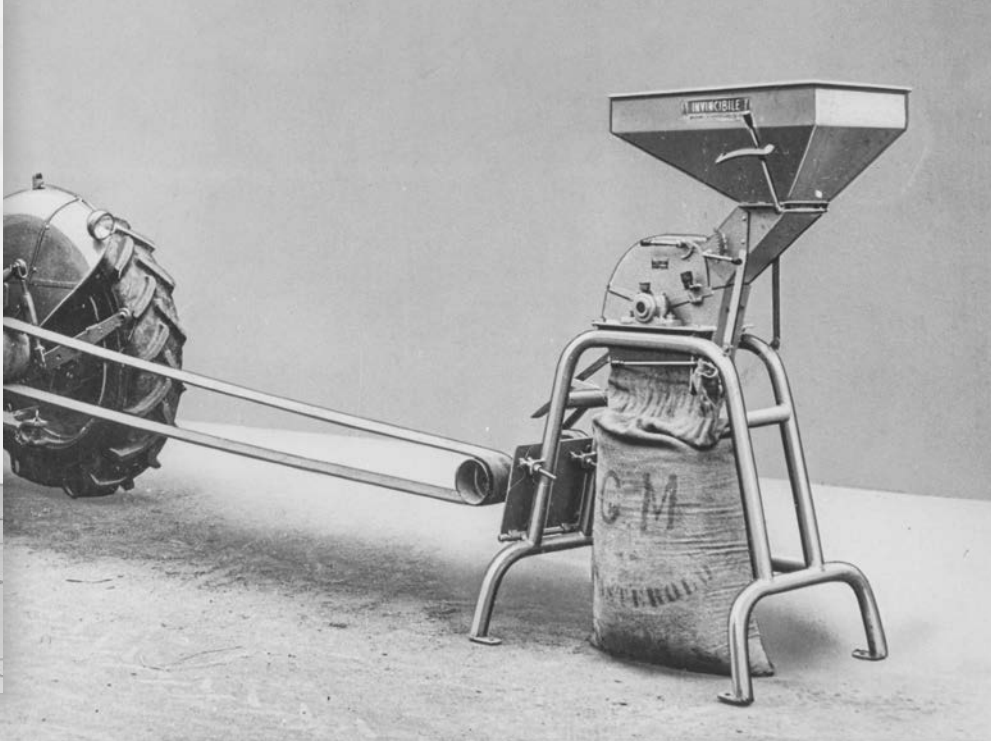
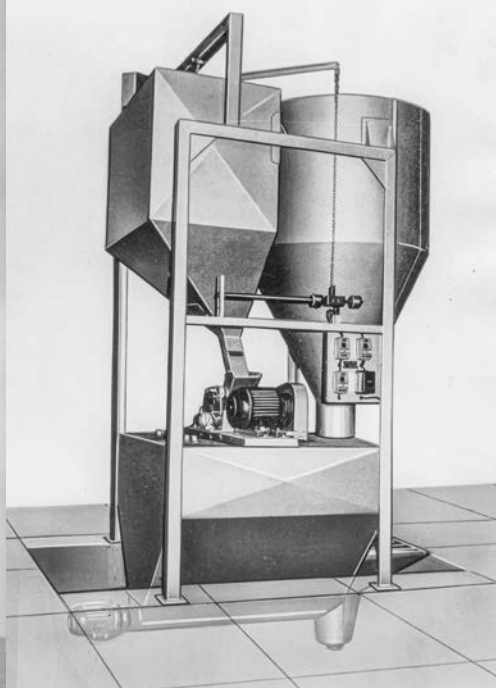
EVERY STORY HAS A STARTING POINT

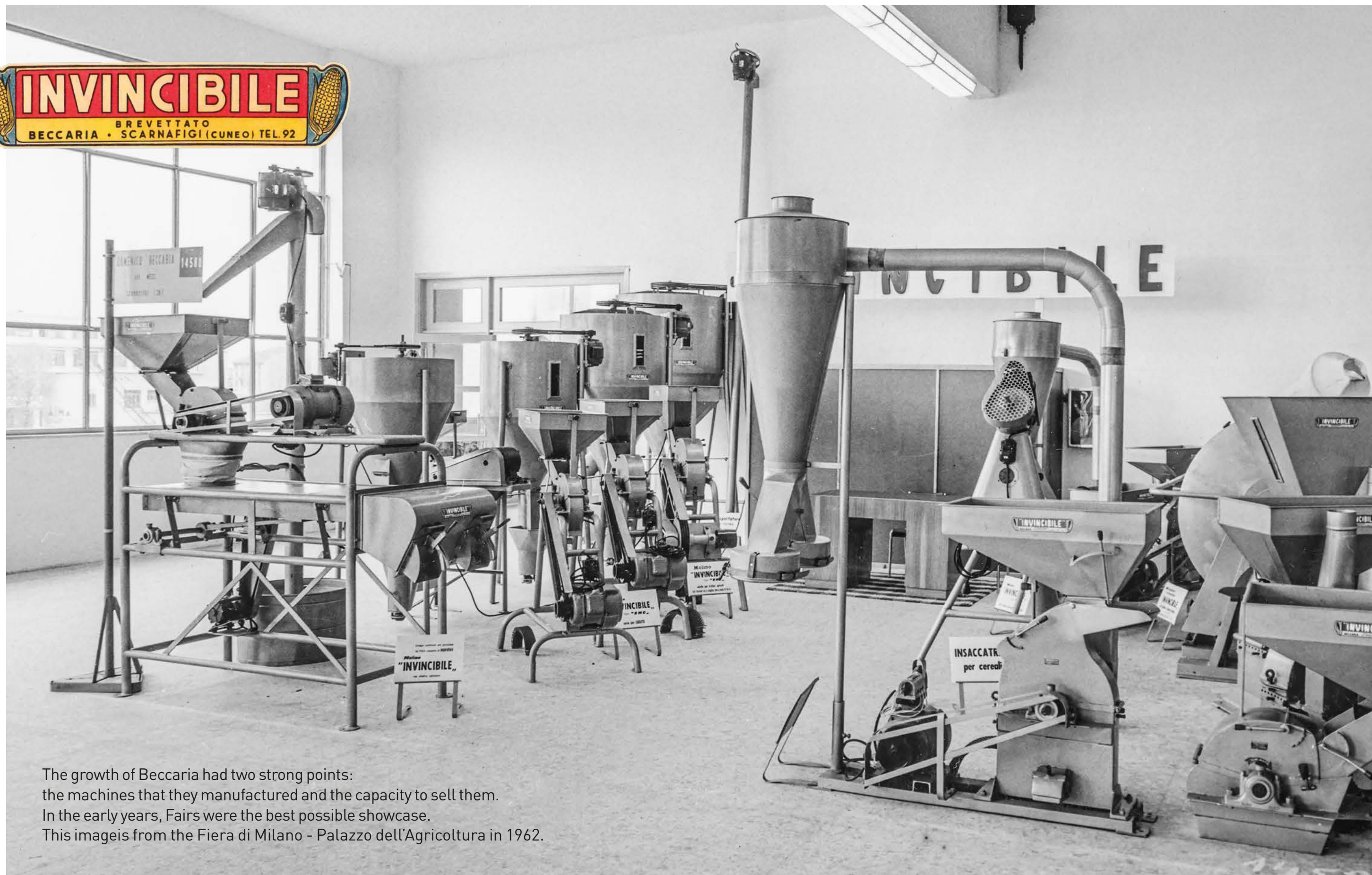
With Beccaria, its beginnings also had a well-defined name: the first hammer mill called “**INVINCIBILE**”, patented in 1952 (and at that time was a big deal!). **Domenico Beccaria**, to fulfil the needs of his farmer friend (Francesco Rivoira), took on the challenge and tried to build a machine that did not yet exist.

It was the leap in quality, from a small trade dedicated to the maintenance of farming machinery, Beccaria proved to have the skills of an ambitious, bold entrepreneur but, above all, the foresight guided by his great passion for his work. This hammer mill, which ground without overheating the product, thus maintaining its qualitative characteristics, was an immediate and lasting success. Today it has a functional and crucial role in grinding different grains intended for the production of animal feed.

DOMENICO BECCARIA Founder

Born in Benevagienna in 1914, Domenico Beccaria immediately demonstrated flexibility in the work world. After being the head of a power plant in Val Chisone, he accepted a proposal from Alfa Romeo in Pomigliano d'Arco, and then returned to Piedmont after World War II. In 1951 he opened a small workshop in Scarnafigi which soon grew, requiring him to build a suitable production plant, inaugurated in 1963. His managerial abilities were not limited to the business and in 1964 he was elected mayor of Scarnafigi. He unfortunately passed away prematurely, from an incurable disease, in September 1965. The town of Scarnafigi named to him the road that runs alongside the company.





The growth of Beccaria had two strong points:
the machines that they manufactured and the capacity to sell them.
In the early years, Fairs were the best possible showcase.
This image is from the Fiera di Milano - Palazzo dell'Agricoltura in 1962.

EVOLUTION OF THE HAMMER MILL

Having said that "INVINCIBLE" has essentially remained such and continues to have its own market, the hammer mill has gone through an evolutionary journey that has led to a series of new models, always based on the original operating principle.

The very first mills had 6, 8 or 12 hammers and then developed into 16, 24 and 36 hammers.

In the 2000s the largest mill with **80 hammers** was built, based on a new concept with lower rpm and larger diameter rotor.

The hammer mills were created for grinding grains for animal feed, with powers ranging from 4 to 200 kW; subsequently they were also used in the **food sector** and for **grinding wood chips** for the production of wood pellets.

and in **various other sectors**.

In this context, one of Beccaria's special characteristics developed: finding suitable design solutions for every customer need and then realising them with high quality standards.

LUCIA ROSA BECCARIA MASSANO

She started working at the company very young; the untimely death of her father led to the family's choice to have her support to her brother in this established business during this very delicate phase of growth and development.

Her tasks were focused on purchasing and particularly managing relationships with suppliers. Her skills and dedication to work enabled her to successfully develop this important corporate role, at a time when the presence of women in company management was still at a pioneering level. Her support to her brother Renato was characterised by perseverance and professionalism and continued until a few years ago, until 2020 when she took over his position as **Chairman of Beccaria srl**.



RENATO BECCARIA

Born in **Pomigliano d'Arco** in 1942, **Renato Beccaria** found himself having to lead the family business at a very young age, in 1965, when his father passed. With the great support of his sister **Lucia Rosa** he seized this legacy and, in the path laid by his father, he immediately gave his all in making it grow. Growth in terms of production, employment for the local workforce, customer base and also in terms of attention to the local area that he felt strongly connected to, and this feeling of deep roots never waned.

While maintaining the founding characteristics of the corporate philosophy, Renato Beccaria felt that the national scope was limited and aimed towards strengthening the sales network, focusing on expansion well beyond these borders. At the same time, production evolved through continuous qualitative growth both in the technology used at the company and in the projects for customers, with whom there has always been a constant, synergistic and collaborative exchange, always aimed at finding the best solution.

Starting from the design and through systematic consultation with technicians and designers, each project has had the seal of Renato Beccaria, a pragmatic entrepreneur, with a strong ability to



create what he had in mind, with the certainty that he would succeed.

The last significant stage of his operational path, as Chairman of the company, was in the autumn of 2019 at the inauguration of new company spaces. Renato Beccaria passed away in April 2020 and his important role in the life of the community of Scarnafigi was recognised on Sunday 27 June 2021 when the new Square in front of the city's primary schools was named after him.



IDEAS IN EVOLUTION



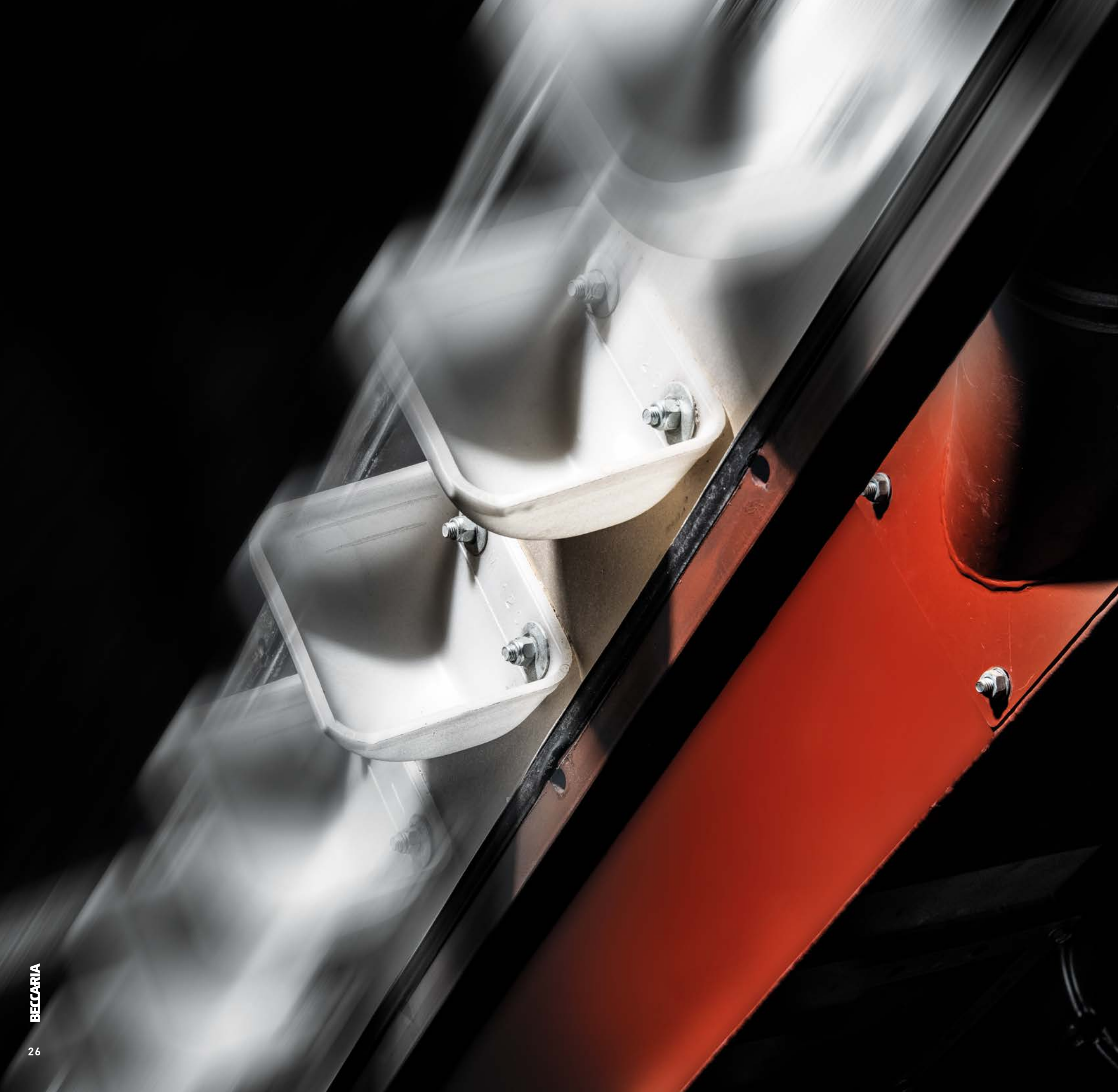
MIXERS

In terms of production at Beccaria **mixers** currently cover a crucial role. These machines, thanks to the special design of their discontinuous homogenising system, guarantee the perfect mixing of powder or granular products, even with different bulk densities and with the possible addition of different components; this feature is used successfully in various industrial sectors.

There are different types of production: **horizontal mixers**, **vertical mixers** and **rotary drum mixers**.

From the range of machinery designed and produced, the mixers are the ones that have mostly maintained the initial operating principles, except for the improvement and refinement of the parts that they are made of; what has changed considerably above all is the scope of their application and use.

Measurements and dimensions can be extremely diversified; large vertical mixers up to 4 metres in diameter and 18 metres tall can be built in the "tower" of the facility.



CONVEYORS

Conveyors represented the first and most immediate consequence to the construction of the hammer mill, they were developed to satisfy the obvious need to handle the materials to be processed with the mill and then transfer them, once processed, to the appropriate storage spaces. The first productions were therefore also in the early fifties and the different types were soon developed.

There are three main types of mechanical conveyor systems: **screw** (for horizontal or inclined conveyor), **buckets conveyors** (for vertical conveyor) and **chain conveyors** (for long distance horizontal conveyor).

An important characteristic of conveyors is their versatility. They seem to be simple machines, but in reality they have their own intrinsic complexity linked to the fact that they vary according to the processed product and can only be achieved thanks to an extensive knowledge of the handled materials (density, dimensions, volumes, transfer speeds and any specific safety regulations).

These skills and the applications produced over time for the various product sectors have allowed Beccaria to carve out a primary, qualified role in abroad market.



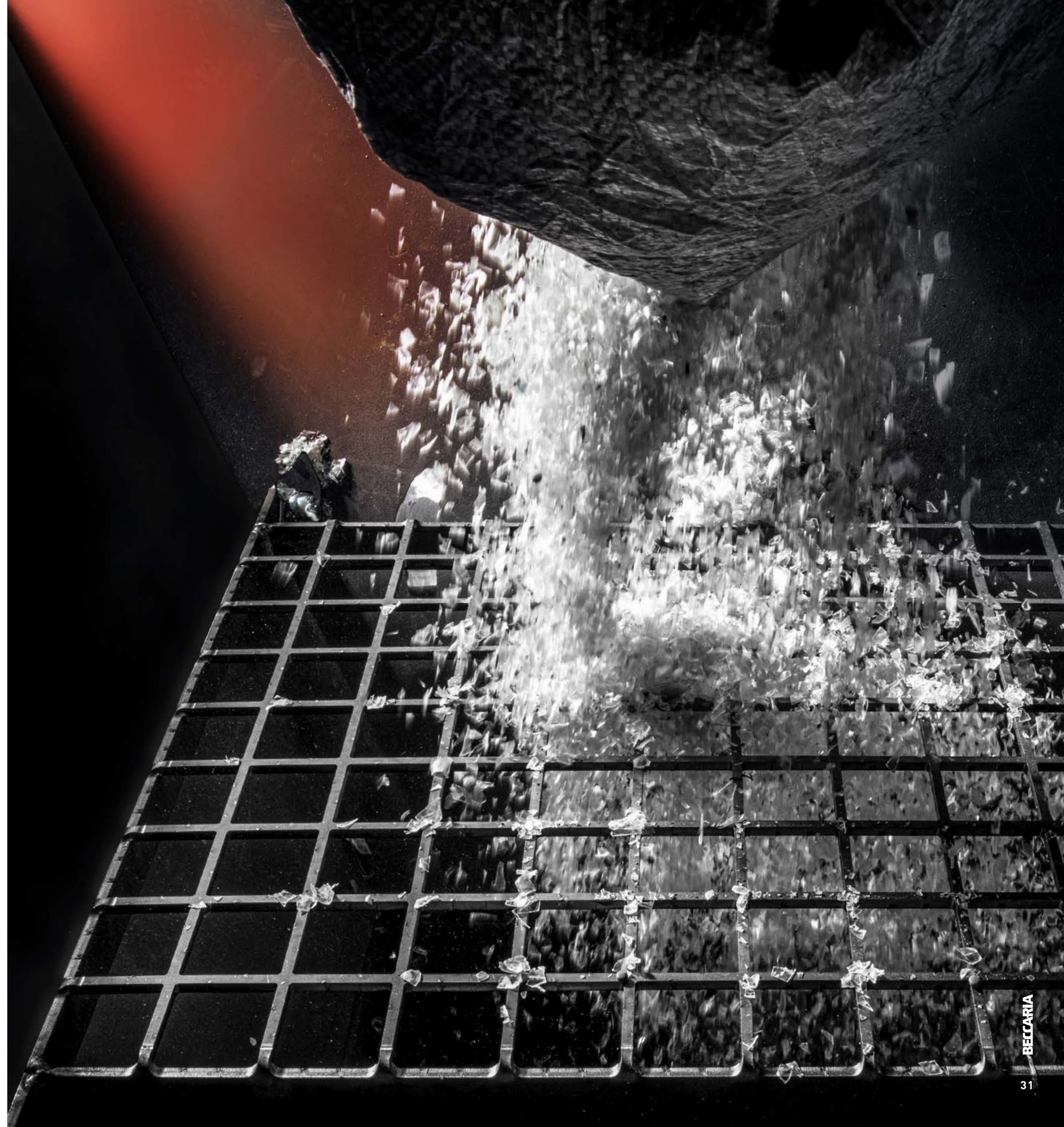
GREEN EVOLUTION

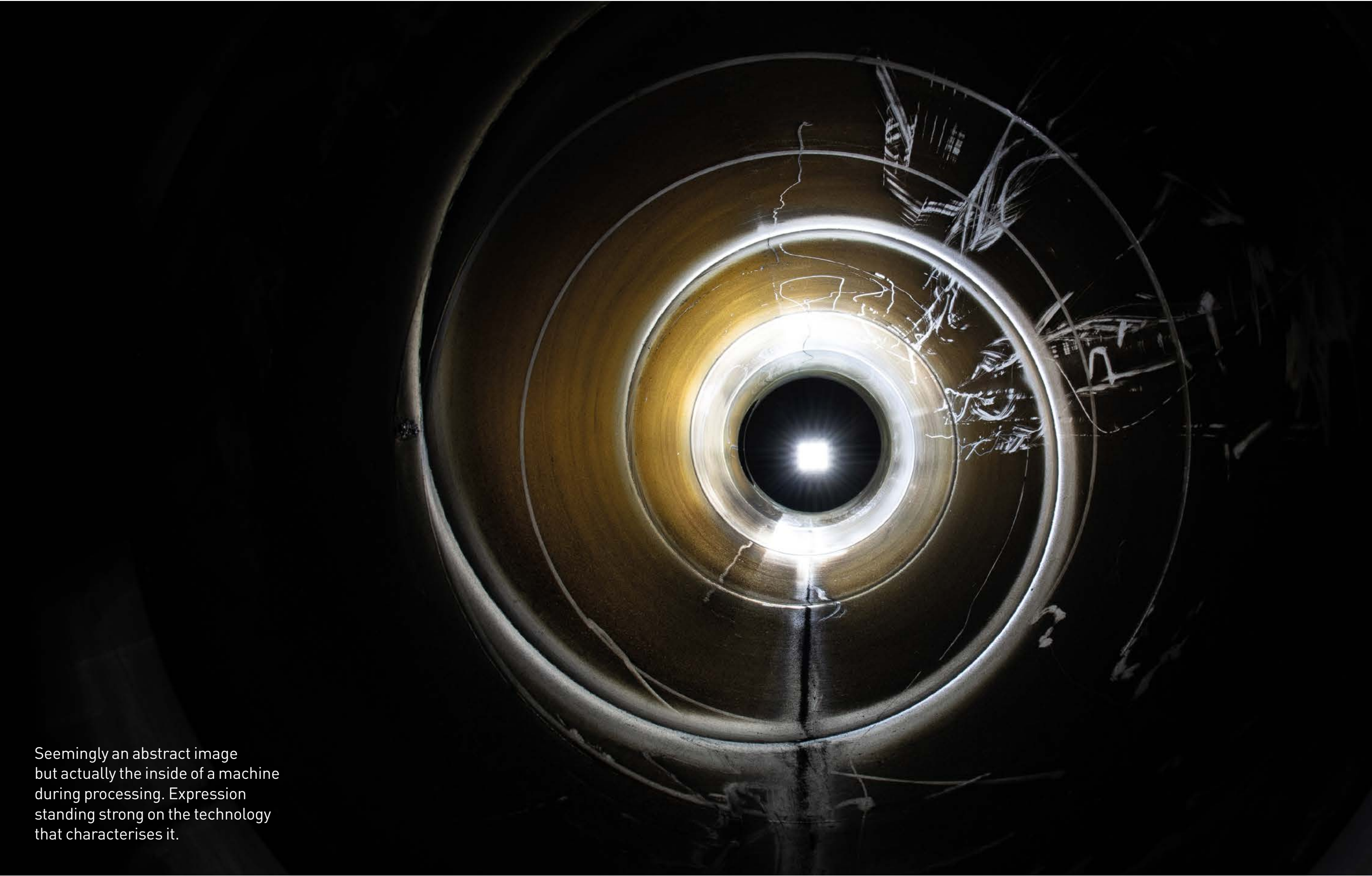
Over the last few years, pursuing great attention to choices of **sustainable economy**, Beccaria has focused its attention and production on machines built to support new plants for the **processing of recycling material**.

This focus has raised the company to a leading role in the **Bulk Material Handling** sector (sector centred on the design of equipment used for handling bulk powder, granular or lumpy materials), both in **Europe** and in the **United States**.

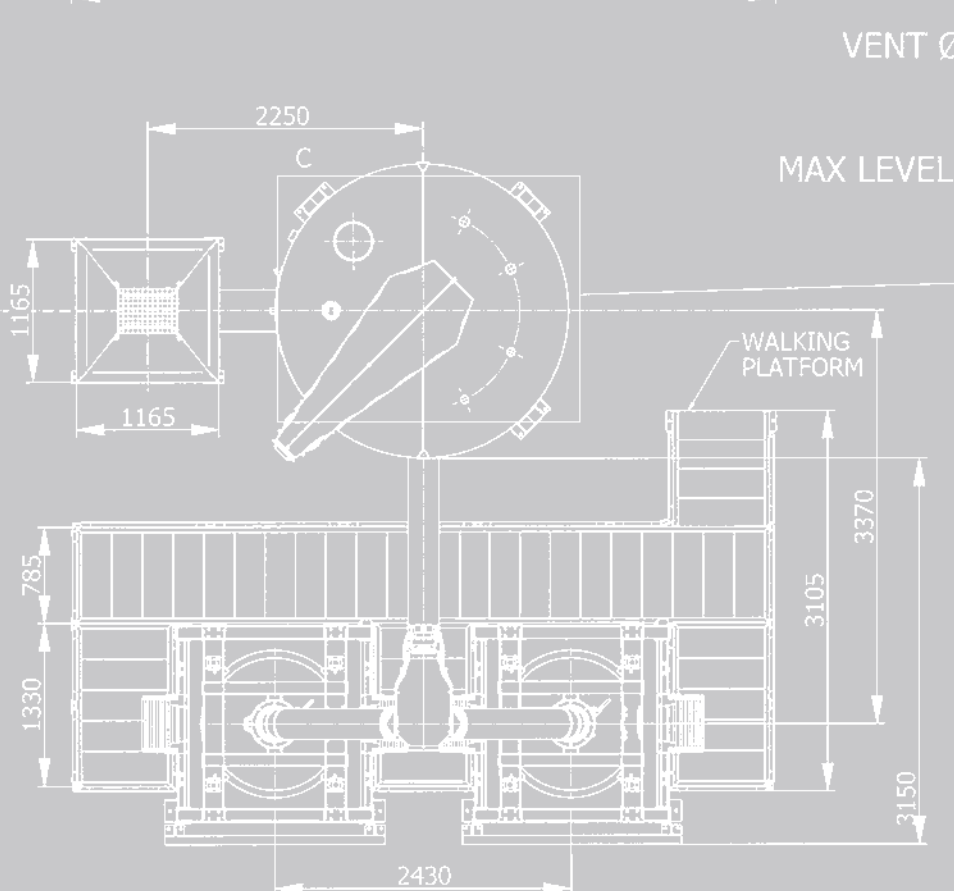
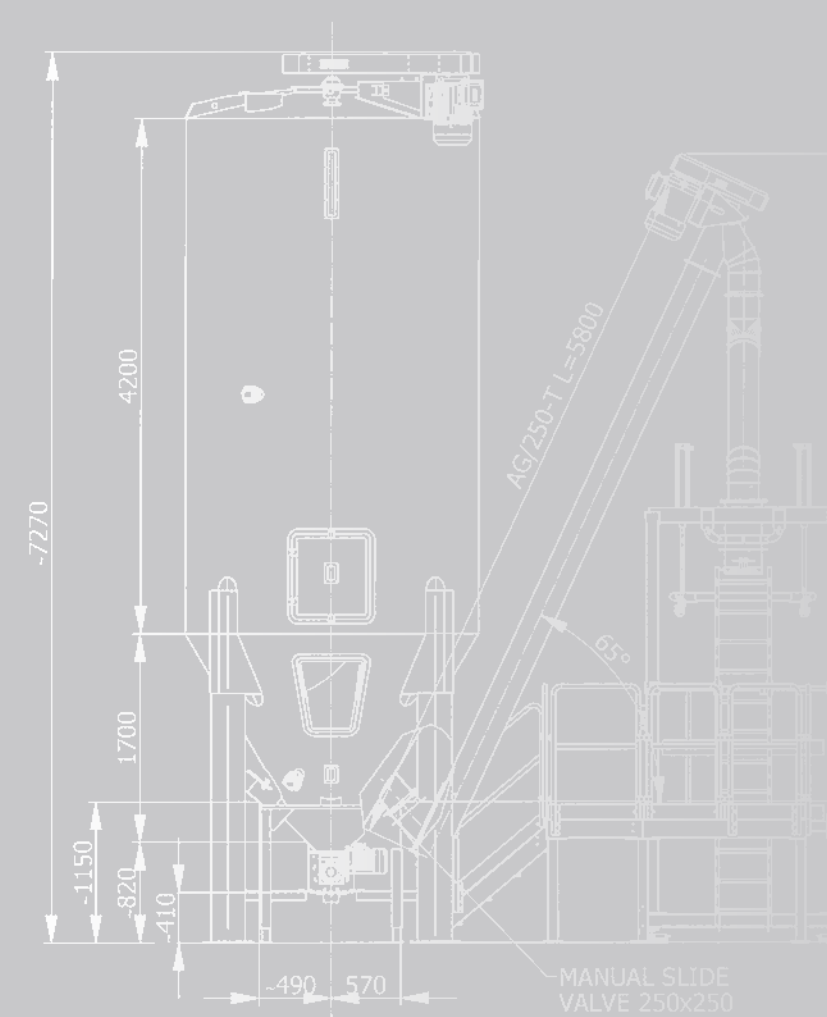
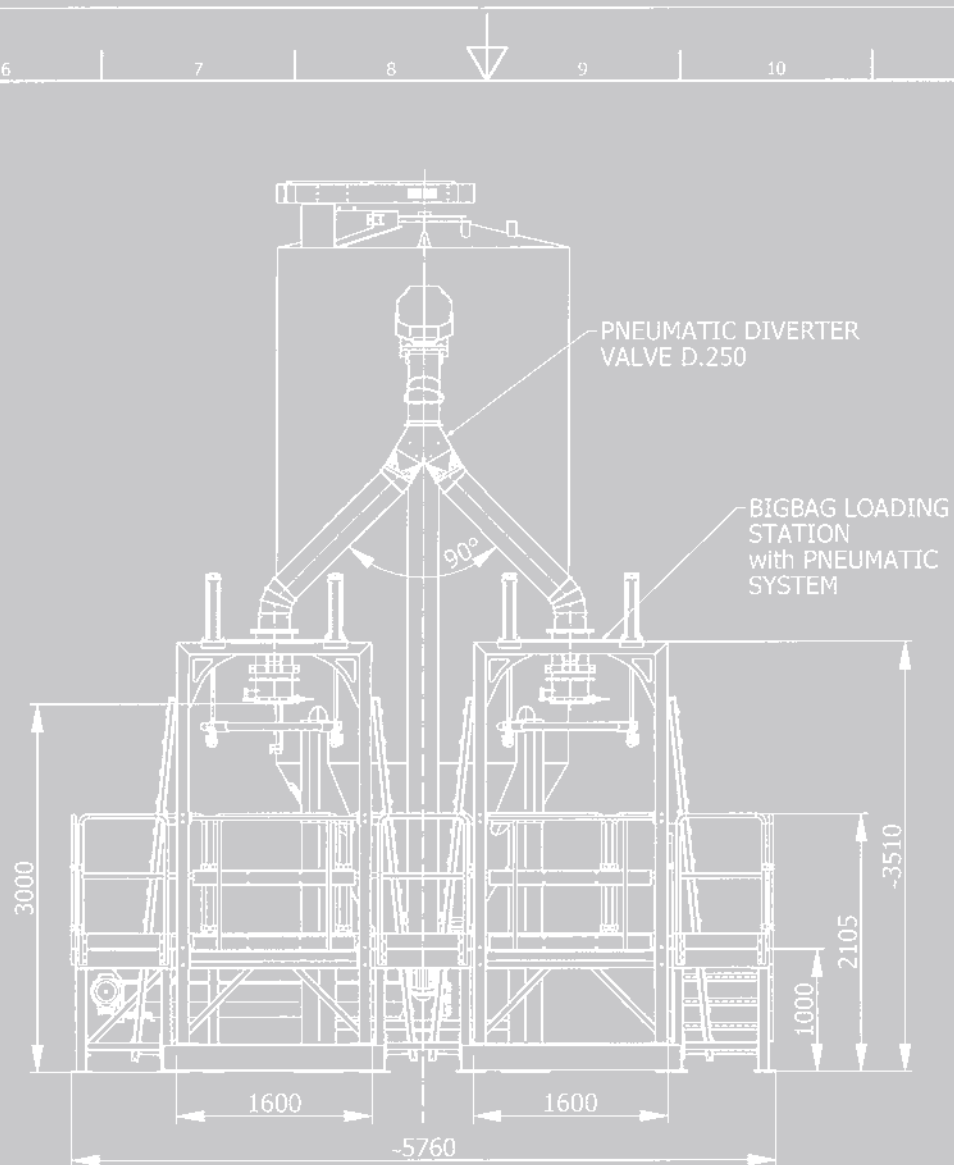
Beccaria has become an integral part and partner in the construction of major production lines in the sector; for example, it has collaborated in plants where up to 150 tons per day of PET can be processed (100% recyclable without losing its fundamental properties and therefore reusable at a high quality level), equivalent to 2.9 million plastic bottles, transforming it into regenerated material to be placed back on the market.

A choice that leans increasingly towards environmental sustainability: the new and important challenge for the third generation of the Beccaria family, which confirms that those characteristics that have determined its constant growth over time are in its DNA.



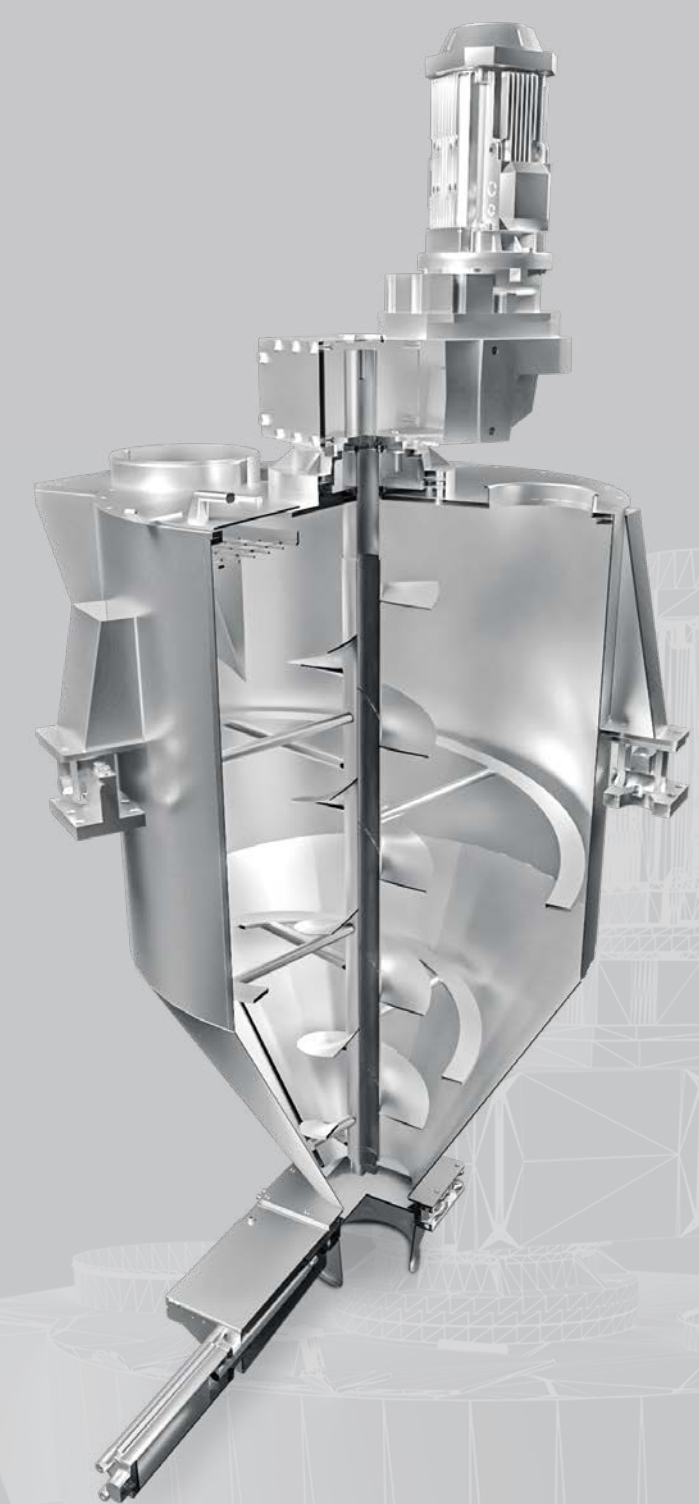


Seemingly an abstract image
but actually the inside of a machine
during processing. Expression
standing strong on the technology
that characterises it.



PRODUCTION SECTORS THAT USE BECCARIA MACHINES

Indirectly, some industrial sectors that machinery produced by Beccaria is destined for have already been highlighted, but this aspect deserves further investigation. Starting with **farming**, using the produced machinery has offered multiple applications. The step towards the animal feed industry was the quickest, along with the **chemical** and **construction industry**, with special applications in the paint industry and pre-mixtures for the production of mortar, plaster and adhesives. The most recent evolution concerns **plastic** and this is exactly why this is the area where Beccaria has received international recognitions for its professionalism and capacity. The skills and certifications gained in the food sector, especially **MOCA certification** (for the treatment of materials and objects that come into contact with food), has also become fundamental for processing linked to **food-grade plastic recycling**. The gained know-how has allowed the correct application of all the steps necessary for processing the plastic material which, intended for the food sector, makes it necessary to comply with specific regulations.





Technology needs the labour
of man and his abilities which only time
and professionalism can guarantee.

EVOLUTION OF MARKETS AND CUSTOMERS

The founder's entrepreneurial spirit had a connotating aspect, in addition to the ability to find technical solutions and machinery suited to customer needs, of reaching possible users beyond the local area.

From the first years of business, the production effort was accompanied by the commitment to make the produced machinery known and present them to operators in the sector at trade fairs and markets. These occasions allowed direct contact with other producers, suppliers, commercial operators in the sector and also with final customers who, in most cases, are the main engine of a company's growth and development.

In those years, fairs were the crucial, almost unique events for understanding and knowing the market and being able to work in the future.

The transition from fairs to sales network was fast, and equally fast were the leaps from local to national market and then expanding to international markets.

Today Beccaria's customers are spread all over the world.

The pride of having reached the markets of every continent is not an end point but the stimulus and the drive to continue along the path laid by the founder Domenico Beccaria and developed by his sons Renato and Lucia Rosa.



Italy retains the major percentage of end users and the relationship is crucial because it must never be forgotten that the company's growth has been aided precisely by some historical customers with whom collaboration began as early as the sixties.

On a **European** level it can be said that Beccaria has installations in **almost every country**, with more significant operations in Great Britain, in central and northern Europe (Benelux) and in France.

Outside of these borders the company has reached **African, central and south American, North American** markets, not to mention **Russia** and the **Arab Countries**. All this took place in part directly but mostly thanks to a consolidated and qualified sales network; a strategy that has also allowed Beccaria to overcome difficult and critical moments for the general economic situation, offset precisely by operations in different geographical areas, with alternating economic trends.

This territorial expansion, which bears the signature of the second and third generation of the Beccaria family, in a challenge that is renewed every day, has also led to the acquisition of international certifications such as **AEO** (Authorised Economic Operator) issued by the Customs Agency, after an extensive company audit, which positively qualifies in comparison with other operators in the sector.

DOMENICO BECCARIA

Of the new Beccaria generation, Domenico was the first to be recruited by his father Renato (1995) into the company, to continue in the family footsteps, taking on the commitment of offering continuity to this great industrial business. After having learned all the organisational and operational mechanisms of the company, he focused on the sales sector, which he currently fully manages and is responsible for, both for the national and international markets.



COMPANY VALUES

Customer care, customer service and **customer satisfaction** are terms that have now fully entered our vocabulary and, better than many other definitions, summarise the key elements that have distinguished and still characterise Beccaria's corporate philosophy: **customer care, service** and **satisfaction**.

The ability to understand the actual needs of the customer, who is sometimes not fully aware of the possible solutions, to provide responses suited to their needs, with adequate and properly sized systems, to provide a durable product, also evaluating the potential development of the customer's production, are fundamental elements in how Beccaria operates.

The overall study, the technical analysis of the development of construction details, assembly, final testing and after-sales assistance make each produced machine a well-defined and identified unicum that the company is able to follow over time with due continuity, also thanks to automated management, remote controls and the possibility of simplified maintenance, even though they are very sophisticated systems in some cases.

This function as a technical reference, even in the after-sales stage, anywhere in the world, is a cornerstone that the company strongly believes in.

Experience, reliability, ethics and **innovation** are the corporate values that Beccaria makes available to its customers and that they prove to appreciate, recognising it as a leader in the sector.

ENRICA BECCARIA

The youngest of the Beccaria management group, with a degree from the Bocconi University of Milan in Business Administration, she joined the company in 2003.

The experience she has gained, particularly through completely shadowing her father Renato Beccaria in every operation, has allowed her to acquire the skills necessary to take on the responsibility of accounting, administrative and corporate human resources management.



Experience and attention to detail,
competence and knowledge: these are the
complementary features that make the
difference in quality at Beccaria.



SUSTAINABILITY IN COMPANY CHOICES

Environment, ecology, worker health and safety, social responsibility have always accompanied the evolution of company production processes, even when the awareness of these aspects was not so common.

Going beyond purely regulatory obligations, awareness surrounding these issues has led to constant development in the growth processes, maintaining high standards never in contrast with the environment and sustainability; these requirements are also required of related companies that collaborate productively with Beccaria for specific processes.

An example in this sense is represented by the company's choice, in 2003, to abandon traditional solvent-based painting to switch to a completely **water-based polyurethane cycle, eliminating emissions into the atmosphere**. Through several steps the cycle has been modified and today the level of surface finishes is a "business card" of the equipment, absolutely comparable to those obtained with traditional cycles.

Materials that are not painted, such as stainless steel which by its nature is aesthetically almost perfect, are treated with a process called pickling; also in this case, in order to greatly limit emissions into the atmosphere, it was decided to use products that do not contain sulfuric or hydrofluoric acid.

All of the produced machines, before entering the surface treatments department, are washed and degreased with pressure sprayers using metal phospho-degreasers mixed with water; the resulting wash water is conveyed to a reverse osmosis purifier which purifies it, leaving a small percentage of sludge that is periodically disposed of in order to reuse the water and avoid waste. Attention is on-going in the choice of materials used in the ordinary running of the business, identified as much as possible from those that can be recovered and reused.

This philosophy, which is often expensive in terms of production costs and investments, and is always characterised by the choice of the **best technological solutions**, testifies to programming that is sensitive to the outdoor environment, to energy saving and also, last but not least, to people working in the company.

PAOLO MASSANO

The son of Lucia Rosa Beccaria, he too joined the company at a very young age, in 1997, after earning a three-year degree at SAA in Cuneo with a specialisation in International Business from Reno University in Nevada.

From the beginning, his commitment has been oriented towards knowledge of the production structure and its efficiency.

In his role as Operations Manager, he is now the leading figure with regard to production and consequently the areas relating to purchasing, the technical structure and corporate security.



1963



FACILITY/SITE

The small workshop in Via Sperino in Scarnafigi opened its doors in 1951, but soon the production needs required a bigger operating space and, in 1958, it was turned into an industrial shed of about three hundred square meters.

1963 was the year that the company made a huge leap to the **new facility** (construction began in 1962), which is the current site. The constant and continuous growth process led to later expansions which, on the foundation's fiftieth anniversary (**2001**), concretely meant occupying a facility of about **thirty thousand square meters** of which **ten thousand are indoors**; the growth in the workforce has been parallel and proportionate to this development.

The last renovations, which provide the current configuration, were completed in the **fall of 2019** and involved the restructuring and reorganising of some company areas, with special attention to the space allotted as **offices**.

Also in this case it was a well-thought out and reasoned choice, based on new needs pertaining to the study, analysis, design and computerisation aspects, in order to be able to face new requests and guarantee the professionalism that customers look for in a standard-setting partner that Beccaria is and wants to continue to be.

Function and adequate spaces, separate from the different manufacturing processes set up inside the plant, have always succeeded in going hand in hand with the maximum achievable safety.

2021





EMPLOYEES

The importance of the personnel has always been a priority in Beccaria's history which, with its adventure beginning with the sole business of the founder, its work force progressively grew, ultimately reaching about sixty employees in the seventies and about one hundred by the end of the nineties (this was the number of workers counted in 2001, when the foundation celebrated its fiftieth anniversary).

Today the work force is made up of 70 employees; in recruitment and selection, the company has always operated directly, focusing on local resources where knowing people personally has fostered a profitable loyalty. It is heart-warming to mention that some families have been working at the company for three generations, absolutely parallel to that of the Beccaria family.

The **limited turn-over** has in many cases led to a career path conducted fully within the company, which has truly represented a sort of **second family** for many inhabitants of this small town in the Province of Cuneo. In a production context where labour is about 65% of the overall costs, we immediately understand the importance and value of our employees.

The characteristics that we look for in our collaborators have fostered maximum involvement, together with strong motivation and flexibility, all the while never separate from the pursuit of quality, regardless of the task or duties; another fundamental constant is represented by the human and direct relationship with company management, which has constantly invested in staff training and preparation, also in relation to the organisational changes that have taken place over time.

The **concept of team** and sharing are the basis of our M.O., distinguished by the axiom used in corporate language where "we" (company) is recurring, compared to "I" (individuality).

Remembering that the company has always **rewarded employees** who reach the milestone of **thirty years of work**, at the end of these notes the best comment are the words that the workers addressed to the company at the time of the fiftieth anniversary celebrations: "**it is difficult to summarise the gratitude of all of us employees for those who have created a healthy work environment on a human scale, spending time and passion for the well-being of their workers, personally ensuring the growth of the mechanical workshop which can now be defined as a modern industrial business.**"



SOCIAL PRESENCE

In addition to what has already been expressed about social and environmental responsibility and the standards defined by the company in this regard, Beccaria has developed its role in favour of the **local economy** in various ways.

The main one is undoubtedly represented by the possibility of employment guaranteed over time to many workers in the area, promoting a virtuous process of the local economy; likewise the company has always supported and contributed to events and moments of community life in the **Town of Scarnafigi**, which founder Domenico Beccaria was Mayor of in 1964.

But there are two particular projects that deserve due mention.

The first is the **Town Bocce Ball Complex**, named after **Domenico Beccaria**, and which was built by his company. The Bocce Ball Complex is the place where the men and women of the town meet and spend hours of leisure and time together; it goes beyond the strictly sports aspect, as a meeting place for bocce ball enthusiasts, as it is also a meeting point for the whole town.

The second project concerns the special attention paid over time to developing countries. Having said that Beccaria's machinery, in particular the mills, are still today of great help for farming in those countries, the company has repeatedly favoured and contributed to these installations, through Missions.



DOMENICO BECCARIA



ENRICA BECCARIA

PAOLO MASSANO



Achieving **seventy years** of business represents a great satisfaction, which has amply repaid the efforts and sacrifices made by those who carried them through. History has taught us important values that our modus operandi has been built on, allowing us to acquire a standard-setting role in the world market, ranging in the various sectors and maintaining the high quality of the machinery manufactured and the solutions proposed.

The company has always designed and built all its machinery and will continue to do so at the Scarnafigi plant, precisely because of the value attributed to being able to directly follow the production processes, together with the necessary flexibility to adapt to the changes taking place.

Optimising manufacturing processes and improving production, also in terms of volume growth, further boosting specialised technical skills and providing consultation support to customers are the conditions that must be met in order to respond to the market, which is still in the process of incremental development.

The dominant theme of the future will be **sustainability**, the expression of a dynamic concept that now spans from ecology to the economy and social aspects; looking at the sectors that Beccaria mainly operates in, namely food and plastic, these needs are particularly pressing and the company has made them its own, equipping itself to maintain a standard-setting role through qualitatively appropriate production. Beccaria aims to bet on these aspects for its future, without foregoing on its commitment and interest in the historical sectors of agriculture and animal husbandry.

To conclude these brief notes, a sincere thanks to our entire production structure, without exception, and to the customers who, with the trust that they have in us, have always implicitly shared and appreciated our work.

Domenico, Enrica, Paolo



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BECCARIA, LIMITLESS INNOVATION

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