

# The **Strength** of. **Vision**

In the heart of Italy's industrious north, near Vicenza, Sidastico has carved a niche for itself as a specialist in levelling and cutting coils in special carbon steel grades into premium quality steel sheets.

**DAVIDE CHILÒ**  
CEO, Sidastico Steel



**S**idastico prides itself on a lean and focused operation, distinguishing itself from global steel giants through technological sophistication and a commitment to sustainability. At the forefront of this precision-driven approach is Davide Chilò, a third-generation leader from the Chilò family, who brings a blend of traditional values and innovative vision to the role.

Since stepping into the CEO position, Davide has guided Sidastico through a significant evolution—doubling the size of the plant and optimising its production systems to meet the exacting demands of modern engineering and construction industries with unmatched efficiency and environmental consciousness.

#### Growth from innovation

Since Davide Chilò took the helm as CEO, Sidastico has not just grown—it has transformed. From its strategic position in Vicenza, the company has expanded its influence across 40 countries in eastern and western Europe and Africa, demonstrating the universal appeal and necessity of their specialised steel products. In 2023 alone, Sidastico produced an impressive 160,000 tonnes of steel, generating revenues exceeding €150 million.

But growth stemmed from significant changes. Davide's first major initiative was to overhaul the company's operational processes. By creating detailed flow charts for every process and integrating new informational and technological systems, he set the stage for a more efficient and responsive operation.

This foundational restructuring has catalysed further advancements in Sidastico's approach to manufacturing and environmental responsibility. The recent expansion of their plant and the optimisation of their eco-sustainable production system are direct outcomes of Davide's vision. "Our constant technological evolution guarantees precision, power, efficiency, flexibility, and safety throughout our operation," he explains.

Nowadays, companies that produce products in sectors such as steel are facing increasing global competition, often clashing with "mass, low-cost" competition. This market has allowed Davide to narrow Sidastico's position as the go-to provider for com-



plex, high-strength steel needs. By specialising in cutting to bespoke lengths carbon steel sheets, the company delivers specialised expertise and tailored solutions unmatched by larger steel giants.

"We're not as big as our competitors, but our service and specificity make the difference. We ensure that every customer, regardless of their size, receives exceptional treatment." As customer expectations evolve towards faster delivery times, Sidastico has responded proactively, recently expanding its warehouse capacity to meet these demands more efficiently.

#### Redefining supplier relationships

But it's not just customer relationships. Under Davide, Sidastico has taken a novel ap-

proach to its supplier relationships, viewing these partnerships as pivotal to its strategic success.

Davide emphasises the importance of this shift, stating, "The supplier for us is the new customer. We foster a perfect relationship with our suppliers because transparency and feedback are paramount." This philosophy has not only improved Sidastico's supply chain efficiencies but also strengthened the collaborative approach that drives their business forward.

This approach is based on mutual benefit and trust. For example, Sidastico works closely with multinationals like ArcelorMittal to test new materials and products, ensuring that both parties benefit from the shared insights and advancements. "If they →

need to test new materials or understand the end user, we always give them our feedback and honesty,” Davide notes, with Sidastico commonly a preferred partner for suppliers looking to pilot new products in the steel industry.

Moreover, Davide believes in the principle of ‘less is more’ when it comes to supplier relationships. “It is preferable to have fewer but more valuable suppliers,” he explains. This strategy of consolidating supplier relationships streamlines operations and enhances

the quality and reliability of materials.

Sidastico’s proactive engagement with suppliers also aligns with their strategic vision for sustainability and innovation. By maintaining a transparent information flow between supplier and service, Sidastico and its suppliers can align their strategies to meet evolving market needs and regulatory demands effectively. “This is the right way to align for the future,” Davide asserts, highlighting how this helps them and their suppliers adapt to the industry’s dynamic landscape.

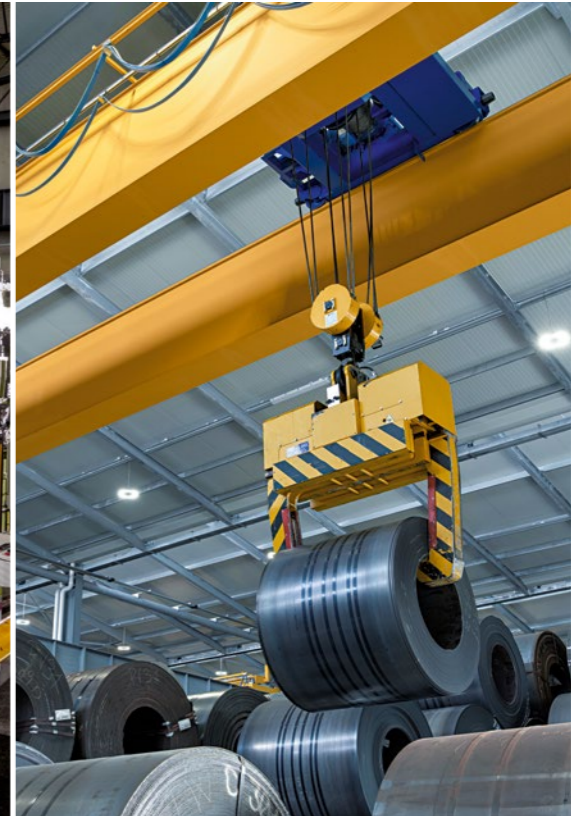


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**Facing global challenges together**

The global steel market is fraught with challenges, from fluctuating economic conditions to stringent environmental regulations. Sidastico’s proactive stance on these issues is a result of Davide’s foresight.

“What is rising up is the green deal of the business. Regulation and initiatives are rising up every day, and we must be aligned on these requirements in order to give a better future for everybody,” Davide points out. “Attention is needed for all signals, but especially for the



weak ones because they often precede substantial changes to which we must adapt as soon as possible.”

Moreover, the ongoing geopolitical tensions and economic uncertainties have not slowed Sidastico’s momentum. Davide’s strategic focus remains clear: Adapt swiftly and maintain flexibility to thrive in an ever-changing landscape.

Davide believes that Sidastico’s resilience and adaptability are significantly enhanced by its commitment to its workforce. “We invest a lot in our people, giving them the opportunity to always have new stimuli and face new challenges,” he elaborates.

By fostering a workplace that supports physical and mental health—including amenities like a company gym and regular physiotherapy sessions—Sidastico ensures that its team is not only well-equipped to handle the current challenges but also primed for future shifts and opportunities. This holistic focus on employee well-being directly contributes to the company’s overall ability to navigate and adapt to global pressures and changes.

As Sidastico continues to expand its pres-



**Transparency and feedback are paramount.**

ence across 40 countries, Davide Chilò’s vision for the company is clear. He aims to lead Sidastico to become the best-in-class steel supplier in Europe, always one step ahead in technology and customer satisfaction.

With a solid track record of growth and innovation, Sidastico under Davide’s leadership is well-positioned to navigate the complexities of the modern steel industry and emerge stronger. 🌱

