



SPECIMEN

EXPERTS IN TEMPERATURE TECHNOLOGY



Based just outside Milan, CAP IT has a philosophy of continuous improvement, always striving to raise its standards and do better than competitors, thanks to its long experience in temperature management and control. Barbara Rossi speaks to Delilah Cappelletti.

CAP IT was established in 1996 by Pietro Cappelletti with the involvement of his whole family and is still characterised by an artisan spirit. Since its origins CAP IT has focused on producing customised products of extremely high quality, and this has been so central to its activity that even today most of its offer is composed of unique pieces. Delilah Cappelletti, daughter of the founder, has taken the reins since 2009, leading the company with the same enthusiasm and commitment as her father. She explains, "My father's philosophy was that of being able to offer a service in any area in which there was the need for measuring temperature, of a solid, liquid or gaseous body".

The company's capabilities in temperature control and management range from measuring to heat producing products, and can be subdivided into three macro-areas: RTD temperature sensors, heating blankets and green building. Each of these areas has a wide range of products to serve the needs of the most diverse sectors - mainly food, textiles, industrial furnaces, heat treatment of metals, incinerators, water treatment, biomedical research, photovoltaic, civil defence/fire service, automotive, marine, agriculture, wellness, veterinary medicine and construction.

Although the company manufactures a whole range of products, its core business remains thermocouple and RTD tempera-

ture sensors, for temperatures ranging from -200°C to over 1800°C, also in high pressure and ATEX environments.

All products are manufactured according to the client's specifications and tailored to fulfil their needs. The most advanced construction techniques are used for their production and the use of Magnesium Oxide, Platinum sensors, 316 stainless steel and high quality materials in general is favoured, all in compliance with all the main standards (ANSI, DIN, IEC, UNI, etc.). The whole production cycle is managed by the procedures of the internal quality system, with total control of all processes.

Despite the fact that CAP IT is a relatively small company, it has quite a few advantages,

such as being led by a dynamic team, whose common experience, passion and enthusiasm result in a 100 per cent made in Italy product, whose performance and reliability has allowed the company to acquire important clients. Among these there is CERN – the European Organisation for Nuclear Research – which uses CAP IT sensors in the largest particle accelerator in the world. This is particularly significant due to the complexity of this system and of the tests conducted inside it, meaning that the components employed cannot allow for defects. The CAP IT product has been considered the most suitable for this task.

The last few years have also seen a particular focus on the development of temperature sensors for autoclave steam sterilisation. In this field CAP IT has developed a product which, as well as being extremely quick and precise in measuring, also features a high degree of sturdiness

and resistance to the strains experienced in the autoclave (in terms of pressure, vacuum, humidity and temperature) thus offering an extremely high performance.

This is important because, although on the surface temperature and pressure sensors may appear as being fairly insignificant in comparison to the complexity of the actual steriliser, they are key components for achieving good results. CAP IT also serves the steriliser sector in terms of calibration certificates, verification sensors and a total support client assistance service, for a range of customers spanning from artisan companies to the largest manufacturers.

As well as these important achievements in heat measurement, CAP IT has been equally successful with its heating blankets, which have allowed the Milan based enterprise to work with clients of international calibre - including the Veneranda Fabbrica del

Duomo, for which it has supplied products used within Milan's Duomo (cathedral) - as well as Avio Group, Agusta, Istituto Nazionale di Fisica Nucleare di Pisa (National Institute of Nuclear Physics), among others.

Crossing borders, but with traditional values

Delilah Cappelletti further explains, "Our choice of only supplying high quality products and services involves all of our company processes, not just those providing an interface with clients. Of critical importance are those connected with purchasing goods and services necessary to our work, therefore we dedicate particular attention to supplier selection, especially for those who have a real impact on our production, both in terms of raw materials and semi finished products, but also for the quality of the service offered and reliability over time." >



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CEO Delilah Cappelletti

“In the immediate future we do not have any plans for expanding our production capacity, as we are already equipped with an area of 1000sqm in Rho, just outside Milan. This space is subdivided into 600 sqm dedicated to production and 200 sqm of offices, while the remainder is used for reception, warehousing and handling of goods.”

“Our production still retains the flavour of a typical artisan company, where human skills and experience are of key importance. However, our will to expand and grow also makes new investments in equipment and machinery necessary, so as to optimise some production processes and thus be more competitive, while maintaining our guarantee of the best possible product quality. This is the reason why this year and the next will be dedicated to a renewal of our production facilities.”

In terms of markets, predominantly the CAP IT turnover is generated at national level; however the company is further developing its presence in foreign countries - which today is still only marginal - first of all in Europe, especially in its Eastern part. “From 2014 we will focus on more distant markets, such as Far Eastern countries – all the areas linked to petrochemical applications- and will also develop markets in areas of the former Soviet Union, Brazil and China, which are particularly interested in products coming from Europe, and Italy in particular. This internationalisation activity will require particular effort and commitment, especially to overcome the limits imposed by product certification and import barriers, which some of these countries have in place, but we believe that this is the best opportunity for development, in order to overcome the impasse of static European markets.”

Ms Cappelletti concludes, “We will be ready to face structural development both in terms of human resources and infrastructures, but we will not distance ourselves from our small artisan company model, where internal and external human relations have priority and where values, such as honesty, reliability and solidarity are not forgotten.” □

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