

# MINERALI INDUSTRIALI

## homecoming of a nation's production

Almost fifty years ago a winning idea by geologist Angelo Bozzola, together with craftsman Alfonso Ramon and Lodovico Ramon, a young student at Politecnico in Milan, saw the origins of Sasil, a company of the Minerali Industriali group, from a strategic market intuition.

Of Founded in 1975, Sasil began with the aim of producing feldspar sands for green and half-white glass - a 'dream' which extended further to producing sands for white hollow glass in Italy as well. Until 1980, all nationally-produced white glass was sourced from low-iron siliceous sands from France and Belgium - all because Italy lacked the sandy rough of purity that was on offer beyond the Alps back then.

### ANSWERING UNMET NEEDS

Here the company's leadership team conceived of the idea of applying new treatment technologies to Italy's coarse sands.





Certainly it made economic sense - given the high price of the sands at their origin, coupled with the elevated costs of transporting them to Italy's glassworks from abroad.

The Sasil project was the first to develop before hitting the market - a feldspar sand with a low iron content that could replace at least 50 percent of the imported sands by bringing all the necessary alumina into the vitrifiable mixture. That goal was achieved in 1980 when industrial tests for the production of white hollow glass conducted at Bormioli Rocco in Parma under the direction of the Surveyor Breviari gave a decidedly positive result - both from a technological and an economic vantagepoint.

#### **SASIL AND SARDA SILICATI**

Great success was achieved in

1993 by Minerali Industriali with the Sarda Silicati company. Here a product was in fact put on the Italian market with sands treated at the Ossi/Florinas plant in the Sassari area - which would fully replace all imported sands for white hollow glass in Italy.

Initially to 50 percent from 1980, then up to 100 percent from 1993, Sasil and sarda Silicati could supply white glass sands to the country glassworks. Both controlled by Minerali Industriali, the two offered intrinsic guarantees of consistency of supplies and quality - all better ensured by production at national level.

Indeed it might come as strange today that, until 1980, glassworks in Italy depended 100 percent upon foreign sands for the production of white glass.

That meant significant logistic headaches and only modest competition on the market. In reality, the time was just ripe to make a lasting change. ■

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