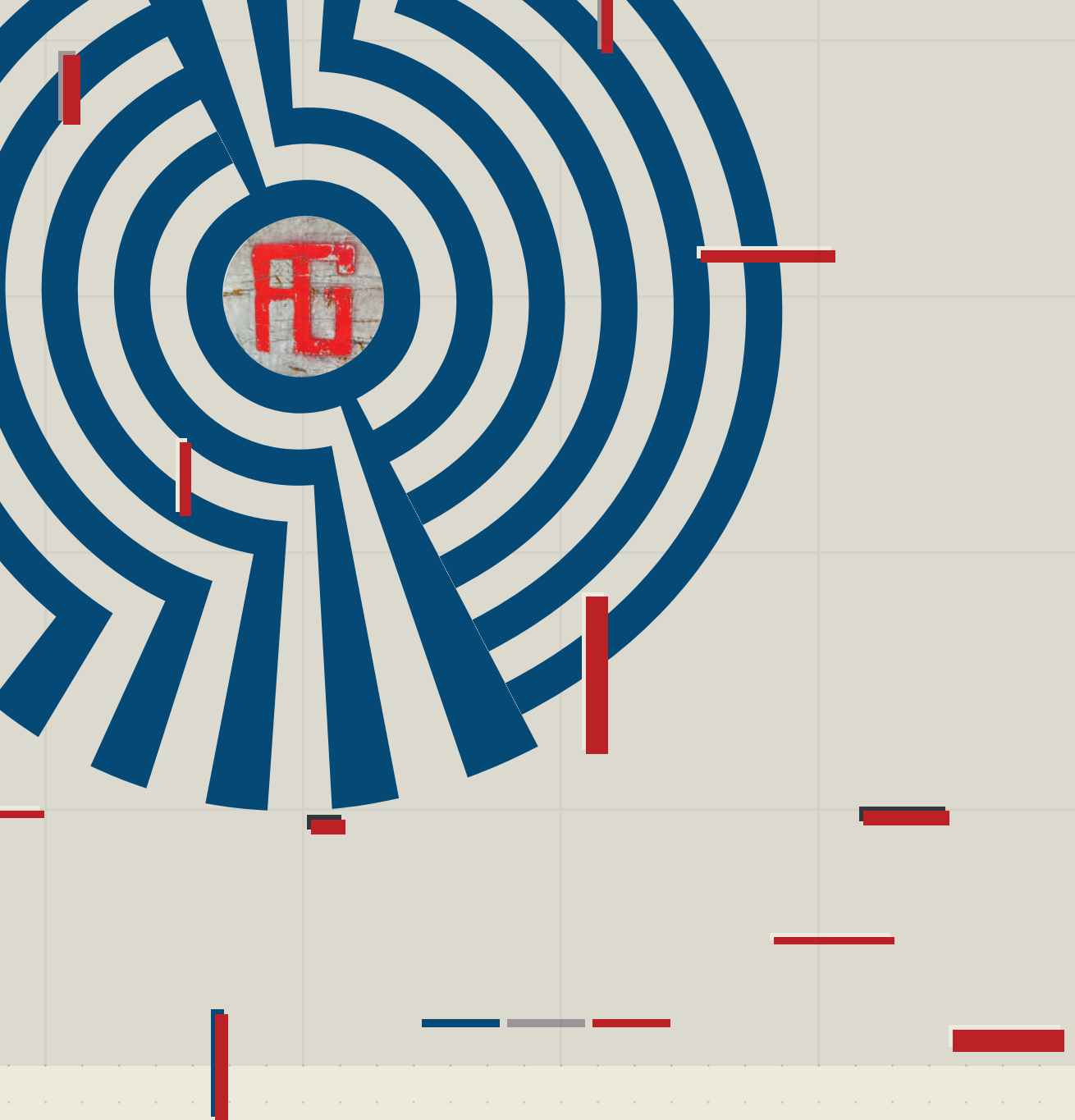


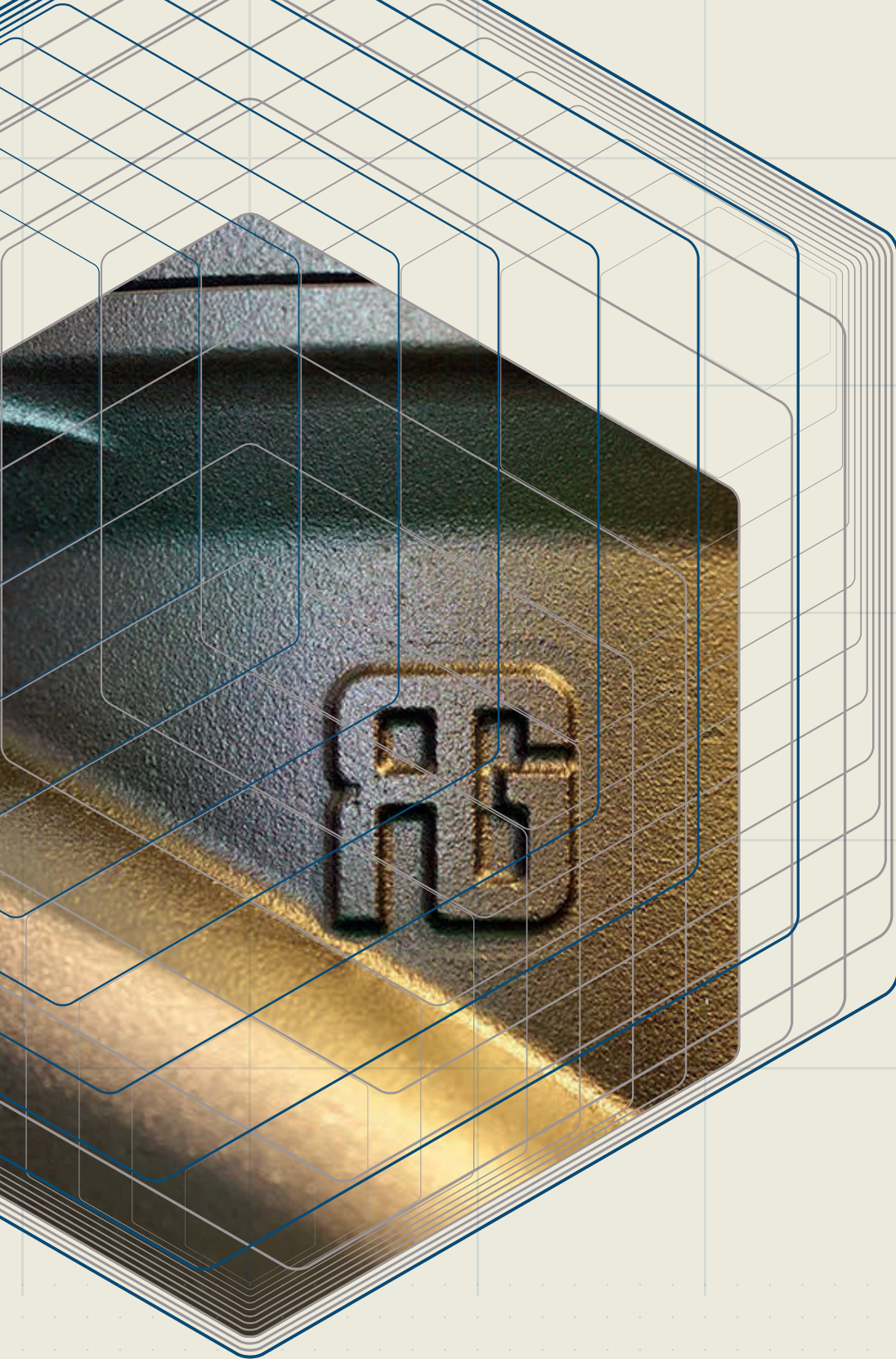


FG[®] **GUIDI**
since 1968

DURABILITY • RELIABILITY • SAFETY

WE PROUDLY CONCEIVE, DEVELOP, DESIGN, AND MANUFACTURE ALL OUR PRODUCTS IN ITALY

COMPANY PROFILE



GUIDI SRL IS BASED IN GRIGNASCO (NOVARA), VALSESIA: THE COMPANY WAS FOUNDED IN 1968 BY BRUNO GUIDI, WHO IS STILL ACTIVE, AND THE COMPANY IS NOW MANAGED BY HIS SONS DANIELE (QUALITY & SUSTAINABILITY MANAGER) AND ALESSANDRO (PRODUCTION MANAGER).

GUIDI MANUFACTURES MARINE ACCESSORIES: NON-STICK VALVES, WATER INTAKES AND THRU-HULLS, WATER STRAINERS AND FITTINGS.

These are parts made of **bronze, brass, aluminum, chrome-plated or nickel-plated** that are mainly used in the cooling system of boat engines, from the smallest to megayachts, but also in plumbing, air conditioning as well as generators, desalinizers, etc.

Guidi supplies, either directly or through distributors, almost all major Italian and international shipyards, including Azimut-Benetti Group, Ferretti Group, Sanlorenzo, The Italian Sea Group, Baglietto, Baltic, Swan, Sunreef, MB92, Monaco Marine...

ABOUT 55% OF SALES ARE GENERATED IN ITALY, ALTHOUGH FOREIGN SALES, WHICH CURRENTLY ACCOUNT FOR 45%, ARE GROWING: THE BALANCE BETWEEN THE TWO PROPORTIONS ALLOWS THE COMPANY TO MANAGE ANY FLUCTUATIONS IN THE MARKET.

IN 2023 GUIDI AMERICA WAS FOUNDED, WITH HEADQUARTERS AND WAREHOUSE IN FLORIDA, AN INDEPENDENT COMPANY, BUT CONTROLLED BY THE ITALIAN PARENT COMPANY, DEDICATED TO THE DEVELOPMENT OF THE AMERICAN NAUTICAL MARKET, WHICH IS OF GREAT INTEREST FOR HIGH-END BOATING.

Guidi has over **30 employees, 4,200 products in its catalog** and operates on a global scale: its products are distributed in **53 countries around the world.**

THE GUIDI BRAND IS NOW ONE OF THE MOST POPULAR IN NAUTICAL ACCESSORIES: ALL PRODUCTS ARE 100% MADE IN ITALY: DEVELOPED, DESIGNED AND MANUFACTURED IN-HOUSE.

However, Guidi also makes use of prestigious partnerships, such as the one with the University of Genoa (Faculty of Naval Engineering - Department of Naval Technology), to develop new products, especially in the anti-corrosion field.



The company **controls the entire supply chain, from raw materials to semi-finished and finished products**, ensuring that the entire process leading to the production of items is always completed in an efficient and environmentally friendly manner.

THE DRIVE FOR INNOVATION AND RESEARCH HAS ALWAYS BEEN STRONG FOR GUIDI, AS EVIDENCED BY THE 14 PATENTS, A NUMBER SOON TO GROW. INVESTMENTS IN NEW MACHINERY, RESEARCH ACTIVITIES INTO NEW PRODUCTS AND MATERIALS, PERSONNEL AND TRAINING ARE CONTINUOUS.

THE GRIGNASCO PLANT IS BEING EXPANDED: THE PROJECT IS DIVIDED INTO FOUR LOTS, INTENDED TO INCREASE THE SITE AREA, BRINGING IT TO A TOTAL OF ABOUT 6,000 SQUARE METERS. THE NEW PHOTOVOLTAIC SYSTEM ON THE ROOF OF THE EXISTING WAREHOUSE HAS ALSO RECENTLY BEEN COMPLETED, COVERING 550 SQUARE METERS, THUS REACHING A TOTAL OF 232 KW. NEW PARTS OF THE SYSTEM WILL BE ADDED IN THE NEXT LOT.

The company has an exceptional employee retention rate, with many of them reaching 30 or even 40 years of service. This long employment record testifies to our **deep attention and care for human resources**, creating a work environment that promotes professional growth, satisfaction and well-being.

Guidi has long embraced a **steady commitment to sustainability**, which is not limited to environmental considerations but also extends to social aspects. Guidi firmly believes that this choice not only generates added value for customers and suppliers but also represents a fundamental principle of the corporate identity and mission: investing in sustainable practices is crucial to building a better future, ensuring a balance between economic prosperity, social welfare and environmental protection.



Since **1982**, Guidi has used **trade fairs** as part of a marketing strategy to help the company grow and attract loyal customers.

Until recently, this was the only way to show products to potential customers. Today, this task is also done online, but for Guidi, fairs remain an important opportunity to meet current and potential customers in person. Guidi carefully chooses the events where to show the products and communicate the values through art, sports, and social commitment.

SALONE SAUTICO • GENOVA

Since **1982**, Guidi has used Genoa as a meeting point with Italian customers. This Boat Show is also a good opportunity to meet colleagues in a different setting from the workplace. Guidi's employees come to the exhibit stand to see the products they worked on, packed and shipped. It's a chance for the whole staff to get together. The Genoa Boat Show is the largest event in the Mediterranean basin. It is the world's number one showcase for the very best products from the Made in Italy brand. Every year, it welcomes industry professionals and boating enthusiasts to over 200,000 square meters of display area on land and sea. There are five areas for as many passions: Yacht and Superyacht, Sailing World, Boating Discovery, Tech Trade and Living the Sea.

METS TRADE • AMSTERDAM

Since **1989**, Guidi has used the historically important natural port of Holland as the primary showcase to present products. The METS Trade Show is the world's largest trade exhibition of marine equipment, materials, and systems. It is the only truly international B2B exhibition for the marine leisure industry, serving as a platform for innovation, market developments, and networking for years. In addition to the leisure marine industry as a whole, it caters to three specialist sectors: superyachts, marinas and yards, and construction materials.

IBEX • TAMPA

Guidi America first participated in the Tampa trade fair in **2023**. Guidi took advantage of the chance to show products to the American market. IBEX, The International BoatBuilders' Exhibition & Conference is North America's largest technical trade event for marine industry professionals. As an industry trade event for professionals working in the recreation marine industry, IBEX offers its attendees over 700+ exhibits in the exhibit halls, outdoor display space, and on the IBEX Docks. It also offers unparalleled training and education from industry experts and associations. It provides a targeted audience for marine industry OEM and suppliers, aftermarket manufacturers, and service providers.





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Guidi srl - Marine Accessories



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