



# COMPANY PROFILE

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EDITORIAL

## THE WAY TO COVER YOUR SPACE

“Our past accomplishments stand as a legacy for us: Bianchi Paolo is a brand which has always been a synonym of quality. Its name is intricately tied to our family, which continues to lead the company in its third generation. Grounded in entrepreneurial principles, our path is paved with values of passion, honesty, fairness, and professionalism, enabling us to navigate challenges with resilience and determination.

The way to cover your space: since our first steps, the company philosophy has been clear and precise. It is aimed at providing the market with unique covering solutions distinguished by their quality, variety and reliability, meticulously tailored to various application areas and specific purposes. These traits resemble our in-depth knowledge of the market along with a careful selection of manufacturers, leading the way in innovation for an increasingly wide and diversified range of quality products, and most importantly a qualified, prompt and attentive assistance.

Your satisfaction is in every detail of our services and together we face new challenges and envision the future. We deeply value your trust and hope that you will continue to be pivotal figures in our achievements, contributing to the ongoing narrative of our shared history.



Ruggero Lanfranchi





## ABOUT US

# COMPANY PROFILE

In 1949 Paolo Bianchi took over the Luigi Bruzzi company, which had been operating since the 1800s as a wholesaler of leather, waterproof hemp and accessories for the production of horse harnesses and tarpaulins for wagon covers. The history and the evolution of Bianchi Paolo is intertwined with the steady progress of the transport sector.

Renowned as the first company to introduce PVC fabrics in Italy in the 60s, Bianchi Paolo became recognised over the years as a wholesaler and distributor of acrylic and crystal fabric. Furthermore, Bianchi Paolo established itself as a reference point for the distribution of equipment and accessories for the packaging of waterproof tarpaulins, tensile structures and, more generally, covers.

Mono and bi-coated fabrics are Bianchi Paolo's flagship products, which have diversified over the years to cater to a broad spectrum of applications. Currently, the company sells more than 4.3 million metres squared of fabric a year in the sectors spanning from the architectural textile sector to the agricultural, automotive, nautical, and advertising ones. Furthermore, the enterprise proudly serves as the distributor of Parà Tempotest fabric, a market leader renowned for awning and marine applications. Additionally, it holds the exclusive retail rights for the Achilles brand, widely recognized in the market for the exceptional quality of its Cristall Superclear and Neoprene™/Hypalon™ fabrics, which find application in the construction of tenders, rafting equipment, and hydrocarbon-resistant oil boom barriers.

Since day one, the company firmly believes in values such as reliability, honesty, professionalism, and customer and employee care, which are to this day key elements which ensure its success. The competitive advantage that has allowed Bianchi Paolo to become a solid reality lies in its entrepreneurial spirit and passion for excellence. Such benefits are reflected every day in the ability to understand and satisfy customer requirements, thanks to an integrated system of products, accessories and services. Setting itself apart, Bianchi Paolo delivers a comprehensive solution comprising top-tier products and tailored services for precision cutting and wrapping to size, all underscored by prompt responses and efficient delivery times. These qualities not only distinguish the company from its competitors, but also blend unparalleled expertise and skills with a relentless pursuit of innovation.

## MILESTONE

The company, founded in the late 1800s under the name of Ditta Luigi Bruzzi, operates in the transport sector, which is mainly carried out on horseback. Paolo Bianchi starts working at Luigi Bruzzi immediately after the end of the First World War and in 1927 he takes over its management together with his partner Eugenio Astori.

**1800 - 1927**

Paolo Bianchi and Franco Astori, Eugenio'sson, then become owners of Luigi Bruzzi s.r.l. also acquiring a branch in Turin. The company later takes Paolo Bianchi's name and the logo, depicting a horse, to this day still represent a historical memoire and an affectionate homage to past success..

**1949**

The 70s experienced a thriving economic period and in this decade Paolo Bianchi introduces his niece Donatella to the business. She will then go on to succeeding him in running the company in October 1977. In these years the company tackles the PVC coated fabrics market for coverings and tarpaulins, in which it will become soon a market leader.

**1960 - 1977**

Donatella's son, Ruggero, joins the business and combines his mother's experience with new ideas and youthful enthusiasm. In the same years, Bianchi Paolo becomes a limited liability company.

**1987 - 1996**

**1927 - 1948**

Despite the outbreak of the Second World War, Paolo Bianchi continues to expand his business, thanks to his proverbial helpfulness, loyalty and fairness towards customers and employees, remaining open to new products and technologies.

**1950 - 1960**

Bianchi Paolo stands for fairness and professionalism, and diversifies its business, ultimately abandoning the leather and harness trade and joining the trade of transport coverage systems evolving in time.

**1977 - 1986**

The end of the 70s and the beginning of the 80s are years of consolidation, with Donatella expanding the assortment to meet new market requirements. Covers, including coated and waterproof fabrics, and their accessories open up to new areas of application.

**1997 - 2023**

In 2013 and 2018, respectively, Donatella's younger children Edoardo and Mariapia join the team. At the beginning of the decade, the company goes online and evolves together with the different market segments it serves, importing quality products from all over the world for an increasingly complete and integrated package of solutions and services.



#### PRODUCT RANGE AND ACCESSORIES

## PRODUCT RANGE

Bianchi Paolo offers a complete range of acrylic, crystal, PVC coated fabrics and specialised solutions for different application areas: sun protection, transport, swimming pools, architecture, agriculture, industrial and marine.

**PVC coated Biatex:** single and double-coated or with total blackout internal coating. Available in different weights, thicknesses and finishes to meet all application needs, they guarantee the highest standards of resistance and durability.

**Cristall Superclear:** transparent and coloured PVC, flame retardant, available in different thicknesses and heights up to 183 cm with UV treatment.

**Neoprene™/Hypalon™:** available in different thicknesses and heights, with a wide range of colours and embossing. It is ideally suited for the construction of inflatable rafts.

**Supercover:** High Tenacity Polyethylene (PE HT) and Low Density Polyethylene (PE LD) fabrics, coated on both sides, boast low environmental footprint, due to its recyclable properties.

**HDPE Polyethylene Mesh:** lightweight, shading and privacy screen fabric made of premium quality materials, guaranteeing a long service life. Available in a wide palette of colours, they are ideal for creating elegant screens.

**Polyurethane:** an extremely versatile fabric, which combines extraordinary elastic properties with excellent resistance to tearing, abrasion and heavy loads. This makes it an ideal choice for nautical and emergency equipment applications.

Bianchi Paolo also provides an extensive array of accessories tailored for various structural and material processing needs.

## LOGISTICS

Logistics represent a distinct advantage for Bianchi Paolo, with the implementation of advanced automated vertical warehouses. These facilities enable the storage of products in various sizes, including large quantities, streamlining operations and facilitating faster picking processes. Furthermore, the company is equipped with a sophisticated barcode system, ensuring precise tracking of each lot and enabling more efficient handling of shipments.

## APPLICATION FIELDS

Covers, agricultural sheds, air-supported structures, tensile structures, industrial doors, gazebos, awnings, sunscreen rollers, anti-pollution barriers, silos, greenhouses, irrigation dams, above ground and in-ground pool covers, waterproof tarpaulins for trucks, boating, tenders, raft boats, hydrocarbon-resistant oil boom barriers, boat covers and inflatable advertising, banners and advertising signs.

#### QUALITY AND INNOVATION

## EXCLUSIVE DISTRIBUTOR



Bianchi Paolo is proud to be an official distributor of Achilles products. Since its foundation in 1947, Achilles has been dedicated to the Research and Development of products and materials for the marine, construction, automotive, domestic, agricultural, electrical and electronic and medical sectors.

A balanced synergy of strategic investments in cutting-edge technologies, coupled with flexibility, production efficiency, and a customer-centric philosophy, empowers Achilles to foresee market trends. This approach guarantees high-value products, consistently surpassing customer expectations.

At the heart of Achilles lies a commitment to the welfare of both people and the planet. Through its collective expertise and interdisciplinary collaboration, the company stands as a vanguard, enriching its product range and pioneering new materials. These innovations are developed to meet the highest standards of performance, safety, sustainability, and reliability.

Bianchi Paolo is considered a reference point in its sector for being an exclusive Italian distributor of Cristall Superclear and Neoprene™/Hypalon™ fabrics. Applications include the building of tenders, raft boats and hydrocarbon-resistant oil boom barriers. Such materials are available in a wide range of colours, with glossy, matte or semi-matte finish. This makes them an ideal solution for extreme climate conditions, thanks to their high resistance to UV rays, hydrolysis, abrasion and chemicals.



FLEXIBILITY AND EXPERTISE

## CUSTOM MANUFACTURING

Bianchi Paolo distinguishes itself as a leader in the sector through its commitment to maximum customer availability, flexibility, meticulous expertise, and a well-equipped machinery fleet. Continuously investing in hardware infrastructure, software enhancements, and process automation, the company pursues ongoing improvement. Moreover, they play a pivotal role in delivering services tailored to customer needs.

Furthermore, Bianchi Paolo has become specialised in outsourced processing to provide clients with customised solutions for large and small batches, optimising time and costs. Customisation of standard fabrics, along with the integration of different semi-finished products, is an asset for Bianchi Paolo within its integrated quality system to meet even the most specific demands. Additionally, the company offers a roll cutting service for PVC fabric in height, by the metre, by CAD drawing, as well as the production of customised accessories such as straps, caps and plates.

Continuous market presence, combined with a solid pool of technical expertise, allows Bianchi Paolo to accelerate problem-solving cycles and create two-way efficiency for both the customer and the company itself. Automation is indeed the cornerstone of its workshop, applied across various machinery including cutting tables, rotary cutters, eyelet machines, riveters, presses, die-cutting machines, and high-frequency or air welders. Another notable strength lies in its intralogistics system, which facilitates seamless movement of raw materials while ensuring efficient delivery management for timely distribution of materials readily available in stock to customers.





# COMPANY PROFILE

## WHERE WE ARE

Via Lambro 28/E  
20073 Opera (MI) – Italia

## CONTACTS

tel. +39 02 57605131  
info@bianchipaolo.it

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[www.bianchipaolo.it](http://www.bianchipaolo.it)

