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HIGHLIGHT OF THE MONTH

Galstaff Multiresine: innovation, sustainability, and a global vision for high-added value chemicals

From an interview with Enrico Ancarani

Technical Director at Galstaff Multiresine

Founded over fifty years ago, Galstaff Multiresine (GMR) has established itself as a leading international manufacturer of synthetic resins and auxiliary products for the most demanding industrial sectors. With a strategy of steady growth, targeted investments, and a strong commitment to sustainability, the company is preparing to present new innovative solutions at Paint & Coatings 2025, anticipating market developments.

From the very beginning, GMR has placed continuous investment at the heart of its evolution. This journey began in the 1990s with the acquisition and conversion of a plant located in Agrate Brianza (Monza e Brianza, Italy), now dedicated to internal logistics. This was followed by the acquisition in 1998 of a production site in Mornago (Varese, Italy), specialising in the synthesis of high-performance polymers.

A significant milestone was reached in 2012 with the acquisition of Garbagnate Milanese (Milan, Italy) facility, which allowed for further diversification of the company's range of polymers and liquid thermosetting resins and increased its overall production capacity, which currently stands at approximately 60,000 tonnes/year, with a turnover of over 100 million Euros. "These results place us among the top 100 companies in the Italian chemical sector, ranking 57th¹ according to the latest findings by Federchimica," says Enrico Ancarani.

This development strategy, supported by an agile organisational structure and a qualified R&D laboratory, has allowed GMR to tackle the challenges of global markets while ensuring reliability, operational flexibility, and a rapid response to customer needs. Today, GMR operates in over sixty countries across five continents, with a sales and logistics hub in São Paulo (Brazil) to directly oversee the LATAM and NAFTA markets.

¹ Companies with predominantly Italian ownership or under foreign financial control but with Italian-led strategic and operational management. The figures refer to chemical products, excluding pharmaceuticals.



Product portfolio: breadth and specialization

GMR's offering stands out for its high technical content, quality and the wide range of solutions dedicated to numerous application areas. The company provides eight product families, which are the result of intensive research and development activities: saturated polyesters, unsaturated polyesters, alkyd resins, hydroxylated polyesters, amino resin, isocyanates, additives, and auxiliary products.

This diversification enables GMR to cater to a wide range of industrial sectors, including composites, automotive, wood, furniture, food packaging (Can & Coil), corrosion protection, and green chemistry. "Providing such a wide and diversified range of solutions is a strategic advantage: if there is a slowdown in one sector, we can focus our efforts on other areas, thus ensuring operational continuity and a solid turnover," says Ancarani.

Managing such a large and diversified production requires the coordination of a highly complex supply chain. This necessitates a structured logistics network and an advanced plant layout to ensure consistent quality and full traceability.

One of GMR's key strengths is the synergy among its production sites: the industrial backup system allows for the rapid and efficient transfer of know-how, processes, and raw materials between plants, minimising risks associated with potential disruptions. Although GMR primarily operates with a batch-based flow, it can also meet specific requirements with tailor-made formulations developed in close collaboration with customers. However, as Ancarani emphasises,

these requests do not compromise its industrial efficiency, operating costs, and organisational sustainability. "We work with a large number of raw materials, and it is essential to manage them correctly, using the most appropriate technologies and equipment," the technical director adds.

Towards more responsible chemistry

In a rapidly evolving industrial environment, where sustainability is a concrete necessity, Galstaff Multiresine has embarked on a clear and structured path towards more responsible chemistry. "We are in an intermediate position in the supply chain, halfway between those who develop molecules and those who formulate finished products," illustrates Enrico Ancarani. "Our task is to develop polymers that guarantee high technical performance, but we are also closely linked to raw material producers. From them, we expect a progressive reduction in fossil-based materials in favour of alternatives that offer equivalent, or superior, performance and are compatible with our synthesis processes."

"Our commitment translates into the careful selection of alternative raw materials: renewable, bio-circular, and bio-balanced. We have already integrated product lines containing a significant percentage of plant-based and renewable components into our offering, managing to maintain, and in some cases even improve, the performance level expected by the market," Ancarani continues. These solutions meet the environmental requirements imposed by European and international regulations and offer a competitive advantage to those needing to formulate increasingly sustainable products.



The Mornago plant.



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From top to bottom:

The external production department housing the tanks used for storing and mixing raw materials.

View of the technical walkway with pipelines where the fluids used in chemical processes are conveyed and managed.

Developing a chemical formulation.

Equipped with state-of-the-art instruments, Galstaff's technical laboratory conducts rigorous analyses and daily checks on all raw materials and finished products.

"We have decided to embark on a concrete and measurable transition path, based on an internal ESG analysis that has enabled us to clearly set our environmental, social, and governance objectives".

Actions already in place include investments in energy efficiency, the reduction of industrial waste, and the progressive increase in the use of plant-based and renewable raw materials. The ambitious target is to double the use of these materials by 2028, bringing them to account for 7-10% of total turnover.

"Our commitment is transversal and involves our entire portfolio. For us, sustainability is not an abstract concept: it's made of daily choices, shared with suppliers and partners. Only through concrete collaboration across the entire supply chain can we build a more responsible industrial future," concludes Ancarani.

GMR at Paint & Coatings 2025: a strategic appointment

On the heels of the positive feedback received at the previous edition, Galstaff Multiresine will take part for the second consecutive year in the Paint & Coatings trade fair, scheduled for 8-9 October 2025 at Superstudio Maxi in Milan. Such a dynamic and highly specialised event represents a strategic showcase for strengthening the company's position in the Italian market, historically one of the most important for the group.

"This exhibition is the ideal opportunity to meet with customers, prospects, and stakeholders and highlight our technical and industrial progress and our ability to anticipate market developments through concrete, innovative, and sustainable solutions", says Ancarani. "We do not want to reveal all the details yet, but we are also working on innovations that fully embody our DNA and our proactive approach".

Among the upcoming innovations for the B2B market are new products for the industrial and can & coil sectors (including packaging for the food & beverage, cosmetics, and nutraceutical fields) as well as for the automotive and retail ones. Particular attention will also be paid to the DIY sector, with new developments designed to

meet the requirements of Directive 2004/42/EC on the limitation of emissions of volatile organic compounds (VOCs).

These solutions respond to today's market demands. "Meeting an increasingly diversified demand means actively monitoring and engaging with the markets, anticipating – or adapting to – trends with high value-added formulations. That value also lies in our ability to address specific challenges, while complying with ever-stricter regulations and labelling requirements," explains Ancarani.

Communicating value and building long-term relationships

Participation in the fair is more than just a product showcase, it's a key moment for building relationships and expressing GMR's distinctive value: a combination of technical expertise, formulation flexibility, and attention to customer needs. GMR will present a functional and welcoming stand, designed to communicate its values: innovation, reliability, and quality.

The team, composed of both technical and commercial staff, will be available for consultative dialogue aimed at understanding visitors' needs and offering tailor-made solutions.

"At our booth no. 826, visitors will have the chance to explore our latest innovations through a journey of commercial success stories and active references in the main industrial sectors – a tangible demonstration of the strength and credibility we have built over time. Every contact will be followed by a structured follow-up activity, with the goal of turning conversations into real opportunities for collaboration," concludes Ancarani. ▶