

# PLATINUM

*business leaders*

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**Di Giacomo**

**business**  
**chronicles**

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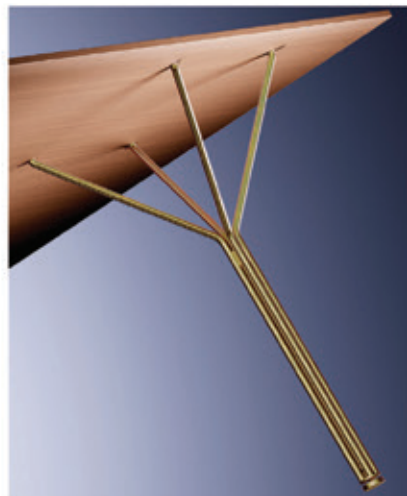


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## PLATINUM

business leaders

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Publiscoop Più Srl  
tel. +39 0423 425411 - [rivista@platinum-online.com](mailto:rivista@platinum-online.com)  
Piazza della Serenissima, 40/A  
Castelfranco Veneto (TV)  
Piazza Camillo Finocchiaro Aprile, 3 - scala C interno 9  
Roma  
tel. +39 06 94358340

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# Science, tv, social networks: let's talk about climate, the more the better

The fascination and complexity of climatology, the dream of daily dissemination in a more correct and continuous information space

## YOUNG PEOPLE AND THE FUTURE

---

“There are some very good and eager young people, the hard core of the ‘Fridays for Future’, and they often call me to do lectures and debates in schools, which is a great satisfaction and pleasure for me to maintain the dialogue between generations. I count on them. But they are a small part. I see so much indifference, disinterest, and attitudes of unbridled consumerism that are indeed harmful”

There is never enough time to talk about the weather. Weather, of course, in which Luca Mercalli moves with grace and professionalism. “In meteorology, as in all sciences, when you move away from what is obvious, you enter the extraordinarily complex, which requires an enormous divulgation effort. Instead, we end up in the repetition of the proverb or the cliché, without passing on scientific progress”, he explains.

Today's weather forecasts go up to 15 days, a projection that was unimaginable just a few years ago. “Behind it are two gigantic systems: observation and processing. Billions of real-time data from satellites, weather stations, sea buoys, ships and aircraft converge on the (few) forecasting centres in the world. Here they are processed by super-computers. Because the forecast must come... first”!

Complexity clashes with the simplification dictated by television time and telegraphic social media, a reflection of a disposable weather interest, whereas the climate crisis demands in-depth analysis. “Suffice it to say that not even Leonardo Di Caprio, who has made two films on climate change, has managed to move the masses (‘Before The Flood’, ‘Point Of No Return’ and ‘Don't Look Up’, ed.). It would take the noble time of a documentary, like in 2015-16 with my programme ‘Scala Mercalli’”. Luca Mercalli's passion for meteorology dates back to the 1980s, and he remembers the professional and reassuring tones of Colonel Andrea Baroni, successor to the unforgettable Edmondo Bernacca, in the TV programme before the news. “TV has maintained a subdued approach, it only talks about the weather if forced to by the news, it has not taken the opportunity for a more correct and continuous information

## ■ ■ ■ THE COURSE OF STUDY

After classical high school and an education in agricultural sciences in his hometown of Turin, Italy, Luca Mercalli obtained a master's degree in Alpine Geography and Mountain Sciences with a focus on climatology and glaciology at the Edytem Laboratory of the Université Savoie Mont Blanc in Chambéry, France. His military service was in the Meteomont Avalanche Service of the IV alpine army Corps. He is a science journalist for "Il Fatto Quotidiano", has worked for RAI and Swiss RadioTv, conducted more than 3,000 conferences and published some 15 books. He is a climate ambassador for the European Union and lives in the Alps in a solar-powered house.



space. Instead, the web has changed everything by making a huge amount of information available. The difficulty lies in distinguishing the quality information from the rest. Sites that exploit meteorology as an advertising trick, chasing clicks, with apocalyptic headlines and forecasts of mediocre quality have stepped in".

Explaining the climate in Italy is complicated by the enormous variety, from Sicily similar to Africa, to Continental Europe in some areas of South Tyrol. Plus the high fragmentation of information sources, however authoritative. The official Air Force service is focused on military and aviation needs, not agriculture, tourism, energy. Thus the regional meteorological services, the Arpae, were born, the first in Emilia-Romagna in the 1980s.

"In other countries, the national meteorological service is the protagonist, it feeds from Civil Protection to education to journalistic information. It is much more complicated to organise a weekend in Italy than in Australia: you have to go to the Arpae websites of each region you visit or pass through, which is absurd. While we are always waiting for Agenzia ItaliaMeteo from Bologna to put everything under a single coordination".

Mercalli heads the Italian Meteorological Society, founded in 1865, the longest running association of professionals and enthusiasts. "In the 2000s we were the third largest association in Europe, today there are many, too many. Fragmentation misses the opportunity to grow by competing with the best globally".

To explain the climate, Mercalli has gone down all roads: TV, newspapers, books, lectures and lessons, even concerts and a comic strip, "Your



Luca Mercalli has over 3,000 conferences and 15 books to his credit

Climate - Instructions for Use". How do you see the future? "Black, although to downplay it I laugh about it". Have you got a suggestion, at least a dream? "I dream of being able to explain the climate on TV, while people set the table. Perhaps this would make a mass impact. We should do it like in the 1950s, when on TV they explained how to use the washing machine, now we should do it with solar panels. Attention to climate is an everyday matter, and should not focus on denunciation, but above all on concrete solutions, within everyone's reach". ■

- Barbara Trigari -





## ■■■ *opinion* by Maurizio Caretoni

# The best part of us

“ (...) I believe we must return to a healthy sense of duty, to the realisation that to have you must also give. We need to rediscover the sense and dignity of commitment, the value of the contribution that everyone can make to the process of building today and especially tomorrow”. This is just a short excerpt of the long speech that the then Ceo of Fiat-Chrysler, Sergio Marchionne, gave in 2012 at Bocconi University in Milan. These words still resonate with me today more than ever, the synthesis but also the sounding board of a thought that I fully share. My father, too, used to say this to me (and certainly not only mine...): duty before pleasure. This is the stainless principle on which a large part of Italian entrepreneurship was born and has been consolidated, the kind that has brilliantly overcome the entry of the new generations and that today faces a complex context, completely out of the ordinary. At this time, confidence and courage are more likely to waver or even fail. That is why we need to rekindle the fire of duty, which, after all, is also the fire of passion that burns in the heart of each one of us if we are motivated, enthusiastic, determined. It is a kind of ‘sacred’ personal mission, which allows us to create, build, grow: both in human relations and in professional life. It is a propulsive urge not to stop imagining new horizons and setting new incentive goals. This is precisely what drives the Platinum team, which also fuels our sense of responsibility. Together, in our daily exchange of views, opinions, goals, dreams, we aim to imagine a better future together with all entrepreneurs and professionals who, like us, do not stop planning for tomorrow. We have a very important year of new challenges and goals to share: let us start now, let us commit today, once again and as always. It will always be worth it to be the best part of ourselves. ■



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# ... the cover

## Stefano Di Giacomo

# Not only major works

Alcotec, the other side of Italian engineering excellence

**T**he value of a company can be seen in the smiles and good humour of those who work there. The first impression one receives when crossing the threshold of the Roman building entirely dedicated to Alcotec is that there is not only hard work, but also fun and a great desire to be together.

Naturally, for an engineering and architectural company operating in the field of major works, the aim is to do business by managing and developing civil, industrial and infrastructure construction processes, from feasibility study to construction. But to reach the goal there is a path to follow and the one chosen by Alcotec is certainly different from the others. Simply because everything revolves around the most important asset: people.

The words of Stefano Di Giacomo who founded the company 24 years ago, always putting the human aspect first. His past includes not only a career as a civil engineer but also one as a rugby player, an imprint that has remained indelible in the way he runs his company today: always training, always aiming to play the game to the best of his ability, while having fun. Without ever losing sight of the most important factor: the team.

"Rugby has been my life partner for many years, not to say forever," says Di Giacomo. "The organisation of a team, the communication and training procedures must be models for companies, the example of how the individual is only enhanced by the team. Pure horizontality.

Stefano Di Giacomo, founder of Alcotec Spa



“The organisation of a team, communication and training procedures must be an example of how the individual is only enhanced by the team”

To be exported as a principle of life. In the field, the saying “everyone is useful but no one is indispensable” does not apply, but the opposite: everyone is indispensable’ and everyone must be supported by the group. That is why when you enter the Alcotec premises you are pleasantly overwhelmed by a bubbly atmosphere, which smells of enthusiasm and a desire to be together to do great things. There are many young female professionals, all in strategic and responsible roles.

“There is no need to allocate pink quotas”, says Di Giacomo. “Women are good and motivated even in a profession that, in the collective imagination, is more masculine, such as engineering”.

The venue, an elegant building in a popular district of the capital, offers plenty of space for sharing and leisure. Including a nice garden equipped with barbecue, counter and beer tap.

However, these are not just spaces for



Design for the regeneration of the former Galateo building complex in Lecce. Client: Puglia Valore Immobiliare

## ■ ■ ■ ALL ROUND EXPERTISE

Alcotec Spa manages all aspects of construction: analysis of objectives, evaluation of time-economic variables and risks. Its results can be seen in the numbers: 12 million turnover, 420 completed projects, 100 active projects (including the refurbishment of 6500 post offices throughout Italy), 30 projects under study, 150 resources, 200 customers, 229 thousand hours worked, 4 locations, 3 of which in Italy (Rome, Milan, and Bari) and one soon to be opened in Texas, USA.

One of the most recent projects, in chronological order, is the renovation and energy upgrading of the Palace of Justice in Milan. Worth over Eur 50 million.

But one cannot fail to mention works such as the Extremely Large Telescope in Chile, the Mose in Venice, various railway and motorway sections and tunnels, Milan's Metro Line 4, many hospitals, luxury hotels, offices, research centres, and much more.

“Architecture and engineering have a great responsibility”, says Di Giacomo. “They can make the world more beautiful, ethical, usable, sustainable. For us, honouring our work means never losing sight of these goals and leaving an imprint that represents added value compared to the past”.

This must be the reason why Alcotec has been growing for 24 years, and why in 2023, as in 2022, it was confirmed as the second best company in the country for project management.







◀ events and parties but growth and sharing strategies, carefully planned and organised in particular by the Human Resources team.

### Alcademy, the training you don't expect

The beating heart of this vision is the Accademia Alcademy, an accredited training institution, designed as an on-the-job training course that is particularly aimed at young graduates or undergraduates and which Stefano Di Giacomo has always strongly supported. "It is an approach", explains Di

Giacomo, "geared towards the growth of young people both in the specific profession and in transversal skills, those that are not dealt with in universities". Here you learn how to communicate and interact with the world: behaviour in a meeting, customer relationship management, non-verbal communication, mimicry, gestures, immediate understanding of the context, the ability to work in a team, to sit at the table with others or to speak in public. In short, everything that transforms a simple professional into an empathic person able to cope with any working and relational reality. A school for knowing how to be in the world, where the technician walks a path of continuous learning, accompanied by a tutor and mentor. The first as 'technical assistant' for all work-related issues. The second as a point of reference to offer experience and knowledge of the context and to foster growth and integration.

"Because ours", says Di Giacomo, "is a versatile and multidisciplinary company and each individual must be able to cope with the most diverse situations".

### The company is a great team: team talk

In addition to the Alcademy training, there are the numerous activities organised to turn the company into a large team that plays with the aim of winning and making a difference: the team talks, monthly activities of about 15 minutes during which a moderator, who changes from time to time, proposes a discussion topic, strictly non-technical. Each participant can express his or her opinion while the others listen without making judgements and evaluations. It is a real training, especially for younger people, in time management, listening, non-judgement, and public speaking. "A way", says Maria Paola Procacci, occupational psychologist and head of the Development and Training Office, "to enter the lives of others through different doors".

The training windows, also organised once a month, are designed to



Design for the regeneration of the former Galateo building complex in Lecce. Client: Puglia Valore Immobiliare

Design competition for the urban landscape redevelopment project of Porta Napoli, a strategic urban node of the city of Taranto. Client: Municipality of Taranto



give everyone the opportunity to try their hand as a trainer on different topics. Lunches in English are, finally, an opportunity to practise, during social gatherings, a language that is now necessary in any working environment. In addition to these activities, there is also the editing of an internal newspaper, with a bimonthly issue, in which everyone can submit an article and explore a topic in depth, and padel tennis and football tournaments. The latter, which are played exclusively in the team's jersey, take place mainly to raise funds for the non-profit organisation No Land, which Alcotec has supported for many years and which builds hospitals for the local community in Togo. Over the years, it has designed a school extension, raised funds for the purchase of health equipment, carried out field training and supported health operations in the African country. ■

At the Alcademy you learn everything that transforms a simple professional into an empathic person capable of coping with any work and relational reality



Design competition for the design of the 'Rome Science Museum'. Client: Roma Capitale



# Gazing at the sky

She loved nature, animals, the outdoors. She was a keen sportswoman: as a competitive athlete, she practised athletics for a long time, in particular high jump and long jump: disciplines in which - perhaps not everyone knows - she excelled both at the university championships and during the Italian championships. However, her parents thought she would be a journalist: writing came rather easy to her and that is why, after classical high school, she enrolled in the Faculty of Letters. Yet she soon realised that the choice was not the right one: her world was physics. And before long her gaze pointed to the sky.

Margherita Hack is one of our country's leading female figures, and not only in the scientific field: I could not help but think of her when we decided to dedicate to the city of Trieste the feature that you will read on the following pages, but also when reflecting on the editorial soul of "Platinum", which has always aimed to be a point of contact and communication tool for the worlds of business and research, where the idea is substance, the result is an end, every commitment is a promise.



Just a "friend of the stars", Margherita Hack used to say of herself. And yet, the astrophysicist with the unmistakable Tuscan accent was the first Italian woman to direct an astronomical observatory: the one in Trieste - *ça va sans dire* - which has named the Specola after her, renovated in 2022 to mark the centenary of her birth. Not only that: she was a leading figure in the entire scientific world, she participated in the councils of Nasa and Esa, was a member of the Accademia Nazionale dei Lincei and of various authoritative associations in the field, carried out research activities and pursued partnerships all over the world. What's more, she had an overwhelming "media power": with her charm and an almost unique oratorical clarity, she was able to bring the fascination and mysteries of the Universe into the homes of all Italians for decades, enthralled entire generations of young people and, in particular, girls, drawing attention - in times not suspected - to the added value of women in the Stem (Science, Technology, Engineering, Mathematics) disciplines. Of which there is always a great need.

Luca Mercalli also reflects with us on the importance of better and more effective disclosure. In this issue, he granted us an interesting interview to express the need for truly complete and correct information on the issues of our time: first and foremost, the climate, in its absolute and, at the same time, intriguing complexity. We know that our country is full of models of intelligence, ethics, resourcefulness and freedom of thought, but we must talk about them and we must always remember them. This is also what our cover story teaches us, for example, which recounts a life of intuition, tireless will, resourcefulness and team spirit (it is no coincidence that Stefano Di Giacomo was also a passionate sportsman). And this is the aim of our "chronicles of enterprise", which run across the whole of Italy - from Lombardy to Lazio, between the industrious province of Pavia and the lively regional capital of Giulia, between the tenacious Molise and the ambitious Sicily - and touch on the main sectors (logistics, transport, circular economy, medicine, innovation, research...) to introduce us to the best achievements of great dreamers.

So, ideas, goals, commitment and passion. Yet always with an eye to the sky, because what is only unknown to us today may be a source of extraordinary inspiration tomorrow. ■



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## Industry and sustainability: the new frontier

Thanks to Niagara and more than 40 years of know-how in the field, ready eco-innovative solutions in industrial waste disposal



Mauro Carretta, managing director of Niagara Srl

Is it possible today to correctly combine industrial economy and environmental sustainability? Certainly, yes, but this can only be achieved by making use of the specialised skills of major companies in the field of industrial waste treatment and disposal, such as Niagara, a company based and headquartered in Poggio Renatico in the province of Ferrara, which has the technology and corporate culture in favour of the environment necessary to support the mission and safety standards required by all major Italian companies and now considered essential to achieving the objectives integrated into the industrial planning process.

In over 40 years of activity in the area, Niagara has created a vast

**The Poggio Renatico industrial waste platform is currently among the most advanced in Europe for chemical-physical and biological disposal, and operates with Iso 9001, Iso 14001 and Iso 45001 certified systems**

catchment area, offering innovative solutions not only for the proper disposal of industrial waste, given that the primary territorial catchment area is the highly industrialised Emilia-Romagna region, but also for the reclamation of polluted sites.

And now the Ferrara-based company is relaunching its business with new technologies and increased operational capacity.

“Our organisation”, says Ceo Mauro Carretta, “has a successful track record in designing and developing specific solutions in various industries thanks to decades of experience in engineering and environmental sustainability consulting. But in this sector it is necessary to continually raise the bar in terms of both technology and operations, and it is precisely in this direction that the brand new plant put into operation a few months ago, which is capable of increasing our purification capacity to 190,000 tonnes per year of incoming liquid waste, goes”.

The Ferrara-based company boasts an extremely high technological and operational

## ENVIRONMENTAL PROTECTION IN COMPLIANCE WITH THE LAW

For 40 years, Niagara and its sister companies Carpispurgo and Wts have been offering innovative solutions for waste management and the clean-up of sites contaminated by pollutants. They also specialise in the collection, transport, storage and management of hazardous and non-hazardous industrial waste, continuously innovating to grow and to follow the evolution of the market, always guaranteeing a fast and complete service.



profile, guaranteed by the most important international certifications in the field of waste treatment, particularly industrial and hazardous waste. Companies that turn to Niagara, regardless of their sector, are therefore able to include sustainability as a priority objective and as a driver for long-term success.

“Niagara and its subsidiaries are today the ideal partners for companies that require waste management in full compliance with the environment and national and EU regulations. Thanks to an integrated service with high quality standards, we have now earned the trust of more than 2,000 customers and around 15,000 waste producers nationwide. Numbers”, concludes the managing director Carretta, “that place us among the leading companies in the sector”.

The Poggio Renatico industrial waste platform is currently among the most advanced in Europe for chemical-physical and biological waste disposal, and operates with Iso 9001, Iso 14001 and Iso 45001 certified systems. In addition, an in-house analysis laboratory tests samples of each incoming load to verify the compatibility of the waste with the plant’s disposal technologies.

But Niagara’s commitment to the environment also extends to other services. The company is also a leader in the clean-up and rehabilitation of derelict industrial sites and polluted areas and, through its sister company Carpispurgo, provides an important waste transport and logistics service, as well as complex cleaning operations, even in confined spaces, using highly trained personnel.

Another recent addition is another subsidiary, Waste Treatment Solution Srl (Wts), based in Conselve, Padua, which specialises in the recovery and disposal of waste, both solid and liquid, even difficult to handle (flammable, etc.) using its own structure and specialised Italian and foreign suppliers.

Put another way, Niagara is indeed the right name to rely on to enable your company to achieve operational levels consistent with the strictest national and EU regulations on environmental sustainability. ■





# ... stories of value

## Flexibility and adaptability for new lead-free horizons

Eural Gnutti looks to the future under the banner of lead-free alloys

**A** leader in light alloys since the 1940s, it was among the first to develop lead-free, environmentally friendly aluminium alloys: Eural Gnutti, a global benchmark for the production of semi-finished aluminium products, enthusiastically welcomed the European Commission's Delegated Regulation (EU) 2024/197 last January. "This regulation obliges the introduction of alloys whose lead content does not exceed 0.25%. Our alloys have a lead content of no more than 0.05%, so they fully

comply with the new regulations. Indeed, I can say they were ahead of their time. In fact, for decades now, Eural Gnutti has been developing lead-free alloys in the name of sustainability and non-toxicity, which can also and especially be made from recycled aluminium. These are products that guarantee the same machinability and performance as other materials, and fit fully into a circular economy context". Says Paola Gnutti, firmly at the helm of the Rovato-based company. Eural Gnutti was a pioneer of lead-free alloys, which are "the present and the future of the industry, and the best environmental alternatives for large-scale production", as the president points out. Eural Gnutti has always been concerned about the performance of its international customers, helping them to choose the most suitable alloy for their



The company headquarters

Eural Gnutti has always been at the service of its international customers, helping them to choose the most suitable alloy for their production needs

production needs and providing them with an economically sustainable, high quality and, above all, truly high performance product, capable of producing 20-30% more than the competition. And high-end customers - from the automotive sector to aerospace - recognise the excellence of the alloys made by Eural Gnutti, which have become genuine market standards.

"Eural Gnutti will always be at the forefront of lead-free alloys, always proposing new developments".

Referring to the last two years, we asked Paola Gnutti how the company has organised itself to cope with a market dynamic that is very different from the past, in which what dominates is alternating peaks and downturns in demand and that severely test the companies' ability to adapt.

"In recent years, we have structured ourselves to be more flexible in order to react promptly to peaks in demand from our international customers. We have increased production capacity both at our headquarters and at the Pontevico foundry, focusing on renewing the machine park and union agreements to organise more shifts as needed. Faced with rising energy costs, we have completed a large photovoltaic farm which now covers a significant proportion of our consumption, reducing costs and emissions into the environment".

In other words, a flexibility that allowed the company to accelerate or decelerate according to market fluctuations, keeping the company competitive and managing cost increases due mainly to energy consumption.

"Our flexible and adaptable connotation is also due to our team: it is a close-knit, cohesive, company grown team that willingly



Paola Gnutti, president, with Giorgio Di Betta, commercial director

adapts to the demands of the market". For the foreseeable future, Eural Gnutti - a sustainable company since the 1990s, thanks to its constant commitment and focus on technological innovation - is aiming at new markets both geographically and in terms of products: "Indeed, we believe that lead-free alloys will be the product of choice for an increasing number of end-users", concludes Paola Gnutti. ■

## ■ ■ ■ LEAD-FREE: THE EUROPEAN COMMISSION SAYS YES

The non-toxic and lead-free alloys on which Eural Gnutti has been focusing for several years and which meet the stringent requirements of environmental sustainability are part of an even more stimulating regulatory context after the approval of Delegated Regulation (EU) 2024/197 of the European Commission of 19 October 2023, published on 5 January 2024, amending Regulation (EC) No 1272/2008 with regard to the harmonised classification and labelling of certain substances, including lead ([https://eur-lex.europa.eu/eli/reg\\_del/2024/197/oj](https://eur-lex.europa.eu/eli/reg_del/2024/197/oj)).





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# High-quality industrial valves made in Italy

High production capacity, technical support, innovation and dynamism: this is how Hutchinson Gasket International distinguishes itself in international oil & gas components

**B**etween Bergamo and Brescia, south of Lake Iseo, lies an Italian district of excellence, that of the production of industrial valves for the oil and gas sector. This is a historically Italian skill whose contribution to the economy is comparable to that of other, more well-known sectors of the Italian manufacturing industry. Two-thirds of national valve production takes place in Lombardy, as shown by the Ivs - Prometeia observatory 'The oil & gas valve industry in Italy', presented by Confindustria Bergamo, and the Orobic province plays a key role with over 100 companies and almost 5 thousand employees.

In the heart of this area, in Castelli Calepio, operates Gasket International, part of the Hutchinson group, together with its Chinese sister company Gasket Suzhou: "We manufacture industrial valve seats, balls and sealing components, which are at the heart of Precision Sealing Systems (Pss) that protect and connect components that transmit or transform energy", explains general manager Franco Monelli. "Founded in 1971 in Grumello del Monte as a family business, the company initially dealt with industrial seals in general, then developed over 50 years of know-how in valve sealing. In 2013, the entry into the French Hutchinson group, owned by TotalEnergies, brought us an evolved

workshop and introduced industrial organisational logic.

In office since November 2021, after a long professional experience in China, Monelli is leading a four-year relaunch plan: "We want to bring the company closer to the customers, emphasising the strengths that distinguish us from our competitors".

First and foremost, the remarkable technical skills. "Thanks to the technical department and its R&D component, with six employees in Italy and two in China, we are completely at the service of the customer, to whom we offer constant support. With dynamism and flexibility, even in case of emergencies, we are available to find the best solution according to specific needs".

Investment in innovation is crucial: "In addition to benefiting from the corporate experience of the research centre in Montargis, south of Paris, we conduct experiments in-house with a test bench for tests at room temperature. As a result, we have developed six patents and are preparing to also conduct in-house research on hydrogen in a cryogenic environment".

Gasket International's strengths also include its sales structure,

## ■ ■ ■ REINVESTING IN INNOVATION

Founded in 1853 by American entrepreneur Hiram Hutchinson in Châlette-sur-Loing, France, the multinational rubber processing group Hutchinson Sa is a global leader in vibration control, fluid handling and sealing technologies. It is characterised by a multi-market offering spanning multiple areas of expertise, in particular the automotive, aerospace, defence and cycling sectors. With more than 38,000 employees in 25 countries, it had a turnover of 4.4 billion in 2022. It reinvests 5% of its annual revenue in innovation.



The Hutchinson Gasket International team

capable of supporting large volumes, and its robust management system, which includes four certifications (ISO 9001, 14001, 45001, 50001), with a focus on issues such as environmental sustainability and safety. “We have a plan to reduce energy consumption by 2% per year, and in September 2023 we celebrated 2,000 accident-free days”. Gasket International has 100 employees, plus 50 in China, making a total of 150 people. “Here in Castelli Calepio we are a multicultural microcosm, a mirror of today’s society: in addition to an average age of under 40, 25% of the workers are foreigners, coming from various parts of the world, and there is a female presence of 30%, a very high percentage for the industrial sector. Future projects? Recruitment of personnel, “even if the world of ironworking is no longer so attractive to young people”, introduction

**Future projects?  
Recruiting personnel,  
introducing automation  
processes and looking  
at the energy transition:  
“The valve is here to  
stay, but it is going to  
evolve”**

of automation processes and a look at the energy transition: “The valve will remain, but it will evolve. We are preparing for the change, also looking for collaborations with universities and institutional bodies in the area”. ■



# ... strategies & successes

## Industrial adhesives: the new global market players

The strategic transformation of Durante Adesivi and the partnership with Soudal

**T**he intuition of brothers Tarcisio and Luigi Durante to start a company dedicated to the production of abrasive pastes for the wood-furniture sector is the first chapter in the extraordinary entrepreneurial history of Durante Adesivi Spa, a company that today is a leader in the international market for polyurethane, Ethylene Vinyl Acetate (Eva) and polyolefin (Po) based hot melt adhesives flanked by an important presence also in the segment of water dispersion glues (Pvac). Strategically located in one of the three areas in Italy renowned for

the furniture industry, Durante Adesivi has been able to seize the opportunities of an ever-changing market. In the years following its foundation, the company introduced the production of vinyl glues in water dispersion. However, the 1980s were the years that marked the real turning point, with a bold bet: anticipating the design needs of the furniture market, which was seeing a transition from solid wood to melamine-faced panels with diversified coatings, the Durante brothers invested in technologies for the production of Ethylene Vinyl Acetate and Polyolefin-based Hot Melt. These adhesives, characterized by outstanding performance, consolidated Durante Adhesives' position as a major player

From left to right Vic Swerts, Founder and president of Soudal, Cosetta Ottolini vice-president of the Board of Durante Adesivi, Luigi Durante Founder of Durante Adesivi, Jurgen Vandervelden president of the Board of Durante Adesivi, Dirk Coorevits Ceo of Soudal, Kris Jonckers Director of the Industry business unit of Soudal



The Italian company's reputation for excellence and innovation was instrumental in attracting Soudal's attention and underlining the importance of this partnership for both parties involved



Luigi Durante, founder of Durante Adesivi, and Vic Swerts, founder and president of Soudal

in the industry in Europe. A decisive step came in 1999, when Tarcisio and Luigi Durante had the intuition to invest in polyurethane-based reactive hot melt technology: a pioneering choice projected on innovation, later carried forward with major plant investments that have enabled the company to compete with major international players. Today, the international market leader is ready to look even further afield. The aim is to become the European centre of excellence for industrial adhesives and to accelerate global expansion. A new chapter was written with the strategic partnership with the Belgian company Soudal, the most important independent producer of sealants, adhesives and polyurethane foams for the professional and retail sectors in Europe. "We chose our partner Soudal", emphasizes Luigi Durante, "as a family business with which we shared our founding values and ethics from the very beginning. This agreement guarantees continuity for our

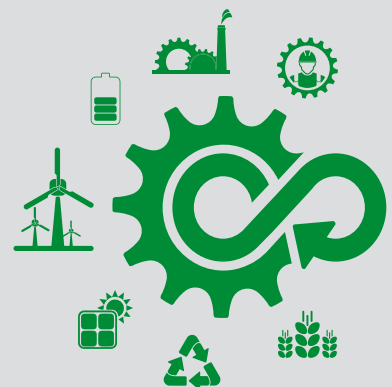
company, just as it was conceived more than 60 years ago. We will keep our identity and industrial profile intact".

The technological know-how accumulated over more than 60 years allows Durante Adesivi to distinguish itself in the international market for the production of high-quality hot melt adhesives used in a wide range of industries.

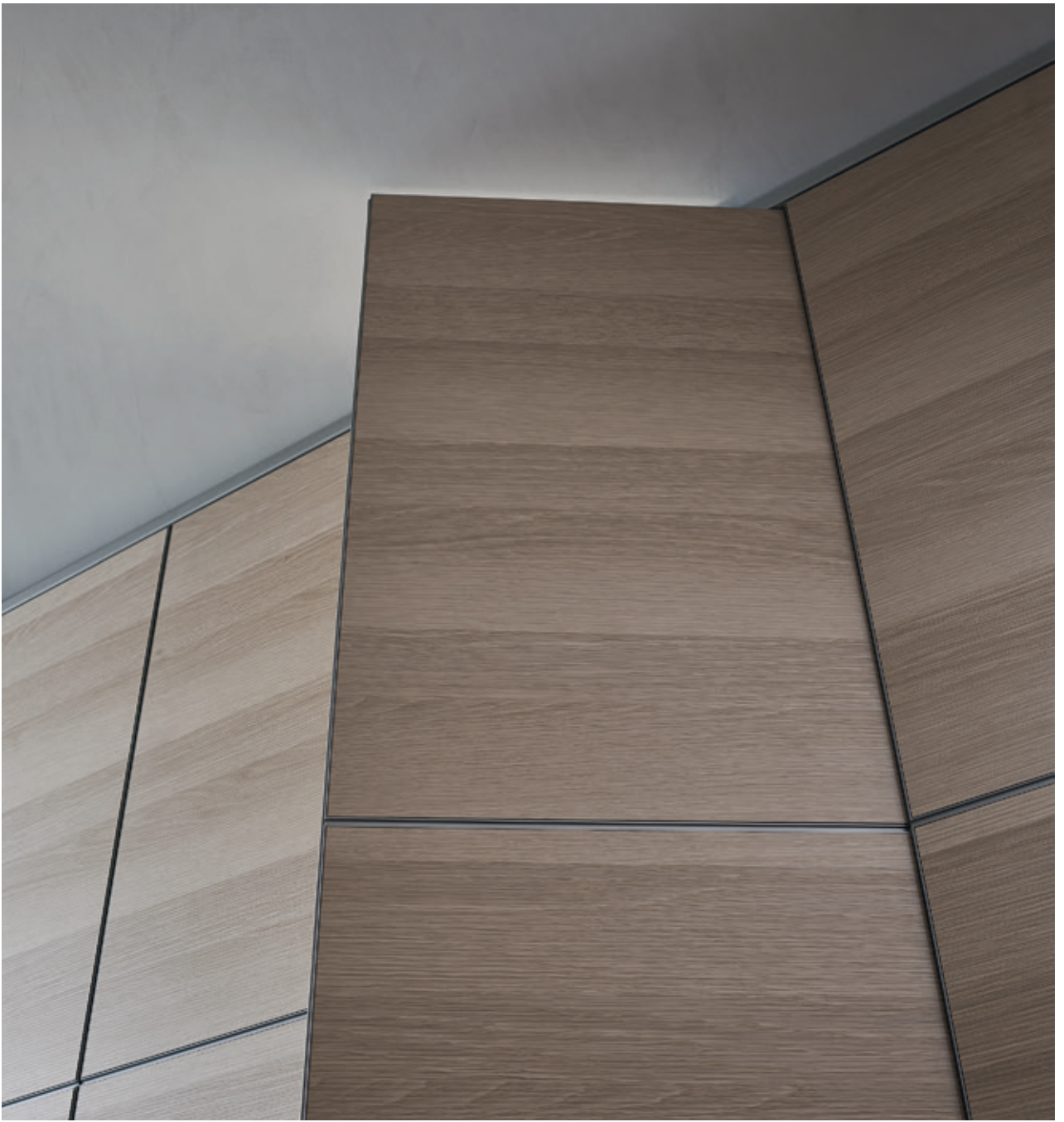
The Italian company's reputation for excellence and innovation was instrumental in attracting Soudal's attention and underlining the importance of this partnership for both parties involved. The shared vision between the Durante family and the Soudal group, which acquired the majority share, is based on the importance of technological development and expansion into new markets, while maintaining a strong commitment to employees and customers. The aim is to preserve and reinforce the identity, brand and corporate culture of Durante Adesivi. For the Durante family, this partnership represents a unique opportunity for growth and development. At the same time, Durante Adesivi continues to focus on innovation and sustainability, relying on bio-based products and the adoption of practices to promote the circular economy. In short, the company looks to the future with confidence, determined to maintain its leadership position in the industrial adhesives industry and become a benchmark in sustainable product innovation. ■

## ■ ■ ■ SUSTAINABLE INNOVATION AND BIO-BASED PRODUCTS

With an ongoing commitment to environmental sustainability, Durante Adesivi is driving innovation in the industrial adhesives sector through the introduction of bio-based products. These adhesives, identified by the 'Natura' brand, represent a significant step towards a more ecological and responsible future. With a focus on research and development of sustainable solutions, Durante Adesivi aims to promote more conscious production and consumption, thus helping to preserve our planet for future generations.







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# ■■■ protagonists of **change**

## A bridge between global investors and European companies

Goals and projects of UCapital, the world's only fintech ecosystem structured around finance, technology and media

**A** digital fintech ecosystem operating in the fields of finance, technology and media: this is the identity of UCapital, a global financial and technology group that is revolutionising the world of finance through a series of advanced, high-tech, unprecedented services, some of them pioneering. Today, UCapital stands as an ideal bridge between Europe and the international

markets, as Gianmaria Feleppa, Ceo and founder of this extraordinary company, repeatedly points out. The result of a clear and articulated strategic plan, UCapital has developed by leaps and bounds, especially in the last two years, and is constantly evolving and expanding, as the entrepreneur explains.

"Ours is the only fintech ecosystem in the world structured around finance, technology and media. We aim to become the main point of reference for all companies wishing to expand into global markets. As far as investment banking is concerned, we want to represent the opportunity that is often lacking for Italian and European SMEs to meet international investors, in particular US investors. American investors are indeed interested in betting on European companies but they lack the appropriate culture and mentality to present themselves to their overseas interlocutors. By using UCapital's services, a fruitful dialogue

**The new premium platform UCapital Sharks - which goes live in March - helps SMEs identify potential investors and facilitates the sharing of business opportunities**



The UCapital team

## ■ ■ ■ GREAT TALENT FOR A PROJECT

“At UCapital Asset Management, the group’s investment company, we support aspiring and new traders in building their professional careers through the UCapital Prop project, investing in their training, technology and financial culture”. This is Gianmaria Feleppa’s word on UCapital Prop, a course aimed at young talents who aspire to an excellent training as traders and who, by passing a challenge, will be able to enter the company by managing its capital. “In addition, those who pass the challenge will be able to choose from a UCapital location in which to operate: Milan, London or New York”, Feleppa concludes.

between foreign investors and European SMEs is possible, thus opening up new horizons full of opportunities for both companies and investors”.

The New York office, opened in 2022, represents precisely the landing place of that indispensable bridge between Europe and the US, between interlocutors from the old and new continents. In designing the original platform, the team at UCapital24, the group company that launched the first social network dedicated to financial players, envisaged its immediate and user-friendly usability for both large investors and small entities: from brokers to traders in general, but also micro-businesses, start-ups and even students, breaking down any geographical and size barriers.

“Technology is the other constantly evolving front for our group. For the past year we have been working on a new premium platform called UCapital Sharks, which went live in March. Connected to the social network, this platform helps Sme-s, for example, to identify potential investors - private equity, venture capital, family offices, business angels, funds and banks - facilitates the sharing of business opportunities, offers the possibility to develop business plans in a manner and language understandable to investors from all over the globe. UCapital Sharks is a real marketplace, where online roadshows can also be organised, whereby companies located at opposite ends of the world will be able to present projects, services and products”. Finally, the third cornerstone for the fintech ecosystem built by Gianmaria Feleppa and his team is media and communication. “Our social network is our main communication channel, which allows you to create your own professional profile, follow thematic



Gianmaria Feleppa, Ceo and founder of the UCapital Group

communities and get in touch with all the major financial players, also taking advantage of innovative fintech tools. This is complemented by additional marketing and advertising services to present themselves to potential customers and the financial community. For example, we offer the opportunity to disseminate press releases or organise webinars and workshops”.

Remember that UCapital24 also runs a web TV to update users in real time on financial news from around the world. “We are always open to new challenges. The future of UCapital24 will always be marked by innovation, with a decidedly disruptive and future-oriented connotation”, concludes Gianmaria Feleppa. ■



## ■ ■ ■ *meetings at* Confindustria

# Certifying Italianness to enhance excellence

Maurizio Marchesini, vice president for Supply Chains and Medium Enterprises of Confindustria, talks about the Italy<sup>x</sup> project: “The competitiveness of our industry is based on quality”

“Italy<sup>x</sup> is a project created to recognise companies that identify with the Italian character of our production system and wants to enhance these values by giving visibility to companies that embody them. Behind this is an awareness of the importance of being Italian in terms of competitiveness, a true asset that must be used to the full in marketing strategies”. Speaking is Maurizio Marchesini, vice president for Supply Chains and Medium-sized Enterprises of Confindustria, telling us about Italy<sup>x</sup>, the certification initiative for Italian companies developed by Il Sole 24 Ore in cooperation with Confindustria. “Italianness is a lever of competitiveness for our industry that is based on the ability to create high quality products”, continues Marchesini. “The care, attention to detail and careful choice of raw materials are characteristics that distinguish our products. This attitude has enabled the Italian industry to establish itself in international markets and to preside not only over market niches where very high product quality is required, but also to enter broader segments while maintaining the ability to customise production and guarantee high quality standards.

This quality becomes an element of strong competitiveness. “Especially when combined with flexibility, know-how and the ability to intercept and respond quickly to market demands. Italian companies have shown



Maurizio Marchesini, vice-president for Supply Chains and Medium-sized Enterprises of Confindustria, and Mirja Cartia d'Asero, Ceo of Il Sole 24 Ore Spa

## MINI-PRACTICAL GUIDE

Italy<sup>x</sup> is the service developed by Il Sole 24 Ore in partnership with Confindustria to attribute value and give visibility to companies that represent the values of being Italian. Aimed at manufacturing companies established in Italy, the service offers companies a distinctive positioning in the markets by obtaining a certification mark. All of this after three phases (checking, certification, visibility activation) leading to a two-year certification. For more information visit: [www.italy-x.com](http://www.italy-x.com).



## The three steps of the route of certification

### 1. CHECKING

The independent certification body starts the assessment according to the parameters set out in Il Sole 24 Ore specifications

### 2. CERTIFICATION

Once the assessment has been passed, the certificate is issued and from then on it is possible to use the Italy<sup>x</sup> mark

### 3. ACTIVATION

As of this third stage, you have access to the tools and visibility components provided by Il Sole 24 Ore and Confindustria

that they know how to combine quality and technological innovation and are therefore strongly integrated in international supply chains. Our Research Centre estimates that more than one third of Italian manufacturing participates in global value chains and is well positioned especially in the upstream nodes of supply chains as a supplier of high quality semi-finished products. Diversification and flexibility have enabled us, in recent years, to suffer relatively less from the bottlenecks and shocks that have hit international value chains. This is certainly true for the so-called 'beautiful and well-made' products typical of certain sectors, such as fashion, food, furniture, ceramics, cosmetics, boating, and the automotive industry, which represent a significant share of Italian exports worldwide and act as a driving force for all Italian exports".

Quality is a characteristic element of various sectors where Italy competes internationally. "Such as mechanics, pharmaceuticals, packaging, for example", adds the vice president. Leading sectors in Italy, with high standards of quality and accuracy of production, which respond perfectly to the concept of Made in Italy. These results have been achieved thanks to the structure of our production system, made up of supply chains in which skills and innovations are nurtured and which bring together many SMEs, excellences of our manufacturing system that know how to ensure quality and at the same time flexibility and the ability to respond to specific requests, placing an almost artisanal care in the realisation of products".

And it is this type of industry that Italy<sup>x</sup> addresses. "The companies of all sizes and sectors. In fact, the Italian way of doing business is inherent

in our culture and is independent of sector and company size. These are values and skills that it is important to highlight, which is why the project aims to bring them to the fore, and this will be even more important at international level. Indeed, in order to enable our companies to continue their success, it is essential to ensure adequate innovation support policies that enable them to tackle the digital transition and the green transition so that they can remain competitive and continue to export the founding values of being Italian". ■

- Paola Cacace -



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# Close Up



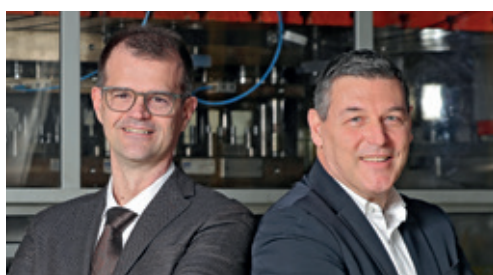
Nicola Cosentino



Mauro de Franchis  
and Michele Chiappetta



Francesco Turcato



Alessandro Cappeller and Stefano Filippi



Giulia Maurelli



Otello Dalla Rosa



Paolo and Giampiero De Cecco



Marcello Dissegna



Nunzio Morrone and Marialuisa Zaccagnino

Platinum devotes these pages to the women, men and companies of our time who stand out on the national and international economic scene.

Charismatic entities and personalities who have chosen our communication window to talk about their goals.

These are people and leading companies that make the difference. We would like to make them a leading example.

Platinum opens its portrait gallery for readers.





Nicola Cosentino, sales and commercial manager of Ip Service

# A gradual green revolution for Sme-s

Nicola Cosentino of Ip Service reports: “Diversification of sources as a primary objective of energy transition”

“**The truth is that environmental sustainability should be everyone's ambition, but it is an ambition that comes with economic sustainability. Sustainability, perhaps facilitated by efficient circular economy solutions**”

“**W**hat is needed is more than just a renewal of the fleet - a real green revolution. But it is equally true that a gentle, gradual revolution is needed because logistics companies, which are among those most involved in the current ecological transition, cannot cope with the change alone and must be able to do so while guaranteeing their business volumes and, consequently, the jobs of their employees”. Nicola Cosentino, a young graduate in business economics and management, speaks with confidence. He is the sales and commercial manager of his family's company Ip Service in the Caserta area, which is involved in fuel retailing with more than 100 distributors throughout Italy, with a large concentration in the south of Italy and particularly in Campania. Cosentino says that “fragmentation is the key to the success of our

## ■ ■ ■ HYDROGEN: FUTURE GOAL

From biofuels to electricity to hydrogen, the step could be short for Nicola Cosentino of Ip Service. “We are looking closely at all the products of the future”, says the young manager, “especially at all the field trials of hydrogen produced from clean energy, which could be the turning point in a market increasingly oriented towards a green future. A market that is somehow our personal guide. In fact, we are always ready to respond to change and offer our customers the best, even anticipating the times”.

industry right now, because the market is just as fragmented. There are those who are approaching electric cars for the first time, and with a certain shyness, which still need recharging stations, and there are those who are focusing on methane and biofuels. But at the same time there are the small businesses that do not have the economic power to change their entire fleet in the blink of an eye and, therefore, still need to fuel their vehicles with more classic fuels. This is what we specialise in: providing the widest possible range of services”.

A range that Ip Service wants to guarantee starting with its newest distributors, those located near the Capua and Caserta Nord toll stations, where it is also possible to refuel with Lng and Cng.

“Others with a similar concept are sure to follow these two new openings. In fact, at both points we decided to place ultra-fast electric charging stations in addition to traditional fuels with Lng and Cng. Without investments by companies like ours to ensure the supply of more products, in fact, it is impossible to think of motorisation really going green. The supply chain in this change must be united and to have everyone involved to really change things. But, to be objective, it is true that the supply chain cannot do everything on its own. We need a commitment from the institutional point of view, both European and national, to ensure that there is a clear orientation with appropriate investments and facilities for those who are now called upon to reduce emissions:



something that is right and necessary but that often does not take into account the real autonomy of those involved in logistics or the needs of those who are faced with market fluctuations and prices due to the most diverse causes, from geopolitical ones and others”.

Fluctuations that affect logistics but also the agricultural sector for example. “We have all seen farmers protesting about the high costs they face.

And I must say that it is a subject that has given me a lot to think about. There is undoubtedly a certain scepticism on the part of those who feel alone in the storm of change. The truth is that environmental sustainability should be everyone’s ambition, but it is an ambition that comes with economic sustainability. A sustainability that should be facilitated perhaps with efficient circular economy solutions. Considering the production of bioenergy and the potential of those sectors involved in this, our country is quite self-sufficient with regard to the amount of raw materials needed for the production of alternative energy. This is something I confess we are thinking about a lot. It is necessary to imagine a green future, a future in which Italy, and why not the South, is a protagonist thanks to the work of a supply chain that takes into account the changes in the sectors involved, starting with logistics and in particular the constant need to be more competitive in a world where e-commerce means that transport must be increasingly efficient and high-performance”. ■



# From concept design to turnkey package installations

## The growth of ABS: experience for evolution

“All growth is a leap in the dark, an unpremeditated spontaneous act without the benefit of experience”, claimed the American writer Henry Miller but, evidently, he did not know ABS... ABS’s growth, in fact, is based on the solid pillars of an experience that began almost forty years ago. ABS’s decades-long history is synonymous with growth and continuous evolution: founded in Catania in 1987 as a single-specialist engineering company (automation and process control in the oil & gas sector) since 2005, thanks to the intuition of sole director Michele Chiappetta, the company started its transformation first into a multi-specialist engineering company, including all the main branches of industrial engineering, and later into a

company capable of providing turnkey packages thanks to the implementation of electro-instrumental and mechanical workshops.

“We are now focused on the construction, in complete autonomy, of portions of the plant, pre-assembled on skids in our workshops, which form the basis for the supply of turnkey package systems”, says engineer Michele Chiappetta, who adds, “we offer our customers a path from conceptual design to the finished product, to simplify, from the blank sheet to installation, including commissioning and, where required, also subsequent maintenance. All this is guaranteed by the experience and professionalism of the people working in the company”. To date, ABS employs about 70 people,

with a trend of continuous and progressive increase, also enriched by managerial figures with many years of management experience in the energy sector at an international level, a fundamental requirement to guide ABS’s growth not only in the oil & gas sector, a market in which it has always worked, but also in different areas, such as renewables, food & beverage, pharma and water. The company’s growth will be driven not only by increasingly close contacts with the engineering faculties of major Italian universities, but also by the forthcoming opening of a new, functional headquarters in the industrial area of Catania. This project will make it possible to have a single owned site with offices, workshops and a logistics warehouse within a year. ABS has delivered custom-engineered and manufactured packages to virtually every continent, contending with different and ever-changing standards and regulations that affect the way and timing of processing and shipping. These apparent obstacles are actually the strength of ABS. Regulatory and technological evolution will never be a leap in the dark for ABS but, if anything, an extra stimulus to provide our customers with tailor-made products that are always technologically advanced”.



FROM LEFT TO RIGHT: ENGINEER MAURO DE FRANCHIS, SALES DIRECTOR, AND ENGINEER MICHELE CHIAPPETTA, ABS SOLE DIRECTOR



# When structural work becomes a boutique

Bergamo-based Simach manufactures products, plants and devices on request, mainly using carbon and stainless steels



Francesco Turcato, Ceo of Simach Srl

In addition to collaborating with established companies, Simach is expanding its customer portfolio in order to strengthen itself and cope with a market in continuous change

“Simach can be defined as a luxury structural work: we are like a tailor’s shop, since we create tailor-made projects and solutions in cooperation with the customer and do so with obsessive care. This is how Ceo, Francesco Turcato, presents the company from Costa Volpino, a commune in the Bergamo area overlooking Lake Iseo. A company formed in 2020 from a pre-existing company whose expertise it has absorbed. “Today we are a group of about 30 operators and professionals, with various roles and titles and a young average age, around 40 years old”, continues Turcato, who is also a member of the national board of Confindustria.

Specialising in the processing and handling of carbon and stainless steels, as well as other super alloys, Simach, which recorded a turnover of Eur 7.3 million in 2023, works for various industrial sectors, including chemical, petrochemical and food. Products made in Italy can be found all over the world, from North and South America to Europe, from the Middle to the Far East.

“We work mainly for Italian companies, 80% of which export”, explains the managing director. “In addition to working with established companies, we are expanding our client portfolio in order to strengthen ourselves and cope with an ever-changing market, which is also influenced by geopolitical events such as the conflict in Russia and Ukraine, the clash between Hamas and Israel, and the growing role of China and India”.

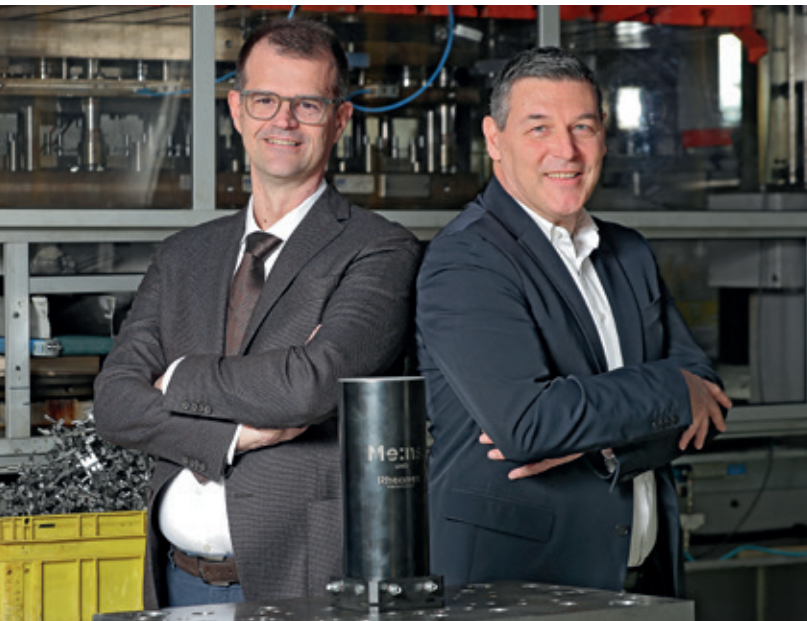
Looking to the future. “We are confident, while keeping a watchful eye. At the end of December, our order book was already up to September 2024, giving us the prospect of working at full capacity for nine months. That is why Simach is looking for new employees: “We are looking for highly qualified carpenters and welders. A high level of manual dexterity, a strong ability to read technical drawings and a particular attention to the quality of the work are required. And all this without forgetting safety, as our systems (most of which are pressurised) have to pass very strict inspections”. In terms of investments, the next steps include the expansion of the current premises, through the acquisition of new areas and obtaining new certifications.

“At the request of one of our customers, we have started the certification process for the railway sector, one of the new sectors we intend to focus on in the coming years”. ■



# A new 'mens' in print production

Cappeller Spa Sb announces a futuristic partnership and moves into new technological horizons



From left Alessandro Cappeller and Stefano Filippi

**W**ith over 50 years of experience and ambitious achievements over the last two years, Cappeller Spa Sb continues to set new goals and challenges in the world of technological innovation. Founded in the 1960s as a spring manufacturer and later specialising in stampings, mouldings and small precision parts, the company has recently created Cappeller Futura, acquired several plants and launched Xela, the new gas spring for superior performance and safety. Alessandro Cappeller, owner of the company together with his sister Ilenia, updates us on the latest news and announces a turning point of 2024. "Our search for innovative solutions in manufacturing is continuous and often conducted in cooperation with universities and the academic environment associated with them. The partnership with Msd, a spin-off of the University of Padua, gave rise to the investee company Rheonex, dedicated to the development of a device originating from research conducted by Dr. Stefano Filippi and Professor Andrea Ghiotti of the Department of Industrial

Engineering of the University of Padua. 'Mens', the result of this partnership, is a highly dynamic programmable actuator, the size of a municipal nitrogen source, which allows highly flexible management of basic metal forming parameters, but which has potential applications in various sectors". "Specifically", explains Filippi, "while the spring is subject to the laws of physics and returns a force proportional to the stroke, 'Mens' is programmable in all its dynamic parameters and offers advantages in stamping, but above all in moulding, which the currently available solutions cannot provide". This technology, currently applied in the aerospace, defence, biomedical and Hpv sectors, transferred to the industrial world will allow the introduction of flexibility tools in production, turning moulds into adaptable machines. "With 'Mens' controlling the drifts in the production process", concludes Alessandro Cappeller, "it will be possible to achieve stable and complex shapes, improve energy efficiency and reduce waste. By precisely controlling the stress on materials, it will also be possible to achieve reduced thicknesses and lighter vehicles". ■

**The search for innovative solutions in production is continuous and often conducted in cooperation with universities and the associated academic environment**

# New generation for the future of ecology

Giulia Maurelli, Ceo of Ecology Parts: “Customer focus never goes out of fashion, which is why we guarantee high competence and responsiveness”

“Innovation and green are topical issues, but when leading a company there is one rule that trumps everything and never goes out of style: customer focus. That is why, when laying the foundations of Ecology Parts, the idea was to give it a customer-centric touch, if you will”. Speaking on the subject is Giulia Maurelli, Ceo of Ecology Parts, a subsidiary of the Gruppo Maurelli that grew out of what for a while was a business unit headed by Giulia herself, specialised in technical support and sales of spare parts for waste collection and urban hygiene vehicles. “After my studies, I started working in different business units of the Gruppo Maurelli, but without a doubt ecology has always been close to my heart because of that awareness, perhaps generational or due to my international background, of how fundamental it is to protect the environment we live in. And during my time working in the ecology unit, I got to know first-hand the needs of a highly specialised clientele, namely those in waste collection

**Ecology Parts aims to guarantee spare parts for all compactor and street sweeper equipment everywhere and in the shortest possible time. All this by focusing on the power of innovation**



Giulia Maurelli, Ceo of Ecology Parts

and urban hygiene. The so-called essential services”. And here the young manager realises what is a market segment that can still grow. “By guaranteeing customers high competence, a wide range of spare parts, and responsiveness. In fact, waste collection vehicles cannot be idle, as a domino effect would be triggered, with serious negative consequences for the entire community. And that is where the idea of starting Ecology Parts came from, in order to guarantee spare parts for all compactors and street sweepers everywhere and in the shortest possible time”. All of this is based on the power of innovation. “Of course, we are in the start-up phase, starting this March. A delicate but exciting phase. Thus, with the support of a competent and experienced team, backed by Gruppo Maurelli’s experience and knowledge of the market, we are ready to become a point of reference in the supply of spare parts for urban hygiene companies”. ■



# All-Italian icon in the storage systems industry

From the 1950s to today, the strength of a team and the global future of Armes

**A**rmes, an icon of the shelving and storage sector, has written an important history among the world's top Italian companies, from its beginnings in the 1950s to the present day, gaining a worldwide reputation for its high quality. "Constant product and customer focus, combined with an extraordinary and cohesive team with common values and goals", says Otello Dalla Rosa, current Ceo of Armes, "is what characterises us. Our industry seems simple but in reality it is complex and I am always fascinated by how we still manage to solve customers' storage problems, making the most of the great experience of our technical sales team".

Dalla Rosa, who joined Armes in the 1990s and later became its young general manager, has led the company through crucial stages, including its merger with others to form the Ferretto Group in 2012. In 2021, Armes regained its unique identity and in 2023, in a management buyout, Dalla Rosa became a majority shareholder. Armes' broad customer base, ranging from industry to logistics, from food to textiles and large-scale distribution,

**The motto 'Steel racking, Italian excellence' sums up the company's vision: to be a manufacturing excellence in Italy, capable of producing tailor-made, 'turnkey' warehouses**



Otello Dalla Rosa, Ceo of Armes

reflects its commitment to quality, and its motto 'Steel racking, Italian excellence' sums up the company's vision: to be an excellence in manufacturing in Italy, able to create customised and turnkey warehouses thanks to the variety of its products.

With headquarters in Montecchio Maggiore, in the province of Vicenza, where a team of around 120 people work, Armes extends its sales to various parts of the world. "We are building new plants in China, Turkey and Portugal", Dalla Rosa continues, "and in the near future we plan to expand our headquarters and launch an innovative range of products for large plants. Also important is the entry of the Veneto Sviluppo fund into the shareholding structure to support growth objectives, both internal and by external lines, through possible acquisitions".

With a ten-year history and a bold vision for the future, Armes therefore continues to mark its own path in the success of the shelving industry, keeping faith with the legacy of Italian quality. ■



From left: Paolo De Cecco, Ceo, with Giampiero De Cecco, president

# Sixty years of success in business and corporate clothing

60  
years

Abruzzo-based company Mario De Cecco is confirmed as a synonym for excellence in Italy and at an international level

**F**ounded in 1964 by Mario De Cecco in San Giovanni Teatino, in the province of Chieti, the company has grown over the decades from a small workshop to a reference point in the sector. Mario De Cecco's entrepreneurial adventure began in Belgium, where his wife, Iolanda, a skilled seamstress, collaborated with a company producing work gloves, laying the foundations of what would become, on his return to Italy, a flourishing family business, with ingenuity and sacrifice.

In the 1980s and 1990s, the company consolidated its presence on the Italian market with the introduction of new products and the customisation of its clothing lines. Paolo De Cecco, managing director, plays an important role in changing the design and style phase, with a more direct and customer-

oriented approach. At the same time, Giampiero De Cecco, the company's president, confirms himself as the driving force behind the technological development of processes and automation in the production and logistics divisions. The De Cecco family then expanded its international presence (Singapore, Abu Dhabi, Saudi Arabia), presiding over new markets in Asia and the Middle East. Quality is underpinned by significant process, system and product certifications, supported by sustainability ratings in the areas of environment, ethics, labour practices and human rights. The company selects natural fibres and recycled fabrics, promotes collection and recycling of end-of-life garments, certifies the process and evaluates alternative destinations. With 600 employees and around 2,000,000 work clothes produced per year, Mario De Cecco is the ideal supplier for leading groups in the automotive, oil & gas, construction, large-scale retail trade and other sectors. Today, the company is led by Giampiero and Paolo and their growth project continues towards the US market. Following in their footsteps is the third generation of the De Cecco family: Giorgia, Matteo, Alessio and Lorenza all grew up with strong family values and were already looking to the future. ■



# From Italy towards Europe, with the strength of skills

Dissegna Marcello: a journey through the growth of a company, the innovation of ideas, the value of human relationships

**D**issegna Marcello's is a story of growth, innovation and human relations. Founded in 1969 by its namesake in Rossano Veneto, in the province of Vicenza, the company initially specialised in national transport, but in the 1980s expanded into international transport and now covers the whole of Western Europe.

"When I started the business," explains owner Marcello Dissegna, "I only had one truck: today the company has grown so much that it can count on more than 50 employees and a fleet of 45 vehicles, to which a good 70 semi-trailers, both refrigerated and tarpaulin, can be added. It is a highly sustainable 'Euro 6' fleet. The type of goods transported varied", he concludes, "from foodstuffs to household materials to ironwork to general mechanics". In the management of Dissegna Marcello Srl, Elisabetta Visentin, the administrative director, is a key figure who heads the four-member steering committee: three women (including herself) and one man. In the management of the company, the manager plays, in fact, a fundamental role. Her team stands out for its precision, decisiveness and ability to solve problems effectively. Female leadership, in

**The Dissegna Marcello team stands out for its precision, decisiveness and ability to solve problems effectively**



The team of Dissegna Marcello Srl

other words, which stands out in a more male-dominated sector such as transport.

"Women are often more rebellious and precise", Marcello Dissegna concludes, "They never waver and always find a solution to problems". Crucial, moreover, is the role of road transport "because", she adds, "intermodal transport is sometimes inefficient: it often leads to delays, which, unfortunately, if too long, are not allowed".

"Every route is mapped and monitored", says Elisabetta Visentin, "We work mainly with direct customers without going through agencies. In an era dominated by technology, we focus particularly on human relationships within the company dynamics, giving special attention to the relational aspect in company development", she concludes. ■

# The reliable partner for certifying corporate compliance

Dimitto Certification Services is a reference point for Iso and Ce markings

**D**imitto Certification Services is a leader in Iso certification and Ce marking services. Founded in Switzerland in 2006 by Nunzio Morrone, who has been working in the sector since the 1990s, the company has consolidated itself over time as a point of reference thanks to its four strategically located offices in Basel, Milan, Tito (Potenza) and Belgrade, specialising in audits, inspections and controls to obtain system, product, process and Ce marking certifications. Dimitto Certification Services has its main Italian office in Tito, an important industrial hub in Basilicata, under the management of Marialuisa Zaccagnino from Lucania. "Dimitto was the first certification body to become a Società Benefit in 2022.

"This choice was the natural consequence of our way of working", explains Marialuisa Zaccagnino, the sole director. "With it, we have officially committed ourselves to generating positive value for people, the territory and the environment, operating responsibly, sustainably and transparently, as we have already been doing". In 2022, Dimitto also opened 'Dimitto Balkans doo' in Belgrade, extending its presence in the Balkans. According to Nunzio Morrone, "certifications not only allow for managing processes instead of enduring them but also to ride the change. Behind the acronyms Iso 9001, Iso 14001, Iso 45001, Iso 37001, Pas 24000, Pdr 125, to name but a few, there are mostly people". This approach reflects Dimitto's commitment to supporting organisations in achieving high standards in their operations and products. The Group has more than 60 external experts, demonstrating the



**Marialuisa Zaccagnino, the sole director of Dimitto Italia Società Benefit, with Nunzio Morrone, general manager of Dimitto Certification Services**

company's breadth and commitment to certification and is a trusted partner for companies wishing to demonstrate the compliance and reliability of their products and services. Its commitment to excellence and regulatory compliance continues to provide companies with the support they need to enhance their reputation, increase customer confidence and access international markets. Dimitto also offers its professionalism and experience in the training sector, organising and delivering specialised courses by offering a flexible and cutting-edge learning mode: asynchronous distance learning, through its Academy Skilfully. ■





# Sustainable, flexible, unmistakable

The year 2024 bodes well, according to data just released by Unioncamere Lombardia. Sme-s in Milan and its hinterland are ready for the challenges of the near future

**A** plus sign for the Lombardy manufacturing sector in the last quarter of 2023, thanks to a more positive general economic picture than in the previous period. This is what emerged from the Unioncamere Lombardia economic survey presented last February. Despite the geopolitical risks threatening the flow of international trade, with the recent problems with the Suez Canal, coupled with the continuing German industrial crisis, 2023 all in all did not disappoint, with average economic growth up on the previous year, both for industry (+0.2%) and crafts (+1.8%). There is also an increase in the portion of entrepreneurs who do not expect any major changes in production, turnover and orders, but who, on the contrary, are increasingly involved in implementing the strategic competencies of their companies with investments in new technologies, research and development, and the pursuit of concrete and lasting plans for environmental protection. On the other hand, the sustainable trend had already emerged last year, when the survey “Climate Change and Business Strategies” promoted by Assolombarda, Banca d’Italia and Confindustria Lombardia and other institutions had highlighted the consolidation of a group of cutting-edge companies, devoted

to innovation, which are still adopting every possible solution in the name of environmental sustainability. Yet let us return to the growth data.

“The salient fact is that in the fourth quarter of 2023 manufacturing production partly recovered from the slowdown recorded in the summer quarter”, specified Gian Domenico Auricchio, president of Unioncamere Lombardia. “This result, which was completely unexpected in light of the negative effects of a critical geopolitical situation, combined with a positive start to the year, has allowed for moderate growth for the entire year and gives us good hope for 2024”.

In addition to sustainability and internationalisation, among the companies we interviewed in Milan and the hinterland, the watchword remains





# Lombardy system

COMMUNICATION PROJECT CREATED BY **LUCA RAPETTI**



Gian Domenico Auricchio,  
president of Unioncamere Lombardia

flexibility, as confirmed by the words of Eugenio Massetti, president of Confartigianato Lombardia: "The craft sector is performing well, with still encouraging signs, especially in the 10-49 employees segment. Flexibility is undoubtedly an element that contributes to explaining the difference compared to the performance of industry, with a greater versatility on the part of small businesses in adapting to market evolutions and shifts in international scenarios".

Francesco Buzzella, president of Confindustria Lombardy, also emphasised that "Despite the flat trend at the end of the year, Lombardy's economic data for 2023 should be viewed positively, particularly for the increase in turnover and foreign orders. However, 2024 opens with two threats to growth: instability in the Red Sea and the industrial crisis in Germany".

Lombardy's Sme-s, with that orientation towards innovation that is their lifeblood, will certainly find a path to growth, which, as Buzzella points out again: "It passes through energy diversification and opposing the current dominant ideology in the EU, which aims to de-industrialise Europe". ■

- Elena Marzorati -



Roberto Bea, president of Bea Technologies

# Filters and filtration systems for sustainability

Nanofibres and automatic regenerable filters: Bea Technologies' innovation is advanced and sustainable

**In the area of sustainability, the company's research is geared towards creating innovative filtration solutions to promote operational efficiency. The hallmark is the ability to "taylor-made" design according to customer requirements**

**T**he company was recently awarded the title of "Italian excellence" and has been Iso 9001 certified since 1994: Bea Technologies is a historical reality, founded in 1961 by Aldo Bea and specialized in filtration processes, filtration equipment and automatic systems for various industries. The Pero-based company also offers specific technologies and products for the purification of water, liquids, air and compressed gases. "Initially, we focused on compressed air-gas systems", says Roberto Bea, president and son of the founder. "Subsequently, equipment was added for oil and gas applications and finally complete microfiltration systems for the food, pharmaceutical and medical sectors". Innovation is the common thread that has accompanied Bea Technologies over the decades: among the most advanced solutions are automatic filtration systems with the ability to regenerate themselves and the new line of filter elements incorporating nanofibers with high retention capacity. "Filter elements with nanofibers are an essential part of our production and find application mainly in



## ■ ■ ■ NOW AMONG THE 100 ITALIAN EXCELLENCES

Bea Technologies was recently awarded the title of “Italian excellence”, a recognition for its ongoing commitment to researching new technologies, such as “filter elements with nanofibers”.

The award ceremony, which took place in the Queen’s Hall at Palazzo Montecitorio in Rome, testifies to the Pero-based company’s continuous focus on innovation and research.

the chemical, ‘coatings’ and pharmaceutical industries, particularly where it is required to retain particles smaller than 1 micron”.

“Novatrak” filter elements, for example, feature polypropylene nanofibers between 0.5 and 0.8 microns in size, which enables excellent performance in retaining very fine and micro-colloidal particles, bacteria and yeast, while also ensuring microbiological stabilization of the filtered liquid.

“Our highly qualified team studies versatile filtration systems, which allow numerous customizations according to the needs of the customer or an individual plant. ‘Tailor-made’ design capability is our hallmark”. In the area of sustainability, the company’s research is geared towards creating innovative filtration solutions to promote operational efficiency by minimising waste from industrial production and energy consumption.

An example of innovation and sustainability is the new Magnexflo series of filtration equipment, which has solved some filtration problems on viscous liquids with a high concentration of contaminant to be separated. The Magnexflo filtration system

consists of 2 or 3 connected filtration stages, from initial “roughing” to final filtration, which can reach a filtration degree of 0.5 to 0.2 microns. “When the filter elements become clogged, the automatic regeneration procedure starts, using a Cip (Cleaning In Place) with specific liquid products, which clean the surface of the filter elements, detaching the retained contaminant and transporting it, in a liquid solution, to the drain”, explains president Roberto Bea.

These are profoundly innovative automatic regenerable filters that fully confirm the company’s mission to design filtration systems with a high technological component to meet the growing demands of the production world and with particular attention to the new requirements of sustainability.

And, what are the most immediate plans for the near future? “In 1981 we were one of the first companies in Italy to install a clean room to produce filter elements and we are currently planning to extend the clean room into a new building next door, which will allow us to increase production capacity by 90%”.

“We believe that filtration processes are increasingly essential to ensure the high quality of products on the market”, the president concludes. ■

The Bea Technologies team  
with representatives from sales,  
R&D and production



# Sustainability is unavoidable

Sustainability that embraces products, collaborators and suppliers: an indispensable cornerstone for Erba

“After a real boom in the Erba collections at the height of the pandemic, when lovers of greenery took advantage of the time spent indoors to renew accessories for terraces, gardens and outdoor spaces, the situation for our company has returned to normal. However, thanks to careful cost control and targeted investment policies, we have maintained excellent margins to be even more competitive in the markets”. With these words Silvia Erba welcomes us, at the head of the company founded in 1971 by Angelo and Serafino Erba, in collaboration with their brothers Carlo and Fabio and sister Elena. Erba, a company specialising in the production of pots for professional use indoors and outdoors, has always been a point of reference for floriculturists and green lovers who are looking for excellence in gardening, but not exclusively. “Our customers are sensitive to environmental issues and the circular economy, and they choose our pots because they have been distinguished by their sustainable connotations from the very beginning”.

Take, for instance, the Green Pop collection, for which 95% of the plastic is derived from urban recycling, i.e. household waste.

Silvia Erba explains, “usually those who make recycled products from plastic start from industrial waste: in the case of Green Pop, the raw material comes from plastic collected in yellow

## ■ ■ ■ RECYCLABLE PRODUCTS ONE HUNDRED PER CENT

Also for 2024, Erba confirms its commitment to environmental sustainability through continuous technological research, thanks to which it is possible to produce the various pot collections from urban plastic waste without ever losing sight of the quality, durability and functionality of the products. All Erba pots are 100% recyclable: their life cycle does not end at the end of their use, as the product becomes a resource again thanks to a virtuous circularity that reduces waste and impact on the planet.







From the left Silvia  
and Elena Erba, owners

bags, in Italy and in Europe". Erba's proposal - subdivided into the two hobby and professional garden lines - is very broad and able to meet any request, from seed bowls for horticulture to designer pot covers. "The ability to meet the high demands of our national and international customers depends on our qualified and flexible team, whose service is characterised by precision and timeliness. "We also rely on external printing companies that are close to us - let's say zero kilometres - which is very important for our quality orientation", explains Silvia Erba. She also emphasises that the concept of sustainability is not only linked to the product, but also to the people who work inside and outside the company. Social sustainability, in other words. "Human capital represents the real wealth of our company. We pay a great deal of attention to the people who work in our company: it is important to us that they can get to work without having to travel excessively, that they enjoy a certain level of company benefits and that they enjoy working with us". Erba has recently invested in the machine park, focusing on innovative technologies to further reduce consumption.

"We have also expanded our collections by presenting a new catalogue with smaller pieces suitable for the general public. All the new products stand out for their durability and strength. We have a deep aversion to disposability: we believe that a truly sustainable product should last a long time because we have always believed that durability means quality".

Erba is also relying on people for the future in order to face national and international markets with an even more competitive approach.

"We aspire to share the goals with our excellent team, which is young, with an average age in its 40s, so that it can contribute to further enriching the made in Italy that is also growing with the contribution of a company like ours," Silvia

Erba concludes. ■

# High entrepreneurship with method, commitment and continuity

Gicar is an example of entrepreneurial excellence and made in Italy for the supply of customised electronic solutions, particularly in coffee machine automation



Donatella Arlati, president of Gicar

“Italian reality that strongly believes in Italianness”. A phrase that captures the essence of Gicar, a company founded in 1963 that has gained an important market position in all the sectors in which it operates, becoming a world leader in some of them. Although the core business is the design and production of electronic boards for coffee machines, the experience and knowledge gained over the years have enabled Gicar to grow in other sectors as well.

A family, a story of healthy entrepreneurship, honesty and Italian excellence, whose roots go back to a time in history when Italy knew how to dream. President Donatella Arlati recounts: “Gicar started out in the early 1960s as a small artisan company of electromechanical products, specifically solenoid valves for coffee machines. A pioneering idea, the result of my cousin’s passion for electronics at a time when it was difficult to see its potential, was to introduce electronics into coffee machines. In the mid-1970s, thanks to my father’s entry into the company and the interest shown by some French customers who believed in this project, the first major change took place, giving the impetus that has continued to this day. Today, Gicar offers customised solutions for customers’ machines, making a strong contribution to the definition of solutions: customers enter with an idea and leave with the finished product”.

The ability to offer highly specialised and customised products is one of

## ■ ■ ■ SUSTAINABLE INNOVATION

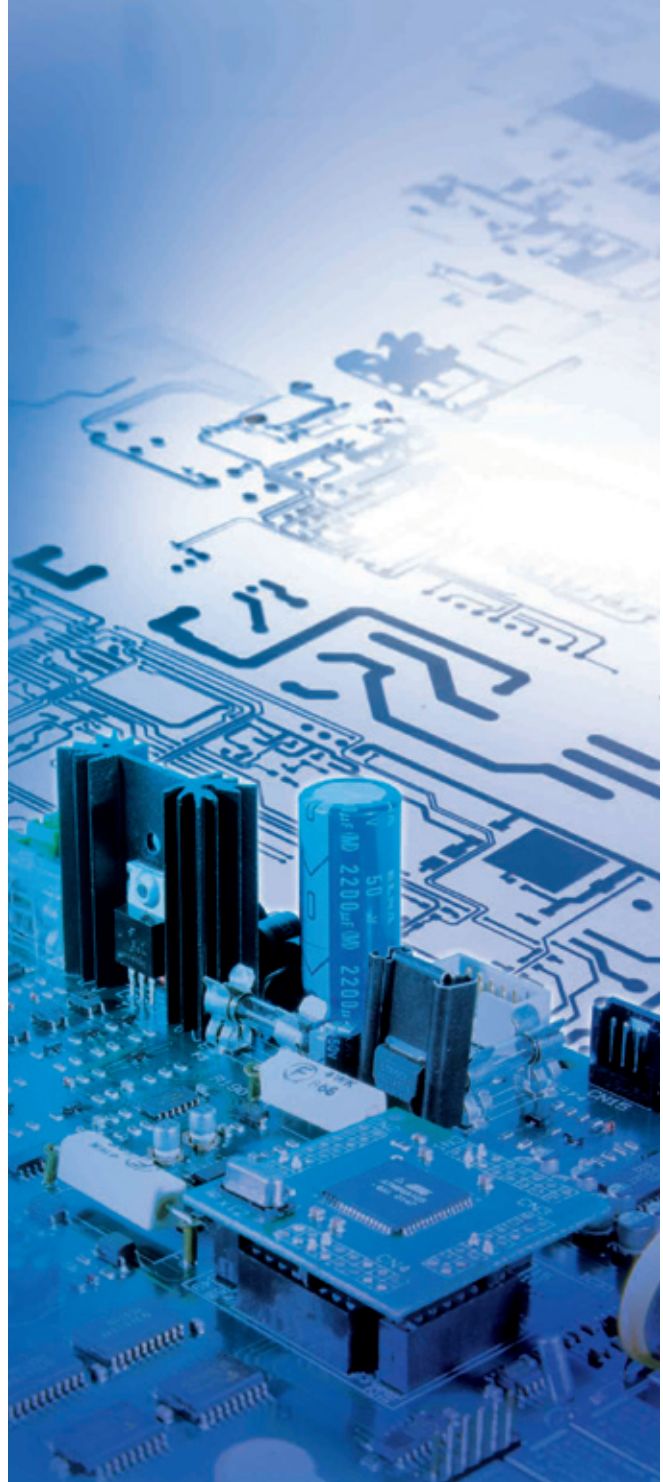
“After the first sustainability report we are planning an extended sustainability management system as a company driver, to translate the culture of sustainability into operational practices, as Gicar has always done with its previous systems”, explains management consultant Giovanni Grasso, “An ambitious and original project: to put in place a comprehensive and conscious management of sustainability”





**The head office in Merate is dedicated to the production of electronic boards. Equipped with a photovoltaic system since 2015, it adopts energy-saving and environmentally friendly technologies**

the company's strengths. "Customer centricity is not a slogan but an operational practice", emphasises the president, "We maintain a truly customer-focused approach. This means doing well and always doing better, introducing constant organisational and technological innovations: for example, we have state-of-the-art production facilities that are unique in Italy. Our growth is the result of relentless work and is slow but steady". This is the Gicar style, a Brianza-based company with an international mentality that makes thoughtful and targeted investment a distinctive constant. The success is the result of a gradual evolution to ensure security and financial soundness, assessed with the Cerved rating. The experience gained over time is a driving force that makes the difference, with a focus on training and continuous innovation, both in terms of products and technology and infrastructure. An identity that looks to Italianness as an added value, with an entirely Italian production, a rare fact in the electronics sector. "We work to high standards, using valued consultants. This has allowed us to create a paradigm of progressive productive and organisational improvement, always one step ahead of our size. A philosophy that has led us to obtain Iso 9001 certification as early as 1994, to be among the first to obtain '100% Made in Italy' certification, and to equip ourselves with an occupational health and safety management system", he continues. "Whistleblowing was implemented in 2019, before it became mandatory, just as the 231 model and the code of ethics were implemented, a choice made with foresight and managed with capillarity, as well as validated by the Legality Rating". "The latest",



he concludes, "is the sustainability report, which will bring important developments. Working towards clear objectives, safeguarding company and workers, is our corporate culture. Underlying this is a robust organisational system and the need to do well, looking at certain tools as competitive advantages".

The expanded and refurbished headquarters in Merate is dedicated to the production of electronic boards. Equipped with a photovoltaic system since 2015, it adopts energy-saving and environmentally friendly technologies. In 2018, Gicar commissioned a new, purely mechanical production site with energy-saving solutions and environmentally friendly production systems, which was awarded energy class A4, the highest energy standard attainable to date. ■

# The customer at the centre of the project

Milestones and new goals for Dama Electric, a leader in critical infrastructure plant technology

**G**rowing in just seven years by emerging with success in a complex historical period, effectively managing its core business at the right time, focusing on sustainability and technological innovation, and putting 'customers and people' at the heart of the project. This is the summary of the extraordinary entrepreneurial journey of Dama Electric of Cormano, born in 2017 from the idea of two young entrepreneurs Maurizio Casu and Daniele Troiano with very clear visions based on two main cornerstones: quality and safety.

"The real turning point for the company's growth came at the beginning of 2021, when Giuseppe Pulerà joined our company as a third partner and managing director, bringing to Dama the entrepreneurial and managerial know-how developed over more than 30 years of experience in leading companies in the plant technology sector. The clear, far-sighted vision and industrial development strategy immediately shared with partners Maurizio and Daniele, who immediately realised the incredible potential and clarity of Giuseppe's objectives, allowed the new challenge to be launched", Maurizio Casu enthusiastically recounts. The company underwent a radical transformation: the organisation of work became even more rigorous, skills became more focused on certain areas and quality, prestige and presence in the national business market increased. A contagious energy, a special 'connection' is clearly perceived in the three protagonists of the company: thus the company pay-off was born from their minds: "Everything Connected".

"Dama is one of the largest Italian players in the technology plant sector, specialising in the last three years in the realisation of installations in high-tech critical infrastructures, such as large data centres",

## ■ ■ ■ QUALITY AND SUSTAINABILITY

Dama Everything Connected offers solutions and targeted interventions aimed at sustainability and optimisation of technological systems. The technical department's professionalism accompanies customers from the design and optimisation phase to maximum efficiency in economic, quality and order management terms. After-sales is full service technology with predictive, improvement and corrective plans to ensure a regular, punctual and efficient maintenance service.

says Giuseppe Pulerà. "Our vast experience in implementing technological systems for data centres has led us to become one of the first members of Ida - Italian Datacenter Association, the prestigious association of data centre builders and operators. A further confirmation, the participation in the next Data Centre Nation event on 17 April 2024 at MiCo in Milan as an official sponsor", the partners emphasise.

"Since 2021, we have structured the company on the management model, developing the administration and finance area, the operations and technical area, and bringing real talent into the company. We have obtained the main certifications that attest to the quality and sustainability of the company, as well as the SOA certification for the execution of public works. The effort put in was huge, but very rewarding, a great team effort", says Giuseppe Pulerà. The rise of Dama Electric has been remarkable: just look at the numbers. 12 employees and one million turnover in 2020, 30 employees and nine million in 2021, 50 employees and 17 million in 2022. In the current year, Dama is aiming for 35 million turnover, while for 2025, the target is 50 million, with an order book of more than 90 million. "In addition to the obvious fellowship of ourselves as owners, fundamental was the trust of the people who believed in our project: from employees to suppliers, from banks to institutions. Our team fully shares all our goals and actively collaborates to pursue them", says Daniele. "This has contributed to the attractiveness of our company, employees come to us because they believe in our project, in our 'gentle leadership'. We know how to react to the profound changes that continually transform the way we work, we ensure corporate culture, training and talent development. To seal the success, work will begin this year on the new headquarters on an area of around 5,000 square metres, to be completed by the end of 2025. It will focus on social sustainability and corporate welfare", the partners conclude. ■





Since 2021, the company has developed a gentle leadership model. Strategic planning of delegations, responsibilities and goals has triggered growth that attracts and retains talent and resources

From left Maurizio Casu, Giuseppe Pulerà and Daniele Troiano

# Advanced performance for the supply chain

Kfi, the partner that designs solutions for the 'last mile' of logistics, opens up new development fronts

Since 1991, Kfi has been a reference company for companies in the production, logistics, distribution and retail sectors. Thanks to its strategic and functional organisation, Kfi supports its customers' technological investments over time and offers them innovative solutions with excellent operational performance. "Our mission is to make Industry 4.0 solutions accessible to supply chain companies of all sizes, bridging the gap between modern field technologies and business logic, through integration with leading management systems". So begins Carlo Caserini, president of the Binasco-based company, who welcomes us along with Franco Ciani, sales manager, Guido Madella, consulting & solutions manager, and Antonino Lanza, strategy and corporate development manager. In addition to its headquarters in Binasco, Kfi has a branch in Pordenone, a recently opened technical-commercial office in Casalecchio di Reno (Bologna), a wholly owned subsidiary in Bucharest and an international sales network. Kfi is in fact an export company that is expanding rapidly, particularly in the North and South American markets. In the US, in particular, where Kfi's made-in-Italy technology is highly valued, partnerships have recently been entered into with local companies to be even closer to US customers. Through its proprietary software, Kfi is able to combine process logic with the industry's best technologies: voice systems, Pick to Light, Amr Cobots, Aidc devices and traceability and printing solutions. But what are the latest innovations from this farsighted Italian company, whose leadership in the sector is recognised internationally? "Together with two other companies, we recently created a consortium company, Fkm, through which we could participate more easily in public and private tenders and high

value-added award procedures. In terms of technological development, in the last period we have focused on new solutions for hybrid workforce management, working with companies specialising in Amr (Autonomous

## ■ ■ ■ THE OPERATIONAL LEASING SERVICE

Kfi offers an operational leasing service to make technology investments without debt or capital, with a periodically repayable cost. The customer secures the use of a hardware and software solution and the technical support service, without incurring additional costs and without implementing new corporate infrastructure. Application solutions, on the other hand, can be used in a variety of ways: Cloud, SaaS (Software as a Service) or pay per use, with a fixed or variable periodic fee.



The management of Kfi



Mobile Robots), in particular for large-scale distribution". Kfi offers its integrated and composite solutions to a sector - the supply chain - that suffers from a marked shortage of personnel, accentuated in the post-pandemic period when, in the face of a huge rise in e-commerce, many companies found themselves short of skilled labour. Among the business units that have grown most in the past year at Kfi is Consulting & Solution Bu, which focuses on the design and development of end-to-end efficiency projects based on software and hardware consulting. "Two teams operate within this business unit: the first one deals with the implementation of solutions at customers' premises, the second one - and this is the great novelty - with the design of platforms with a more standardised and non-customised connotation, applicable to multiple customers and use cases". By evolving and flexibly adapting to new market requirements, Kfi aims to put its customers in the best position to compete globally and embark on sustainable growth paths. Kfi's relevance in global markets was also considerable in the last period, and in order to cope with the increasing demands, the operational area of the headquarters doubled to 3,500 square metres. "Today we

**In the US, where Kfi's made-in-Italy technology is highly valued, partnerships with local companies have recently been established to be even closer to US customers**

have a new warehouse, new maintenance laboratories and an automation area for cobot solutions and print and apply systems", concludes Caserini. ■



# Growing to win

Serving the Horeca, Nuova Ricambi offers increasingly high-performance services. Acquisition of Nuova Sm Commerciale increases catalogue items

**A**n ever-expanding company, with 80% of its turnover generated by foreign markets, subsidiaries in the UK, USA and South America and distributors in Asia, the Middle East and Europe. Core business: spare parts for professional coffee machines, grinders, large kitchens, commercial washing and refrigeration, and barista cleaning products and accessories. This is the identikit of Nuova Ricambi of Carugate (province of Milan), founded in 1980 by Marcellino Zanesi and developed by his son Marcello Zanesi, the current Ceo. Since 2019, the helm of the company has been shared with partners Andrea Brambillasca and Guido Ingrassia, who have contributed to a strong growth of the team, services and turnover.

“Nuova Ricambi recorded a 30 per cent increase in turnover in the last year. We meet the needs of customers in more than 157 countries around the world, who can count on an automated vertical warehouse with more than 80,000 references, with the certainty of even out-of-catalogue products from selected suppliers”.

The Carugate-based company has increased the number of items available in its catalogue in recent years following the acquisition of Nuova Sm Commerciale, a company specialised in the professional Horeca channel. Also thanks to the new warehouse with barcode-tracked products, the time to process requests has been considerably speeded up.

“Our philosophy is identified with the continuous improvement of customer service, in terms of product variety, responsiveness, and speed of delivery. In recent years we have implemented business processes and also invested in better communication”, say Brambillasca and Ingrassia. Very important in keeping the quality bar high is the team, which in Nuova Ricambi is efficient and cohesive: “I have been with the company since

2004 and I am an example of how it has been possible to grow and succeed in this team”, Brambillasca points out.

“People here are inspired to give their best, and everyone is motivated to reach new heights through the continuous search for new products and services”, the managers conclude. ■



Very important for keeping the quality bar high is the team, which at Nuova Ricambi is efficient and cohesive

From left to right Andrea Brambillasca and Guido Ingrassia



# Over ninety years of springs: a family success story

Mollificio Lombardo is a family-run company that faces the challenges of modernity by drawing inspiration from a solid corporate culture

**F**or a few decades now, the fate of many Italian family-owned companies seems to have been sealed: whether through takeovers, mergers or joint ventures, for many the time has come to enter a larger or different entity. Proudly enduring, however, is Mollificio Lombardo, a historical manufacturer of elastic components for a variety of sectors, including automotive, aerospace and electromechanical industries, working with European and foreign countries, such as China, Mexico, Brazil, India and the U.S.

“Officially started in 1932 in Milan by my grandfather, the business was moved to Carvico, in the Bergamo area, after a bombing suffered in 1941 during World War II”, says managing director Emilio Longoni, grandson - as well as namesake - of the founder. In the years of the economic boom, growth was constant: Mollificio Lombardo's elastic components ended up in Italtel's telephone dialer, the Aswan dam, the Milan metro and the first Luxottica glasses. “Today's market is different: in addition to the ongoing geopolitical tensions, competition is unbridled, the work ethic has been almost completely lost”, Longoni reflects, emphasising instead the importance of a value-based corporate culture. Respect for commitments, the workforce and the environment are just some of the values that are extremely significant today. “In 2024 we have achieved our goal, set for 2030, to use only green energy, then

**“We value and reward our human resources to create motivation and a sense of participation in the company project”**



Emilio Longoni, managing director of Mollificio Lombardo

the focus on people and the relationship with the territory: we value and reward our human resources to create motivation and a sense of participation in the company project”. There are 75 employees at the headquarters, in addition to 20 at the Brazilian plant opened in 2016, with a female presence of 35%. “We are also having a strong generational change and we focus a lot on the involvement and training of young people, also in cooperation with schools in the area”. The focus is on the future, in the name of constant innovation: “We are experimenting with 3D printers, both for metals and polymers. The real revolution”, Longoni concludes, “will be the combination with Artificial Intelligence: new skills will be created and we will make sure that we combine artisan peculiarities with the needs of large-scale industry, putting traditional know-how to good use”. ■



The Bremer Valves team

# Valves with added value

Goals and development of the Bremer Valves team, a future-oriented historical company. The first sustainability report by 2024

**A** company that has gone through several eras, focusing on innovation and the exploration of new markets. Bremer Valves is a pioneer in the valve industry: over the last twenty years it has offered its international customers tailor-made solutions, having long since moved beyond standardised products. “We currently have ongoing projects with products specifically designed for the cryogenic gas market, which is currently a rapidly expanding market. Our aim is to adapt our products to

the changing needs of our customers and to the trends in the various sectors”, says Cesare Merlini, who heads the company founded by his father and uncle in 1947 and who, with foresight, has led it into today’s world, identifying the potential of new sectors in order to maintain a high level of competitiveness.

“In addition to the oil & gas markets, we serve the chemical, desalination and waste water industries. Lately, especially for oil & gas, we have been supplying value-added automated valves. We are a partner in demand especially from Middle Eastern countries, which appreciate the excellence of our solutions. And it is precisely in the latter geographical area that Bremer Valves has consolidated its commercial positioning, as well as in Europe and Asia.

The flagship of the Barzago company is the multi-ethnic team with a strong female presence. “We have hired new and capable professionals, the average age in the company is 35 years and there is very good integration between seniors and juniors”. Bremer Valves is also complying with all Esg regulations relating to the environment, gender equality and governance.

“By the end of this year, we are planning our first sustainability report,” says Merlini, who is also looking to expand the current premises in view of the many challenges ahead. “With this qualified, diversified and remarkably open-minded team, we are ready to expand into new regions of the world and also to cater for new market niches,” the owner concludes. ■

**Bremer Valves is complying with all Esg regulations concerning the environment, gender equality and governance. And by the end of this year, it plans its first sustainability report**



# Consulting in the transition from the 4.0 era to the 5.0 challenge

MBconsulting and Retiqa, thanks to a “Multidisciplinary Network” model, launch the MyMatrix portal to support and guide companies to benefit from all incentive-related services during this challenging transition phase

**M**Bconsulting and Retiqa operate mainly in those production sectors for which innovation is the key to being competitive. One of the many challenges that consolidated the Network was the management of research, development and innovation projects for pharmaceutical and biotechnology companies under the guidance of the scientific head, Professor Silvio Massimo Lavagna (La Sapienza in Rome). The professor points out that “thanks to the multidisciplinary expertise of the Network, many companies in the sector have received important incentives for research, development and innovation activities, an essential condition for supporting investment in new challenges geared not only to the growth of industrial business but also to the development of new innovative therapies”. It should be noted that the above has also been done in other industries for which research, development and innovation are the challenge of the future.

MBconsulting, which has been working for years in the field of accredited continuing education, subsidized finance and specialized consulting to support companies in their innovation paths, now acts as a guide for companies in the transition from the 4.0 era to the 5.0 challenge with innovative tools and methods. Among these, the MyMatrix portal

plays a strategic role that can facilitate and guide the user quickly, efficiently and professionally, aspects that are often not simultaneously achievable. “We have an ethical and professional obligation to present ourselves to businesses as highly innovative consultants in form and substance, in the processes and tools adopted, using smart and enabling technologies, giving added value to businesses”, explains Monica Bordonali, Ceo of MBconsulting, a company with the “Pmi Innovativa” status registered in the special register of companies and the lead entity of Retiqa.

“Retiqa is an innovative model of cooperation between different actors”, explains Giulia Ruggeri Gnutti, a lawyer who works with the Network, “who, while maintaining their autonomy, team up to propose multidisciplinary services and implement shared projects in a global service mode”. ■



Part of the MBconsulting-Retiqa team

## ■ ■ ■ DIGITAL ENVIRONMENT FOR ADVANCED DESIGN

MyMatrix is the first platform in the 4.0 field with a focus on 5.0, where companies and professionals access to take advantage of innovative operational tools, find updated information and documents, share project phases, implement funded investment plans and more. The platform - registered with Siae - is now ready to become the point of reference for all those who wish to exploit its innovative potential.

# Designing contract machinery: the future is in the ideas

Alpha Progetti Group's ambitious expansion project envisages strong growth over the next five years

**D**eveloping ideas into forward-looking industry solutions. This is what the Alpha Progetti Group, a major player in mechanical design services, is aiming for as it celebrates its 30th anniversary this year. Back in 1994, founder Mauro Verzeletti recognised the potential of a design service that companies were increasingly outsourcing in the field of mechanical engineering. A small group of engineers began by

providing engineering solutions for machinery on behalf of manufacturers. It starts in the rich territory of Brescia, whose manufacturing vocation has always been at the forefront, and extends the service to all kinds of machinery throughout Italy.

Today, Alpha Progetti Group employs more than 70 mechanical engineers, draughtsmen and technicians spread over 1,000 square metres of office space, divided into teams with specific skills.

Each group deals with one or more industrial sectors according to skills that mature in the field and through a disciplinary course of theoretical-practical training. Mechanics and manufacturing processes in general have made great strides over the years, between Industry 4.0 and automation, requiring technical consultancy to continuously renew its skills. This is one of the reasons why the Alpha Progetti Group, which has ambitious growth plans for the domestic market, works closely with universities and technical institutes.

"To meet the market needs of our customers," says general manager Jacopo Verzeletti, "we must remain competitive by constantly updating and expanding our technical know-how. In 2023 we were able to deliver 125,000 design hours for a turnover of around Eur 5 million".

Respectable numbers for a technical firm with a growth plan that includes direct openings of regional branches and acquisitions of specialised offices.

"In January we opened in Turin and other regional teams will soon follow. We have the resources to grow organically, but we do not rule out evaluating the participation of external financiers, investment funds or private equity". ■



Mauro Verzeletti with his son Jacopo at the helm of Alpha Progetti Group





SALVATORE GRISAFI, CEO OF THE OPSI GROUP

## The efficient platform

FinPlusApp is Opsi's new platform that helps businesses identify facilitated forms of financing

Not just software, but innovative and effective processes shaped to the needs of each company or freelancer, as explained by Salvatore Grisafi, managing director of the Opsi Group in Nova Milanese, which has been providing companies with cutting-edge technology solutions for more than 20 years, developing business intelligence systems and integration between different environments. "We aim at enhancing performance of the entire business organization, providing tailored solutions after carefully listening to the needs of clients, who perceive us as collaborative and reliable partners". Backed by a young and qualified team, Opsi boasts clients ranging from the medical and financial sectors to logistics and food. "In 2020, we created a business

unit specialised in advanced software solutions, which in the last four years has obtained funds from UnionCamere three times for industry 4.0 projects. And among the latest solutions is the FinPlusApp platform, which has just come online: a concentration of user-friendliness, convenience and innovation.

"It is a platform capable of identifying and managing subsidised forms of financing that are often ignored by entrepreneurs or inaccessible to them. The FinPlusApp software performs automatic micro-investigations based on the data provided by the company, identifies whether the company meets the requirements for funds or facilities, which are then reported to the company". Yet what is the fundamental difference between

FinPlusApp and the other platforms available online? "The other portals merely offer companies information on funds and facilities, without providing them with the assistance of a team of specialised technicians, as is the case with FinPlusApp. In addition, once the clients have entered their data, they can receive a periodic newsletter indicating new initiatives to be exploited, as they are tailored to the company's needs". In the future, too, OPSI aims at innovation. "It is not a coincidence that our Business Solution Center has taken on the connotation of an innovative Sme. The orientation is clear", the Ceo concludes.



A stylized graphic at the top of the page features a large yellow sun partially obscured by a grey horizon line. Below the sun, a series of black and white curved lines form a winding road that leads from the bottom left towards the center. The background is a light grey gradient.

# focus Pavia

COMMUNICATION PROJECT CREATED BY **LUCA RAPETTI**

## Virtuous entrepreneurship

Companies rooted in the territory, hiring and expanding:  
Pavia towards new horizons

**M**ore than forty thousand companies in a mainly flat territory, nestled between Lomellina, Ticino and the left bank of the great river, the Po. An area with a manufacturing vocation, where two sectors with long traditions stand out: footwear and foodstuffs, the latter relying heavily on the region's profoundly agricultural connotation. The companies are often historic, with know-how that has been handed down from generation to generation, but which in recent decades has turned towards internationalisation and managerial organisation, adapting to the needs of modern markets. This is a special corner of Lombardy, which in the third quarter of 2023 recorded a good increase in employment, going against the country's average, showing a balance of +3,385 people in and out of the workforce, with almost all of them, no less than 3,249, having permanent contracts: a truly encouraging figure, after several negative economic trends (source: La Provincia Pavese, 1 February 2024).

The various business organisations in the area reflect the character of the Pavia population, which is very industrious, but of few words, project-oriented and concrete. Several of the companies we encountered

are experiencing a constructive and tension-free generational transition, where young people treasure tradition by improving it and adapting it to new management models. The figure mentioned above, on the increase in recruitment, is reflected in our interviews: many companies have expanded, putting down even stronger roots in the area and cooperating with the local workforce and young managers. The emphasis is on telling and highlighting the strengths of one's own companies, "as the candidates have more and more decision-making power", as some entrepreneurs told us. After the two-year pandemic and the various international crises, a cautious optimism for the future is perceived in this Italian district. ■

- Elena Marzorati -



# Lighter packaging, less waste, more sustainability

Packaging Services and Consultancy: SeCoPack offers customised and highly sustainable packaging solutions

“Less plastic and lower costs for the same packaged goods, while guaranteeing a high level of performance and maximum attention to environmental impact: this is our mission”. This is how Leonardo Volpi, Ceo of SeCoPack, a company he founded in 1992 and which specialises in highly sustainable technical film solutions, begins our interview. Since 1999, the company from Rivanazzano (Pavia) has been offering only ultra-thin, high-performance stretch films, bucking the trend at a time when there was little talk of environmental impact and packaging weight reduction.

“We have been pioneers in offering high-performance and sustainable products. In 2012, thus ahead of the first environmentally-friendly European regulations in 2014, we launched films on the Italian market that were 50 per cent extruded with granules produced from sugar cane (ethanol), with a significant reduction in CO<sub>2</sub> emissions”.

“For the last couple of years we have been offering products containing post-consumer recycled plastics, i.e. from post-consumer waste and not from industrial waste, in compliance with recent European directives”.

SeCoPack’s main customers are the most

**SeCoPack’s main customers are the most advanced companies, which have been drawing up sustainability reports for a long time, taking concrete action to achieve the Esg standards**



Leonardo Volpi, Ceo of SeCoPack

advanced companies, which have been drawing up sustainability reports for a long time, taking concrete action to achieve the Esg standards. “In 2022, we developed the Loop Lean product range based on recycled plastics with reduced thicknesses and high load-bearing performance. Finally, for those who wish to promote their own brand, one of our strengths is flexographic printing of stretch film even at very low thicknesses”. SeCoPack benefits from the technical support of Trioworld, a leading European multinational in polyethylene extrusion, to continue its proposal of innovative solutions. “Together with my sons, who have already been with the company for some time, we want to support Italian companies that are now looking at green policies, because there is an opportunity to combine technological innovation with respect for the environment. The road is now clear”, Volpi concludes. ■

# Forty years of aromas

An important milestone for Pa Aromatics, a benchmark company for flavourings and fragrances

The success or failure of a food product often depends on its flavour, and developing it requires excellent specialists. Pa Aromatics, based in Carbonara al Ticino, designs, produces and markets the finest flavours for the food, beverage and pharmaceutical industries, as well as fragrances for the cosmetics sector. Founded in 1984 by Pinuccio Montagna and his wife Angela, the company has always been focused on its customers and on satisfying their needs, so much so that it has become one of the suppliers of the largest Italian and foreign food, pharmaceutical and cosmetic companies, which appreciate its absolute reliability and high quality standards. Interviewing the founder, Pinuccio, and his children, Marina and Riccardo Montagna, one immediately perceives the dedication and enthusiasm for the trade, which is lived with a view to constant improvement. "Our customers see us as indispensable partners for customised solutions. We offer them fast and effective responses to all their needs, thanks

to the elasticity and flexibility of our service, which sets us apart from the large groups in the industry". At Pa Aromatics' headquarters in Carbonara al Ticino, the R&D, production, sales and administrative activities have been merged, and several investments have been made in state-of-the-art production facilities and control systems for full product safety. "We have other locations in Saronno (Milan) and Bologna, for the production of flavourings, and in Settimo Milanese there is a factory for fragrances. We also acquired a factory in Brazil, a growing market, which allowed us to increase production by 16%. Pa Aromatics aims at further acquisitions



The Montagna family at the head of Pa Aromatics Flavors: Pinuccio and Angela with their children Marina and Riccardo



As well as family continuity, the other feather in Pa Aromatics' cap is a highly skilled team of employees who have "practically grown up with us", as the owners point out

to penetrate other markets and further increase turnover. "We would like to transform ourselves into a multinational company, while maintaining the flexibility and customer focus that characterises us. I believe that the more a company grows in size and organisation, the more opportunities there are in the global marketplace. We need constant investment in the company to increase development prospects", stresses Pinuccio Montagna. As well as family continuity, the other feather in Pa Aromatics' cap is a highly skilled team of employees who have "practically grown up with us", as the owners point out. Very important is the r&d area, where a close-knit team of technicians with degrees in chemistry and food technology sciences operates "From the moment we receive a design to the final development of the aroma or fragrance, we co-operate with customers following their brief, working with advanced technical tools to ensure the proper application of our products". Sustainable issues are at the heart of the company's activities, as the owners explain: "We have implemented the environmental certification system to monitor pollution aspects. We also have collaborations with several universities to study 'green' synthesis methods for the production of 'aroma chemicals'. In addition, some of our processing waste is recycled and reused to produce energy. Commenting on the 40th anniversary that Pa Aromatics celebrates in 2024, Pinuccio Montagna concludes: "Products bearing the title 'made in Italy' must be made with Italian flavours and fragrances. I hope that more and more companies from the Bel Paese will turn to us to offer food and beverages authentically made in Italy". ■



The workshop



Production

## ■ ■ ■ A SUPER-CERTIFIED ENTERPRISE

With a view to continually improving its service, PA Aromatics has implemented a company quality system that meets the stringent parameters of FSSC 22000 for food safety and hygiene. Always attentive to environmental issues, Pa Aromatics has also applied for and obtained Iso 14001 certification, which once again demonstrates the company's commitment to protecting the environment and the planet, as well as an Ecovadis award.



# Always open to new challenges

## Five years of extraordinary growth in Italy for Huber Technology

**A** reference company in the field of wastewater, potabilization and sludge treatment: this is the business card of Huber Technology, the Italian subsidiary of the Huber Group, a historical reality founded 150 years ago in Berching, about a hundred kilometers from Munich. The German company, which has 865 employees operating on a production space of about 36,000 square meters with expansions planned during 2024, has foreign and representative offices all over the world and more than 60 affiliates, including the Italian office, which, in the last five years, has been the protagonist of an extraordinary expansion. But let's take a step back. "The foundation

of the Italian branch dates back to 1998, when I decided to bet on the potential of Huber machinery in Italy. In its first twenty years, the company developed gradually.

It's been two decades of experimentation and patient penetration of the Italian market", says Horst Schnarf, current partner and founder of the subsidiary, which has two branches: one in Laives (Bolzano) and one in Rivanazzano Terme (Pavia). While the administrative management of the company is concentrated at the South Tyrol site, which is strategic for interconnections with the German parent company, the Rivanazzano site is the operational base with the sales offices, design area and technical assistance.

"Our workforce of 43 employees has doubled in the last five years, as has our average annual turnover of €20 million. Today Huber machines are installed and distributed in all regions of the country", explains Davide Nascimbene, General Manager. Yet why has Huber Technology experienced this incredible leap forward in our country in recent years?



The Huber Technology team with Davide Nascimbene, managing director, and Horst Schnarf, founding partner, in the middle

"The strong support of the parent company, which firmly believed in the enormous potential of the Italian market, was decisive and also allowed us to purchase a new site in Rivanazzano Terme, which will house both the production department and the new offices. In addition, from 2019 onward, we have been awarded a number of major tenders, including, in 2022, Abbanoa's tender for 20 screw presses, which is the world's largest Huber order of Q-Press (registered trademark), while in 2023 we were awarded two lots of the tender called by Acquedotto Pugliese for decanters". This extraordinary achievement, according to the management, was unthinkable a few years ago. Huber



From left to right Horst Schnarf and Davide Nascimbene

Technology on the other hand has always presented itself as a reliable partner in both public procurement and business services, distinguishing itself by the absolute quality of its stainless steel machinery and the excellence of its service, bolstered by a staff that is constantly updated and available to the customer from initial design to final testing, including numerous environmental, mechanical, software and chemical engineers.

"In recent years, the parent company has also supported us in the reorganisation of the company, which now has distinct work teams, ranging from the design area to administration, from the commercial area and public tenders to procurement and maintenance".

To ensure reliability and high levels of efficiency, Huber Technology has taken the path of certification, starting with the company's quality standard Iso 9001 and then including major certifications up to the ethical certification of social responsibility according to the Sa 8000 standard. Finally, to implement the range of technologies and to further improve customer service, Huber Technology has long represented for the Italian market, the two brands Hiller and Tschuda: the former is a German company, with more than 50 years of experience, a manufacturer of decanters for sludge dewatering, while the latter is an Austrian company, a leader in the field of circular scrapers and scum removal systems. ■

## ■ ■ ■ A PRESTIGIOUS MILESTONE

Thanks to the fruitful collaboration with Hiller, Huber Technology was able in 2023 to achieve the extraordinary result of winning two lots in the tender called by Acquedotto Pugliese: a contract amounting to more than €17,000,000 for the construction of 38 mechanical sludge dewatering plants using decanters.

In 2023 a new site in Rivanazzano Terme (Pavia) will house, in addition to the new offices, the entire production and operational department





# New generation at the helm

A young and enterprising management team for the historic Gianesi Edilio company: news and projects

Sixty-four years of experience as a manufacturer of pressure tanks for compressed air and oil separators, of any capacity, from the minimum up to more than 2,000 liters: this is the business card of Gianesi Edilio of Zavattarello (Pavia), a multi-certified company known worldwide for the quality of its products and impeccable service. "Ours is a historical company in the area, which has had the local workforce at heart since its foundation: a number of our employees have been with us for decades, but we also rely heavily on the presence of young people, and currently the average age in the workshop is around 35-40 years old. In recent times, we have modernized the offices, renovated the machinery in the workshop, and completed the photovoltaic system. Most importantly, we have experienced in a smooth and natural way, the generational change that allows us to look to the future with foresight, enthusiasm and confidence".

So says Patrizia Buscaglia, president of Gianesi Edilio and member of the board of directors, which includes her daughters Cecilia and Barbara Gianesi, both managing directors, and her son-in-law Simone Presta Ascitutto, also managing director. Nowadays, the third generation is on the board not only of the Zavattarello-based company, but also of Nuova General Instruments, which is specialized in automatic intervention safety

**The Pavia-based company is able to execute any tank design commissioned by the customer, guaranteeing reliable and qualified technical advice**

valves in the province of Piacenza, and at the secondary facility in Strà, we apply some fittings to the vessels. "At Nuova General Instruments, the fourth generation, represented by my grandson Alberto, 20 years old, is already making its appearance", adds the president. "Thanks to the excellence of our service, many international customers have continued to choose us over the decades. Giants such as Atlas Copco, with whom we have been cooperating for 51 years, but also Biffi, Rotork, and TransManche Link - just to name a few - have repeatedly chosen to take advantage of our know-how to be competitive in the markets". In addition to standard tanks, the Pavia-based company is able to execute any tank design commissioned by the customer, guaranteeing reliable and qualified technical advice. Finally, we would like to note that to honour the history of the company, the municipality of Zavattarello recently named a street after the founder, Edilio Gianesi. ■



The management of Gianesi Edilio





The Fusani family

# Cracking down on excellence

Safety and reliability for thousands of applications in a wide variety of sectors: Viteria Fusani tells its story

**A** historic Italian company that has gone through the decades unscathed, turning to the future: for nearly 70 years specialized in the production of screws - made-to-measure, custom, self-tapping, self-forming and metric - Viteria Fusani is now led by the third generation, which has grown up and trained in the company since the 1990s, thanks to the side-by-side partnership with the three sons of founder Francesco Fusani. With the entry of Isabella,

**Viteria Fusani's staff start from the customer's drawings, assessing the feasibility and contextualised specifications of the application, and then produce customised screws for any application**

Alessia, Marco, Alessandro, and Gloria Fusani, the Valle Lomellina (Pavia)-based company - strategically located between Milan and Turin - has focused on expanding into foreign markets, acquiring important quality certifications, such as the latf 16949 specific to the automotive industry, and managing the company from a 4.0 perspective focusing on innovative technologies. "Crucial was the move to the new plant in 2013", Isabella Fusani tells us.

"In this new location surrounded by greenery and focused on environmental and social sustainability, we have optimized the flow of processes, further enhancing our focus on the needs of customers from a wide range of industries, ranging from electromechanical to household appliances, from pneumatics to the automotive industry. Thanks to the flexible nature typical of an Sme like ours, we produce customized screws for any application, aiming for excellence, a hallmark of Made in Italy".

Viteria Fusani's qualified staff start with the customer's drawings, assessing the feasibility and contextualised specifications of the application, and then produce screws in a size range from 1.6 millimetres to 8 millimetres.

"This is a small to medium range, but it spans myriads of sectors. We turn tons of wire into millions of screws every day, thanks to the performance of our machinery. Each of our items is 100 percent made in Italy and available even in geopolitical contexts that are difficult for Italy". Viteria Fusani will be present with its products at the next edition of Fastener Fair Italy, on 29-30 October 2024 in Milan. ■

# The cutting edge of mechanical processing

Sheet metal specialist Tecnofutura is organised to guarantee excellence

**F**amily continuity, a focus on customer diversification as a business growth strategy, and a wealth of expertise rooted in 1990, the year the company was founded: Tecnofutura, at the service of sheet metal workers, transforms ideas or designs into prototypes and finished products.

"We work on all types of sheet metal: from design to laser cutting and bending through to welding, painting, final assembly and packaging, plus storage services. We have state-of-the-art technology that can carry out extremely precise work on all types of tubes and sheet metal", says Luigi Citroni, owner of the company in Valle Salimbene (Pavia), which he runs with enthusiasm and foresight together with his wife and children, Andrea and Elisa, who have been active in the company for years. The work organization focuses on customer needs, production customization and acting as a partner and not just a supplier.

"Throughout all these years, our customer retention rate has always remained constant thanks to the scrupulous attention and continuous dialogue we reserve for each customer, from the smallest Sme up to large groups".

Tecnofutura's customers range from designer



Luigi Citroni, founder of Tecnofutura, with his children Elisa and Andrea

**The quality of Tecnofutura's products and services is such that the company often relies on simple word of mouth between client companies for new orders**

furniture to high fashion, from electronic components to industrial air conditioning, from museum and store fittings to industrial switchboards and actuators to electromedical equipment.

The quality of Tecnofutura's products and services is such that the company often relies on simple word-of-mouth between client companies for new orders. "We have recently invested in a new precision machining machine in order to be even more autonomous, efficient and competitive on the market".

The Valle Salimbene site consists of several industrial halls and covers over 5,000 square metres. "We have a direct and inclusive relationship with our 45 highly qualified employees, allowing us to work with the flexibility that is essential to meet the needs of customers who demand excellence". So, spear in hand for the future as well. ■



ALVIERO MARTINI

# 1<sup>A</sup> CLASSE

WATCHES



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# Trieste2024

COMMUNICATION PROJECT CREATED BY **ALESSANDRO MIANI**



## The great beauty is here

Between the historical buildings and the unspoilt nature of Karst, from Italy's largest science and technology park to the spectacular sea view of Piazza dell'Unità d'Italia. Yet Trieste still looks further ahead. And aims high

It is the European city with the largest square facing the sea. It is an absolute cultural niche that has forged some of the finest moments in art, literature, theatre, architecture, philosophy and, last but not least, science. Merit, perhaps, also goes to its university, which this year celebrates its first 100 years of history: an inexhaustible hothouse of great thinkers, sublime minds and illustrious men of letters. It always has so much to tell, Trieste, between the blue sea embraced by its Gulf and the splendour of its 19th-century palaces. "My soul is in Trieste": reads the inscription under the bronze statue

of James Joyce "strolling" over Ponte Rosso to cross Canal Grande. But deep down, everyone's soul is or would like to be in Trieste. It will be the bora, "coming and going", so suddenly, taking the bad weather and bad thoughts with it, and making way for new light and great hope. It will be the powerful fascination of the Karst, as harsh and intense as the historical events that have



seen it as a protagonist: its dolines, its caves, the paths carved into the limestone rock, its vegetation that at times recalls alpine flora and, a little later, Mediterranean scrub, and the sheer cliffs overlooking the sea. It may be the Castle of San Giusto at the top of the city's hill, or it may be the charms of the Scala dei Giganti with its "rough sandstone". And the marvellous Miramare Castle, with its park and striking views. But there will also be churches and places of silence: one for each religion. Because Trieste is not divisive: it brings people together. And all those who were born here and all those who, even after many years, wish to return are well aware of this. Trieste has always been the great, beating heart of Central Europe. It is the "city of coffee", because the main industries in the sector are concentrated here and, since the

18th century, it has been Italy's most important port for importing the prized beans. And it is the "city of science", with its prestigious international institutes, the largest science and technology park in Italy and one of the highest concentrations of researchers in Europe. The city also breathes through its port, exchanges and newfound openings to new routes: it is the Mediterranean's leading oil terminal, despite the very complex international situation, and boasts a national record railway system.

And, today more than ever, Trieste is tourism, commerce, hospitality, also thanks to the significant increase in cruise passenger traffic. Therefore, Trieste stands for great events (think of the spectacular Barcolana) and great appointments (think of the Big Science Business Forum 2024), of global standing and visibility. And it is development, growth, potential and certainty, will and redemption, transformation and projection.

We have dedicated the next few pages to its planning. Indeed, pleasantly captivated by the indomitable strength of this city, we too - together with it - want to continue betting on the future. ■

- Margherita Fontana -





Landscape study rendering of the Porto Vecchio area in Trieste - architect Andreas Kipar

# Porto Vecchio: the new sustainable face of the city is a reality

The operational valorisation plan for the three-year period 2024-2026 was presented. The objectives and projects of the Ursus Consortium - Urban Sustainable System



Giulio Bernetti,  
president of the Ursus Consortium

“An area of over 60 hectares in the heart of Trieste, adjacent to the sea, rich in buildings of cultural interest and completely in need of regeneration. It is a unique opportunity for the city and for private investors. The numerous public construction

sites underway and the strong interest of private investors indicate that the road is the right one and Porto Vecchio will soon be a new district of the city”, explains Giulio Bernetti, president of the Ursus Consortium, which is coordinating all the activities.

For centuries Trieste has been a bridge to Europe, connected by land and sea, a frontier city with an international outlook and an important cultural and scientific research centre.

This is the context of the Old Port, which at the time of its construction, between 1868 and 1887, was actually the city's New Port, commissioned by the Austro-Hungarian Empire to respond to the shift in trade routes towards the Mediterranean caused by the opening of the Suez Canal (1869).

The Porto Vecchio covers an area of approximately 617,000 square metres in the heart of the city, extending from the mouth of the Ponterosso Channel to the town of Barcola. It comprises five piers (0, I, II, III and IV), 3,100 metres of quays, 23 large buildings including hangars, warehouses and other facilities, and is protected by a breakwater. On the site, these structures are still visible today and among them are the hydrodynamic power plant, cranes, electromechanical equipment, conveyor equipment and silos, evidence of the important commercial

and entrepreneurial function of Trieste in the 19th and early 20th century.

The entire area, bound by the international regime of Punto Franco and therefore inaccessible to the public, has remained unused over the decades, as it is no longer functional for modern harbour use, even though it is now incorporated into the urban fabric of the city.

Law 190/2014 effectively sanctioned the end of the port's interest in the area, assigning ownership of the properties to the Municipality of Trieste, tying the proceeds from their alienation to the Port of Trieste for the development of its activities. This transition took place in 2016, when the areas were registered in the name of the Municipality of Trieste, which consequently took action on two axes: immediate action to exploit existing opportunities (also in relation to the fact that it was shortly to be named 'European City of Science' for 2020) and a major planning activity.

Given the importance of the project and the fact that its development requires close cooperation between the institutions involved, on 4 March 2021 the Autonomous Region of Friuli Venezia Giulia, the Municipality of Trieste and the Port Authority of the Eastern Adriatic Sea - Ports of Trieste and Monfalcone signed the "Programme Agreement for the Redevelopment and Development of Porto Vecchio of Trieste", which approves the three main pillars of the development: the creation of the Ursus Consortium, responsible for monitoring the development of the area, with particular reference to the properties to be sold; the master plan; the definition of the areas that will remain public. To reinforce the new face of the site, which is the subject of a wide-ranging transformation and regeneration project that also experiments with new forms of urban living, destined to become a new neighbourhood of Trieste as well as a strategic area for the entire region, the area has now been renamed 'Porto Vivo'.

## The Ursus Consortium

"The Municipality of Trieste, the Region of Friuli Venezia Giulia and the Port System Authority have bet on the revitalisation of Porto Vecchio through the creation of a consortium with public traction that will interface with the private investor and coordinate all the activities and construction sites that are being developed in the area", explains president Giulio Bernetti. On 28 May 2021, the Ursus Consortium (Urban Sustainable System) was established, with shares divided between the Municipality of Trieste (just over 50%), the Region of Friuli Venezia

Giulia and the Port System Authority (which formally split the remaining shares equally). Institutional purposes include: promoting the regeneration of the Porto Vecchio areas; taking care of planning, promotion, consultancy, marketing and communication activities, investigation and economic-legal analysis of the real estate; formulating valorisation proposals aimed at the subsequent concession for the areas and buildings falling within the maritime state property. The work of the Consortium also involves the coordination of ongoing projects in the area, a complicated web of constraints that must coordinate the timeframes dictated by project funding (not least those of the NRRP), the coexistence of numerous construction sites, the management of residual port activities, and the difficulties related to site protection aspects linked to both historical warehouses and subsurface archaeology. The set of initiatives and works in progress completes a complex jigsaw puzzle that enables the regeneration of the entire area.

## The Porto Vecchio master plan

In Porto Vecchio there is little to invent: the area is already densely populated with disused warehouses that constitute a complete and sufficient built-up area. In this context, the master plan aims at maximum protection of the area, given its cultural importance. What is decisive, however, is the choice as to the intended use of the various buildings, and in this sense the strategic choices have defined an innovative approach: the General Regulatory Plan no longer specifies the individual intended uses, but envisages macro-uses, especially in the areas to be disposed of. Destinations that cannot



PH ATELIER(S) ALFONSO FEMIA / AF517 SRL  
Rendering of the Green Linear Park of Industrial Archaeology  
architect Alfonso Fe



PH POLICREO - SOCIETÀ DI PROGETTAZIONE SRL  
Rendering of the underground cable car  
Trieste-Opicina, Leitner Policreo

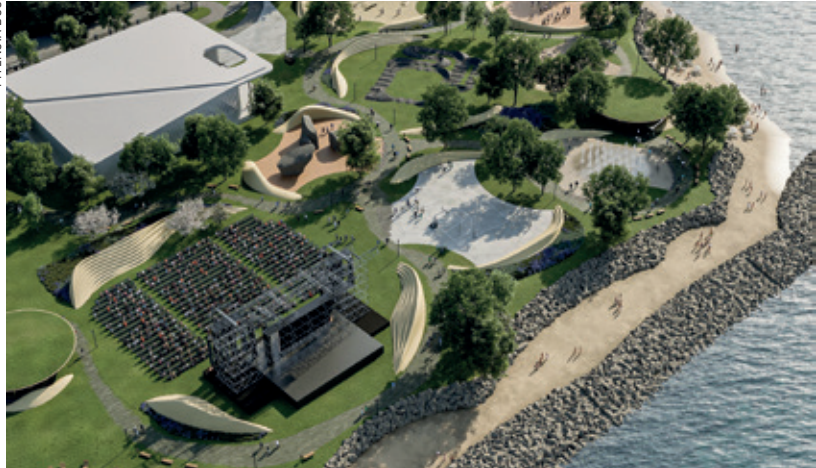




Roberto Dipiazza, mayor of Trieste

“For decades, the Old Port has been an inaccessible place: now it is coming alive again. Porto Vivo will connect Barcola to the city shores through a beautiful Green Linear Park over 3 km long. It will not only be a meeting point for citizens, but also a place where entrepreneurs in the fields of technology, culture and tourism can meet. Trieste has achieved the status of a regional capital at the heart of Europe: now, thanks to this project, it will be able to consolidate its strategic role in terms of culture, tourism and the economy.”

PH ENOTA DOO



### Multifunctional Arena on the Barcola Embankment

be located are indicated, leaving it to the private sector to identify the correct functional mix to ensure the revitalisation of the area. Thus was born the 'mixed system', which includes most of the historic warehouses, where a limit is placed on residential use and industrial and artisanal use is denied, while leaving all others substantially free. The master plan is then completed by the 'museum-scientific-congress system' intended for the public warehouses dedicated to this purpose, the 'recreational-sports system' that brings together the recreational areas where a number of nautical sports clubs are already based, and the 'wharf system' that refers to the remaining areas of state maritime property consisting mainly of wharves.

In terms of infrastructure, the Master Plan envisages the introduction of an underground cable car to support the thousands of trips generated by the repopulation of the more than one million existing cubic metres. Within the framework of the Porto Vecchio Master Plan, it was necessary to develop the operational lines of recovery that would allow the area to be developed from a 'green' perspective. The Municipality of Trieste entrusted the overall landscape design of the area to Archistar Andreas Kipar of Studio Land: the studio focused on the "green-blue" infrastructure, in reference to the colour of the trees and the sea. The star of the project is in fact greenery, capable of emphasising the breadth and importance of the open space offered by the area and guaranteeing great permeability to the city.

Central, therefore, is the issue of water. Green roofs, linear forests, green belts and areas, draining pavements, as well as decisions to increase the presence of plants, reduce pollutants and provide usable, healthy and biodiverse spaces, become tools that contribute positively to the collection, storage and natural purification of water so that it can be reused to irrigate green spaces.

### Public areas and buildings

Another key element of the programme agreement is that the various public authorities have agreed that the uncovered areas of the Porto Vecchio will remain at the disposal of the city. Thus, numerous projects were developed in an organic manner, substantially covering the entire area with the construction of infrastructures, car parks and underground

utilities (the area is substantially devoid of sewers, electricity grids, gas, technological networks, etc.), parks and green areas (also with a view to 'preverdissement' to anticipate the settlement of people).

Following the completion of the Bovedo Park, the first work in the new Porto Vecchio development, which will serve the Barcola district and sports clubs, the first infrastructure lot (5 million euros) has been completed, which will also cover the area required for the Esos 2020 event to be held in Trieste. February 2024 will therefore see the completion of the second infrastructure lot (Eur 10 million), which returns to the city the axis closest to the railway areas leading from the city centre to Warehouse 26. Thanks to NRP funding, work in the area continued. During 2024, work will begin on the Viale Monumentale (19 million euros), designed by the in-house personnel of the Municipality of Trieste and dedicated to the axis crossing the Porto Vecchio between the first and second row of warehouses, and work will begin on the site of the Linear Green Park of Industrial Archaeology (23 million euros, Pnrr) that will complete the axis between the second and third row of warehouses up to the Barcola embankment, creating a green strip that will cross the entire Porto Vecchio and designed by the architect Alfonso Femia. The work will take on the role of an attractive centre and generator of urban redevelopment based on environmentally friendly solutions, innovative for the city, aimed at improving the quality of life and raising environmental standards: a public space accessible to all, a point of observation of a part of the city unknown to citizens, where it will be possible to enjoy experiences involving nature, art, sport, education and socialisation.

In the northernmost part of the Old Port, next to the restoration of the polluted area (Eur 5 million), the Sports Citadel (Eur 5 million, Pnrr) will be built. This project, designed by Studio Enota doo of Ljubljana, provides for the construction of a new sports area by creating tennis, padel, beach volleyball, basketball and skateboard courts, along with related services, for the recreational and leisure sector.

Finally, of particular importance is the project Sviluppo trasporto rapido di massa - Cabinovia metropolitana Trieste-Porto Vecchio-Carso, to which the Ministry of Infrastructure and Sustainable Mobility has allocated specific Pnrr funding. The insertion of the cableway into the delicate context of Porto Vecchio was first schematised by Kipar and then designed by Femia, while the stations were the subject of a specific design by the architect Massimiliano Fuksas: it is necessary to allow for the movements around the site, estimated at 20,000 per day, which are unlikely to be absorbed by the surrounding road system, particularly on the northern side.

In addition to the open areas, some buildings of particular historical/cultural value remain in public ownership. The majestic warehouse 26 is equipped to house museum collections, temporary exhibitions, conferences and conventions. The new Museo del Mare designed by architect Guillermo Vazquez Consuegra is currently under construction. Warehouses 27, 28 and 28bis, on the other hand, house the Trieste Convention Centre, the largest multifunctional convention centre in the north-eastern part of the region, built with the cooperation of a consortium of economic operators and with the instrument of project



**Massimiliano Fedriga,**  
president of the Autonomous  
Region of Friuli Venezia Giulia

“ The Autonomous Region of Friuli Venezia Giulia strongly believes in Porto Vivo as an extraordinary opportunity, and not only for the city of Trieste. The ability to work as a system, demonstrated by the Regional Administration, the Municipality of Trieste and the Port Authority, which are not coincidentally also the main players in the Ursus Consortium, confirms the effectiveness of the strategies of cooperation between public and private entities: a driving force that will continue to attract investment in the near future and promote a new renaissance for a maritime area that is almost unique in Europe. ”





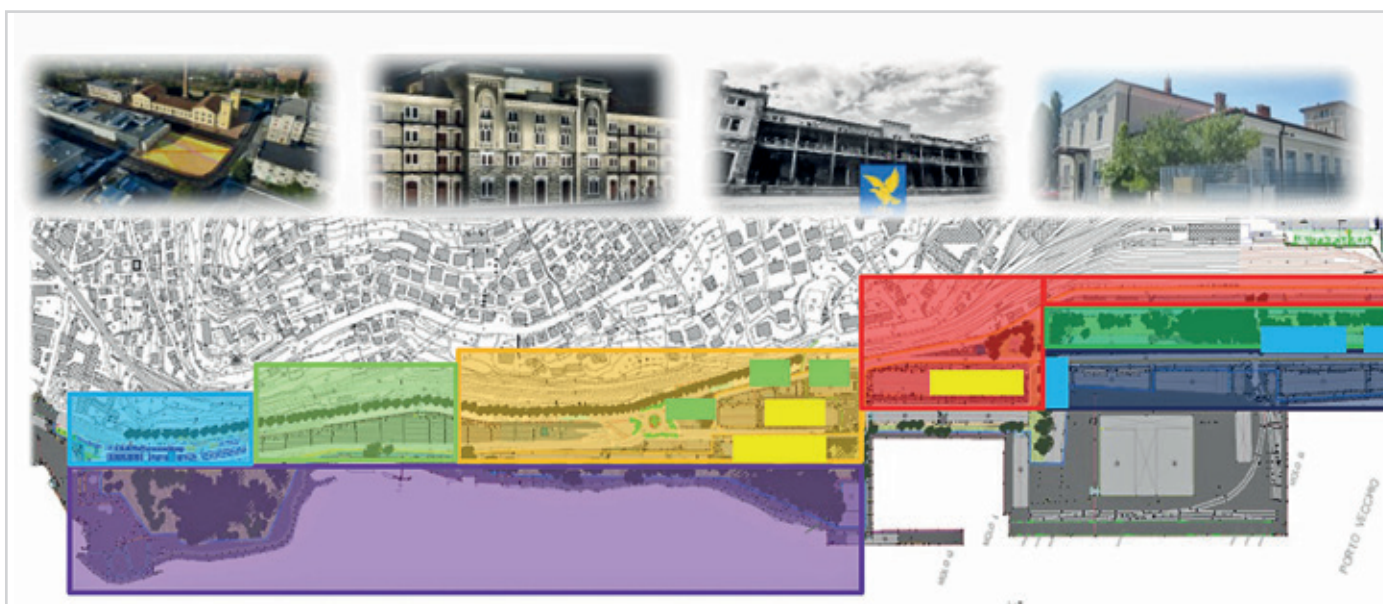
Zeno D'Agostino, president of the Eastern Adriatic Sea Port System Authority

financing. The Hydrodynamic Power Station, the most technologically valuable building on the site, is a masterpiece of industrial archaeology that still preserves its prestigious machinery (Breitfeld & Danek - Karolinenthal, Prague, 1891) - a mixed system of boilers and motor pumps - for the production of energy capable of moving more than 100 cranes, as well as the lifts for the docks and warehouses. Next to it is the Electrical Reconversion Substation, built in 1913, with the transformer room, protected galleries, stairways, winch rails, electrical equipment and furnishings inside, which still confirm the prestige of that industrial architecture. The Central Station temporarily hosts the three-year university course in Nursing at the University of Trieste, while the Substation has become the strategic headquarters of the Ursus Consortium. Both buildings can be visited with an organised tour. Seizing the development opportunity, the Region of Friuli Venezia Giulia also decided to invest in Porto Vecchio and, through a further programme agreement, in December 2022 purchased warehouses 7, 10, 21 and 118, which will become a public administration hub. The agreement also provides for the renovation of warehouse 117, which the Municipality of Trieste will use as a regional employment centre. Of course, the state-owned maritime areas remain public, among which the Pier IV shed, restructured by the Port System Authority, and above all the Adriatic Terminal area, with the prospect of a cruise terminal to respond to the substantial growth trend in cruise tourism, which is decisively targeting the Julian port's function as a home port.

### Private intervention and the role of Ursus

Alongside public intervention that 'covers' all open areas and some important buildings, private intervention is needed for the regeneration of most of the warehouses. The Consortium assumes a coordinating role between the various actors. The Consortium in 2022 provided a complete estimate of the value of all buildings, and since its inception it has dedicated itself to intensive benchmarking and promotion of the area, including through special agreements, both on the web and at conferences and trade fairs. This is evidenced by the large number of expressions of interest, both for individual warehouses and for

“ While the commercial port develops and continues to grow in the area south of Trieste, what was once the old port of call in the 19th century is being reborn with new functions. To reclaim an area by the sea and integrate it into the city, making it lively and attractive. An urban redevelopment project to give back to the citizens, but also an opportunity to attract investment to the area thanks to the collaboration with the Municipality of Trieste and the Friuli Venezia Giulia Region. ”



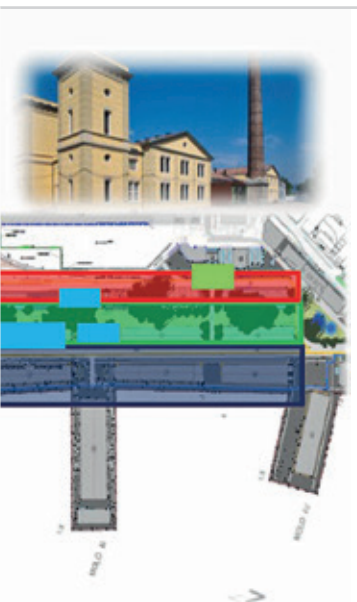


PH GUILLERMO VAZQUEZ CONSUEGRA ARQUITECTO SLP

Rendering of the new Museo del Mare - architect Guillermo Vazquez Consuegra

larger areas, which the consortium has collected in a special database, allowing it to analyse the types of stakeholders and the strengths of the area to be developed. Without prejudice to the above-mentioned public interventions and the master plan of the open areas, which constitute the backbone of the redevelopment of Porto Vecchio, the Consortium has identified the following guidelines for private intervention in the area, defining the Public-Private Partnership as the instrument for the real estate valorisation of the entire complex. In fact, the PPP has the advantage of allowing coordination between public-private subjects, leaving the latter the choice of balancing the different uses in a coherent manner and avoiding the risk of duplication that could result from alienating individual buildings. It is the latter which, following the acquisition of the properties, allocates the individual warehouses (or portions thereof) to small investors also on the basis of expressions of

interest received by the Ursus Consortium. Other firm points promoted by the Consortium are the system design in terms of energy and digital infrastructure, the creation of a super condominium with a contribution over the years from the private sector for the maintenance of open spaces, and the maintenance of recreational and sports activities in the northernmost warehouses, which can be enhanced through the concession to form the bulk of the project's financing. In this context, the support of the Port System Authority remains fundamental, which has guaranteed preference to the sole investor on the adjacent state-owned areas, reinforcing the role of the investor as the only entity capable of guaranteeing the best valorisation of the areas. On the basis of these guidelines, the Consortium's activity focused on deepening relations with the stakeholders of the Partnership, providing all the information, documentation and details on the properties, constraints, and urban planning forecasts, to the point of accompanying the private party directly to the site with special inspections. The response from the private sector was not long in coming and, after intense coordination and accompanying activities, a project finance proposal was submitted in August 2023. The project was examined by a joint technical group composed of the Municipality of Trieste (owner of the real estate) and the Ursus Consortium (responsible for the development) for the subsequent assessment of public interest.



- Park Bovedo (0.5 million)
- Sports Area (4.7 million)
- Pollution site reclamation (5 million)
- Infrastructure first lot (5 million)
- Infrastructure second lot (10 million)
- Linear park (23 million)
- Monumental Avenue (19 million)
- Congress Centre (9+9 million Ppp)
- Sea Museum (33 million)
- Job Centre
- Offices of the Friuli Venezia Giulia Region (150 million)
- Power Station Museums, Carabinieri Station

## Future Developments

2024 is set to be a turning point for the transition from Porto Vecchio to Porto Vivo. Several building sites will be completed and citizens will be able to take possession of the new spaces and populate the area. Further works will finally see the light of day after intensive planning activities. It is hoped that the forthcoming signing of the public-private partnership contract for the redevelopment of the entire area will complete the revitalisation of the area, and the Consortium will move on to a new phase in its mission, in which promotion will be less important than the important task of coordinating and monitoring public intervention and, in particular, the development of the Partnership. ■



# Manufacturing in Friuli Venezia Giulia has already entered the future

The objectives of the 10-year industrial policy plan summarised by the president of Confindustria Alto Adriatico, Michelangelo Agrusti

Creating attractive settlement conditions, simplifying authorisation processes, applying advantageous taxation for those who decide to invest, and creating facilitation mechanisms that favour the aggregation of small and very small enterprises. These are some of the objectives of the new industrial policy plan that Confindustria Alto Adriatico has started to develop, together with other public (the Chamber of Commerce system and the Friuli Venezia Giulia Regional Department for Industry) and private (international consulting companies) partners. "Twelve years after the first plan, which fostered the birth of important entities in the area dedicated to digital innovation and training (Lef, Polo Tecnologico Alto Adriatico and Its Alto Adriatico)", explains the president of Confindustria Alto Adriatico, Michelangelo Agrusti, "in order to respond to the new critical situations, the two ongoing wars and the crisis on the Suez Canal, we have decided to draw up a ten-year plan dedicated to the manufacturing system in Friuli-Venezia Giulia". "Following the successful model of Lef", Agrusti emphasises, "which has allowed us to create a model company in digital innovation, where we train technicians from all over the world together with the referents of our small and large companies, and thanks to the support of the Polo Tecnologico Alto Adriatico and Its Alto Adriatico, we are already able to transform our companies into the factories of the future, where design is born in the Metaverse and processes are developed in the virtual world, all

the way to production" Increasing the size of small and very small enterprises, boosting the digitalisation of the industrial system, and creating and attracting new enterprises are the first guidelines of the plan, with a special focus on young people, who have been trained in recent years (over 11,000) thanks to Confindustria Alto Adriatico together with universities, Its and technical institutes. "In order to cope with the lack of young people with a wide range of skills", concluded president Agrusti, highlighting the issues of the declining demographic curve and intelligent immigration, "Confindustria Alto Adriatico has started a cooperation with Ghana, through the Salesian Institute and the support of the Italian Embassy: we are starting up a training course on the spot, structured according to the work needs of our companies, which will be able to stipulate special work contracts to applicants, as provided for by the recent Curo decree". ■



Michelangelo Agrusti, president of Confindustria Alto Adriatico

Increasing the size of small and very small enterprises, pushing digitisation of the industrial system, creating and attracting new enterprises are the first guidelines of the plan, with a special focus on young people



Franco Scolari, director of the Upper Adriatic Technological Pole, and Stefano De Monte, cluster manager of the Friuli Venezia Giulia Life Sciences Cluster

# The gateway to innovation, the home of start-ups

At the Urban Centre, the Upper Adriatic Technological Pole, in synergy with the Life Sciences Cluster, aims to position Trieste as a hub of excellence

**A** place designed to foster collaboration and the development of new ideas and technologies. Spaces created with the aim of bringing together people from different disciplines, sectors and backgrounds to work together on innovative projects. Environments that facilitate knowledge exchange, resource sharing and the creation of synergies between entrepreneurs, start-ups, companies and academic institutions: shared offices, prototyping labs, event spaces and acceleration programmes for start-ups. It is Trieste's house of innovation, a hub based at the Urban Centre in the city centre, a stone's throw from the station; a historic structure located in Porto Vecchio that becomes a cradle for collaboration and the development of new technologies.

Under the leadership of the Polo Tecnologico Alto Adriatico Andrea Galvani, managing body for the next five years, the aim is to

expand the boundaries of innovation, offering cutting-edge services and promoting an inclusive culture of innovation. In fact, the Cluster wants to open its doors to all forms of innovative activity, turning the Urban Centre into a physical point of convergence that nurtures the local community and beyond.

While the Fab Lab on the ground floor invites young people and students to explore the world of innovation through rapid prototyping, the Urban Centre is an incubator for emerging start-ups, with acceleration programmes that include mentorship, funding and access to investor networks. The Trieste hub is also the new home of the Friuli Venezia Giulia Life Sciences Cluster, promoting collaboration for development and innovation in the health sector, including by managing and promoting regional funding to support innovative start-ups and research projects in the socio-health sector.

Finally, the Urban Centre offers services for businesses ranging from digital transformation to energy efficiency, from ESG sustainability to Industry 4.0 consulting. Services that aim to consolidate Trieste as an epicentre of talent, innovation and economic development.

Not just a home for start-ups, therefore, but a symbol of Trieste's futuristic vision, which is open to innovation without borders, ready to contribute to collective progress. ■



# The challenges of housing companies

Ater Trieste looks to the future between social responsibility, environmental sustainability and territorial impact, with a focus on the community

**M**odels of cooperation between the public and private sectors, both with regard to the implementation of interventions and to the sharing of financing, are one of the main topics underlying the strategic guidelines of Ater Trieste, which for

120 years has been synonymous with housing and with offering housing at moderate rents to those segments of the population that are unable to access the private rental market. This is explained by the president of Ater Trieste Riccardo Novacco, who, also in his role as national president of Federcasa, follows closely and with particular attention the evolution of the public-private partnership (Ppp) system in the public housing



Riccardo Novacco, president of Ater Trieste

sector. "All the national housing companies", Novacco emphasises, "must take this path and, in agreement with the government and the housing plan that is being drawn up, propose alternative solutions to overcome the problem caused by the shortage of public funds. In Trieste, Ater has already resorted to the Ppp for the energy efficiency of 104 dwellings in the neighbouring municipality of Muggia and in the regional capital, and we are ready to propose new projects". Another topic of particular importance, that of social responsibility, sees Ater Trieste committed to offering services that fall within the welfare circuit, thanks to the creation of a dedicated office, enriched by new professionals with expertise in sociology. "Increasing social cohesion", says the president, "is our new challenge, which is strongly rooted in citizen support services in 17 garrisons in the area (with the Habitat Microarea project, together with the Municipality of Trieste and Asugi) and in community activation (shared vegetable gardens, participatory design of spaces, ecological intelligence)". The socio-economic and housing benefits that Ater produces for its users are significant: there are approximately 10,000 households, or 19,000 residents, who pay an average monthly rent of Eur 140. "Another little-known but relevant aspect", points out Riccardo

**The value of Ater is reflected in the services and benefits for 10,000 families, who pay an average monthly fee of €140, and in the significant economic impact (€27.8 million) on a supply chain of 394 suppliers, 80% of which are based in the region**

Novacco, "is the company's ability to produce wealth in the region. The impact of Ater Trieste's activity on the local economic system, especially but not exclusively, is detectable both in terms of resources poured in and in terms of beneficiaries, i.e. enterprises, craftsmen and professionals. Payments for the purchase of goods, for works and for the provision of services made in 2023 amount to €27.8 million, which fall entirely within the country and 78 percent (18.9 million) in Friuli Venezia Giulia; of the 394 suppliers, 80 percent are based in the region".

Responding effectively and efficiently to the "housing need" means finding a meeting point between the new social and housing context (more and more elderly people) and the effort to guarantee services while maintaining a balanced budget in the absence of constant contribution channels. It will be necessary to change the characteristics of public housing to make it more consistent with the elderly and single-person family model, to bring housing and buildings in line with the EU's "green" directives, and to offer housing responses to new categories of users, such as the "grey band" of the population that cannot afford the cost of market-rate housing but cannot access subsidized public housing. For more than 20 years, finally, Ater has been inspired by the principles of the "sustainable home", the energy-efficient and environmentally friendly dwelling, and has been able to seize the opportunity of European funds (Nrrp, Npci) and tax incentives (Superbonus10%, Ecobonus) to technologically innovate its assets. The aim is to make more than 1,000 existing dwellings energy efficient and to create more than 200 new ones. ■





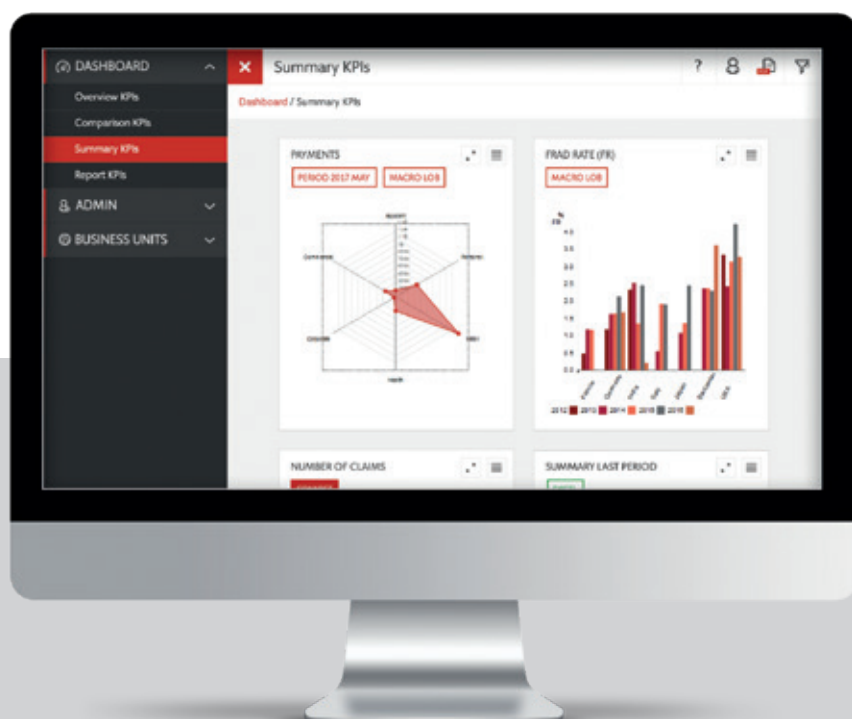
# Data programming as art and life opportunity

Competence and passion the keys to success at Prodigys Technology and the Academy dedicated to young people

With 15 years of experience, more than 12 thousand customers taken care of by a team of almost fifty people operating in four locations, Prodigys Technology Srl was founded in 2008 as a result of passion for data visualisation, with a strong orientation towards research and development applied to the needs of companies, public administrations and citizens.

"For us, programming has the perfection of art", says president Diego Sardon, "because in creating innovative digital experiences we combine winning ideas with effective designs, which are transformed into proprietary platforms built on open source

technology". From the research activities and the relations immediately established with the Fondazione Italiana Fegato Onlus - favoured by the establishment of Prodigys and Fif on the Area Science Park Campus in Trieste - the first projects dedicated to the important topic of predictive medicine were born. "This work placed data at the centre of the study", explains Sardon, "which involved the Friuli Venezia Giulia hepatology network, the University of Trieste and the Azienda sanitaria universitaria Giuliano Isontina for the creation of a database of medical records that, with the support of artificial intelligence, makes it possible to predict when the state of health is converging towards liver disease. We then developed a new platform (Genia), together with the University of Trieste and the Irccs Burlo Garofolo in Trieste, for the diagnosis based on imaging technology (elastrographs) of the so-called fatty liver, and a study is currently underway, also with the support of the Fondazione Italiana Fegato Onlus, to design an app to be provided to the parents of young patients, so that they can monitor the progress of the disease

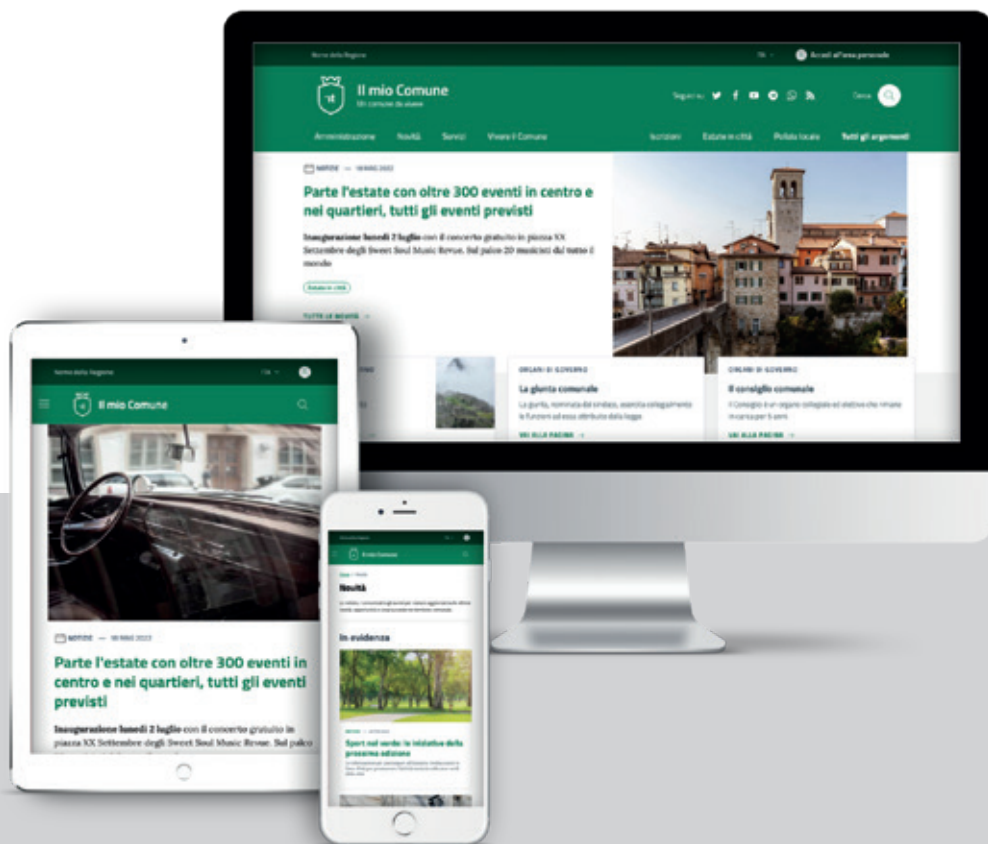




Diego Sardon, president of Prodigys Technology

from home". Another area developed by Prodigys over the years is the creation of the digital image of any entity, for web and social use, especially in the context of sales networks without intermediation. "The success of the tool", Prodigys' president emphasises, recalling the trust placed in it at the outset by customers such as Allianz and Allianz Bank, Vodafone Business, Axa Italia, Car Class, and other smaller networks, "has allowed us to customise the platform in 2019 and offer it, again without the payment of fees, to local authorities (municipalities in particular) for the management of services and communication to citizens. After a year and an initial test phase on ten municipalities in the region, the platform has been purchased by the Automa Friuli Venezia Giulia Region since 2021 precisely to meet the needs of local authorities, but since it is open source and complies with reuse regulations, it can also be used free of charge by other public bodies, guaranteeing us consultancy and services. Currently, around 200 Italian municipalities have this technology in use, as does the Department of Agriculture of the Calabria Region". Among Prodigys' other products, AgrEgg is a Data





Analysis and Data Visualisation tool that can be seamlessly integrated with any business infrastructure, allowing heterogeneous data to be integrated, visualised, manipulated and exported quickly and intuitively. "Sentinel" is a platform to keep corporate communication flowing in the easiest possible way and in one place, from which one can access the management of newsletters, collective e-mails and instant messaging.

"Titanio", on the other hand, allows a survey to be launched in no time, using ready-made templates or easily creating new, customised ones.

With "Mida" you can easily administer direct payments you receive via PayPal, Stripe or other online payment systems, even fund-raising campaigns. "Gump" allows you to quickly design organisational flows, templates, rules and operating procedures, whether you want to consolidate and certify existing business processes or if you want to digitise the process of an organisation where most employees work from home. "Prodigys is not just about cold data analysis", says Sardon, "but it aims to be about sharing

**Prodigys has developed a new platform (Genia), together with the University of Trieste and the Irccs Burlo Garofolo in Trieste, for the diagnosis based on imaging technology (elastrographs) of the so-called fatty liver, and a study is currently underway, also with the support of the Fondazione Italiana Fegato Onlus, to design an app to be provided to parents of young patients**

experiences: that is why, during the Covid 19 period, thanks to an intuition born out of a passion for the game of Italian draughts, we created an Academy dedicated to young people of all ages (from 5 years old and upwards), who are obviously attracted to our world and passionate about our subject. We host young students on our premises and, in the spirit of the draughts masters, we instil them with technical knowledge and ethical behaviour to introduce them to our world by playing. We strongly believe in this project, which is totally free and also open to young people with health problems", president Sardon concludes, "in the hope that many Italian companies operating in the same sector will take this path". ■



# A single rail operator for freight in Europe

Lte Italia's challenge continues, from Trieste to the world

**A**fter just over a year in business, Lte Italia, a Trieste-based company specialising in the railway sector, is looking to the future with optimism, despite the current international and national difficulties that are severely affecting freight transport.

"The challenge continues unchanged as we have set precise goals to achieve", says Francesco Bacarini, managing director of Lte Italia, "So, we continue with new projects, investments in rolling stock, and an increase in personnel. Demands on Trieste are increasing and we are studying a project for the implementation of intermondal traffic". Being a single point of contact for the transport of all types of goods in the entire Central European area remains one of the strengths of the Lte Group: time optimisation, especially on long journeys, which makes the most of the Group's vast know-how capable of reaching 13 European countries (Austria, Bulgaria, Croatia, Germany, Holland, Poland, Czech and Slovak Republics, Romania, Slovenia, Switzerland, Hungary) as a single operator, crossing from two to five borders without the need to change vehicles. With its own locomotives and wagons (around 100 electric and diesel locomotives and 700 wagons, with plans to increase this by 2024), the Lte Group transports around 5.5 billion tonne-kilometres per year, with more than 600 qualified employees. From agricultural products to construction and raw materials; from chemicals and petroleum products (including dangerous goods) to cars and components; from traction units to entire metro trains. By strategic choice without specialisation, but with the expertise to develop every business opportunity, from the simplest to the most complex. "Lte Italia", emphasises Francesco Bacarini, "continues to

invest in the training of dedicated and motivated personnel (30 people are planned when fully operational by the end of 2024) with the aim of enabling cross-border interoperability for the drivers themselves at border crossings (currently those of Villa Opicina/Trieste, Tarvisio and in the future also Brenner and Chiasso). Customers are guaranteed a high quality service, from the initial request to the delivery of the goods at the destination, also thanks to the 24/7 Dispo Centre and the management of border crossings with the completion of all customs formalities if necessary". ■



Francesco Bacarini, managing director of Lte Italy

# A world of cutting-edge solutions

Officine Belletti has a recognised reputation in plant engineering and carpentry, with a focus on the naval sector

For over 35 years, Officine Belletti has been a reference point in Trieste in the field of carpentry and joinery for the maritime, industrial and civil sectors. The company is based in the Julian industrial area and has its own staff working on numerous construction sites in Italy and abroad. "Our core business is the maritime sector", says Ceo Gianfranco Belletti, "in which we are highly qualified in on-board plant assembly on a turnkey basis, which includes executive design, pipework, plant construction, assembly and testing. We have numerous prestigious clients, operating nationally and internationally on yachts, small luxury ships, cruise ships, merchant ships and naval vessels, both in the construction of new projects and for ship refitting and on-board maintenance. We have worked in the most important shipyards in Italy, Europe and around the world, contributing to the construction of the most beautiful and impressive ships on the market for Carnival, Costa, Viking, Ponant and

many other companies. We have a well-established relationship with the Fincantieri Group and the Vard shipyards in Norway. It starts with the executive design, with the preparation of the construction "sketches", the relative cutting of the tubes, the construction of the system in the Group's factories, the pre-assembly in the workshops, the quality control, the logistics management for the delivery to the various construction sites (in Italy in Monfalcone, Marghera, Genoa-Sestri, Castellamare di Stabia and Palermo, as well as in the military shipyards of Genoa-Riva Trigoso and Muggiano), the assembly on board, the pressing, finishing and testing, as well as the assistance during the sea trials. The strict regulations in the marine sector have had a positive impact on the company, which also applies the highest quality and safety standards to its industrial and civil work.

"A demonstration of reliability and competence", concludes Gianfranco Belletti, "that has also allowed us to acquire orders as general contractor and manage construction activities for new buildings, renovations, restoration and conservative renovation works, always with the option of the turnkey formula. The discretion and confidentiality that characterise us make us the ideal partner both in the prototyping sector (where we work under the full protection of industrial secrecy) and in the naval-military sector, as in the case of the new contracts we have just won, which are subject to strict Nato regulations and to Government Quality Assurance (Gqa)". ■



Centre Gianfranco Belletti, Ceo, with part of the Officine Belletti team



Massimiliano La Porta, Ceo of In Situ

# Structural safety for buildings of the present and the future

In Situ, a leading company in infrastructure controls, prepares for international expansion

“**C**heck the present for the future”: this is the motto of In Situ Srl, a company specialised in non-invasive infrastructural inspections of elevated structures, large real estate and industrial assets, monumental assets, energy and the environment. On the field, the group deals with all safety checks of the structures, conducting preliminary investigations for maintenance and stability analysis, performing all pre- and post-executive checks, including on new ones”. The company was founded in 2007 by Massimiliano La Porta, who graduated in geophysics in 1997 and, after working as a freelancer, decided to start his own company to consolidate his experience in structural and materials diagnostics.

“Our goal from the beginning has been to understand and respond in a flexible, fast and targeted manner to customers’ needs”, says In Situ Ceo Massimiliano La Porta.

“At the beginning we were referrers for engineering firms, and later we moved on to motorway operators, metropolitan cities, and owners of medium and large properties”.

In Situ has indeed accelerated between 2018 and 2022, and was included by Il Sole 24 Ore and Statista in the 2024 “Growth Leaders” ranking. Today, it is the leading Italian company operating in this sector and has many specialists in its ranks, including architectural engineers, geologists, geophysicists, surveyors and the numerous workers in the operations team. This is an international and inclusive group, with employees of as

many as 14 different nationalities, perfectly integrated. In Situ was recently acquired by In Group Spa, a holding company, which sees Bravo Capital Partners II as its main investor and which is planning a second acquisition of a major player in the geognostic industry. “Our company structure will not change, but new market opportunities and contacts with numerous Italian companies will open up. Over the next four years, we plan to consolidate the market in Italy and thus create the basis for international expansion”. ■

**In Situ has indeed accelerated between 2018 and 2022, and was included by Il Sole 24 Ore and Statista in the 2024 “Growth Leaders” ranking**



# Revolutionising the maritime industry towards zero emissions

With V-Access, an innovative European project coordinated by the University of Trieste and based on cooperation between research and industry



**PROFESSOR GIORGIO SULLIGOI,  
COORDINATOR OF THE V-ACCESS PROJECT**

Providing solutions for a more sustainable and environmentally friendly navigation, with the aim of designing and testing new storage technologies capable of driving vessels towards “zero emissions” at sea is the purpose of the European project V-Access (Vessel Advanced Clustered and Coordinated Energy Storage Systems), involving 14 international partners, coordinated by the University of Trieste.

“The diversity of skills involved”, says Giorgio Sulligoi, project coordinator and full professor at the Department of Engineering and Architecture

**The University of Trieste will contribute to the project by bringing together D-E-TEF researchers and laboratories to test and demonstrate smart electricity grid technologies**

of the University of Trieste, “covers every aspect of the supply chain: from the design of supercapacitors to superconducting magnetic energy storage systems, from the control of innovative on-board power distribution systems to power electronics and life cycle analysis and ship classification. The aim is to increase the level of technological maturity of hybrid storage systems, combining batteries with supercapacitors, Smes or both”. Funded by the European Union’s Horizon Europe research and innovation programme, the project is based on cooperation between the world of research and industry thanks to partners such as Fincantieri, Vard Electro, Skeleton Technologies, and prestigious academic institutions such as the Politecnico di Milano, the University of Genoa, University of Birmingham and the University of Trieste in the role of Lead Partner. “We are paving the way towards zero emissions”, Giorgio Sulligoi points out, “by focusing on

innovative electrical technologies for storing and managing energy on board ships. We will work together to be able to integrate supercapacitors and superconductor technology on board hybrid and electric boats by the end of the decade”. The University of Trieste will contribute to the project by bringing together the researchers of the D-E-TEF (Digital Energy Transformation & Electrification Facility) group and laboratories to test and demonstrate smart electricity grid technologies, and to validate and de-risk new solutions for marine electrical systems.

“No transition can be achieved without manpower”, Professor Sulligoi concludes, explaining that “the researchers and staff involved work and teach at the University of Trieste’s Master’s Degree in Electrical Energy and Systems Engineering, which, with over sixty years of history, guarantees a solid education in the fields of electricity production, transmission and utilisation”.



# The university that attracts talent and Erc resources

Sissa was born in Trieste in 1978. It now has a teaching staff, 35% of foreign origin



**S**issa - Scuola Internazionale Superiore di Studi Avanzati - is divided into three main research areas: physics, mathematics and neuroscience. Since its foundation in 1978, the institute has established a significant tradition in post-graduate education by offering doctoral (PhD) and master's degree courses in cooperation with other universities and professional masters courses ranging from science communication to high performance computing. The School is distinguished by its marked international dimension, which is reflected in the composition of its teaching staff: 35% of professors are of foreign origin and three quarters of the lecturers who have come to Sissa in the last five years come from foreign universities and research institutions; just as many are Italian lecturers who, before coming to Sissa, worked outside Italy. Sissa attracts national and international talent, contributing significantly to Italy's scientific and economic development. Further evidence of its competitiveness are the 30

Erc - European Research Council - grants obtained in recent years. This is prestigious and economically substantial funding for frontier research based solely on originality and passion for knowledge. In spite of a narrative that sees Italy as unattractive to foreign researchers, the experience of Katja Reinhard, a Swiss neurobiologist, is a virtuous counter-example. Trained in Freiburg, Tübingen and Leuven, Reinhard decided to bring an Erc project to Sissa, taking on the direction of the "Flexibility in circuits and behaviour" Laboratory for five years". Her research aims to "identify how information about the environment and its state can tailor behavioural decision-making", she explains. "To achieve this we use viral tracking methods, in vivo electrophysiology and calcium imaging, as well as behavioural tests in various rodent species". Professor Reinhard would like to remain at Sissa at the end of the project, confirming that she has found in the Trieste institute those characteristics of internationality and quality of research that make it unique on the Italian university scene. ■

**In spite of a narrative that sees Italy as unattractive to foreign researchers, the experience of Katja Reinhard, a Swiss neurobiologist, is a virtuous counterexample**



The headquarters of Sissa - Scuola Internazionale Superiore di Studi Avanzati

## Innovating with mathematics

### Sissa mathLab: research and technology transfer



Combining mathematical and numerical modelling, research in mechanics, from materials to bio-inspired micro-robotics, and emerging disciplines related to computation, such as data science, uncertainty quantification, and artificial intelligence: this is the aim of Sissa mathLab, the applied mathematics laboratory of the International School for Advanced Studies in Trieste. “Founded in 2010”, emphasises Professor Gianluigi Rozza, coordinator of Sissa’s Mathematics Area, which hosts the lab, “Sissa mathLab

has numerous partnerships with major industrial groups in research and development projects in very diverse sectors: ranging from the aero-naval-mechanical sector to pharmaceuticals, energy, household appliances, metallurgy, IT, medicine and environmental sciences”. Inside mathLab is a node of Odyssea, the live demo for the digital industrial process and product twins of Smact, the Triveneto competence centre for Industry 4.0, and Fast Computing, an innovative start-up for real-time data calculation and analysis.

“Precisely with Fast Computing”, Professor Rozza concludes, “mathLab is an important interlocutor for the area in the enhancement of research and innovation”. Sissa mathLab also coordinates a spoke of iNest, the Northeastern innovation ecosystem.



[mathlab.sissa.it](http://mathlab.sissa.it) - [smact.cc](http://smact.cc) - [consorzioinest.it](http://consorzioinest.it) - [fastcomputing.net](http://fastcomputing.net)



# Countdown to the Big Science Business Forum 2024

Higher numbers expected in Trieste than in the second edition



“The Italian system has won”. This is how, at the press conference presenting the “Big Science Business Forum 2024”, the Minister of Enterprise and Made in Italy Adolfo Urso commented on Trieste’s victory over its major competitors, Geneva and Maastricht, when it was officially elected as the location for the third edition of the European forum dedicated to scientific and technological cooperation for businesses in 2023. The Big Science

Business Forum takes place every two years: after Copenhagen in 2018 and Granada in 2022, this year the event is scheduled to take place in the Julian capital, from 1 to 4 October.

The winning project of the European competition, desired by the Autonomous Region of Friuli Venezia Giulia, is the result of work shared with the national research body Area Science Park, Ilo Network Italia,

national coordination of the Industrial Liaison Officers at the Big Science international organisations (Cnr, Enea, Inaf, Infn) and PromoTurismoFvg. The Bsbfb aims to bring together the main European research infrastructures, with a view to serving as a meeting point between them and industry, and to foster the creation of a Big Science market in Europe, in particular by familiarising European companies and stakeholders with the future investments and contracts of large scientific organisations. The last edition in Granada was attended by a thousand participants and 500 organisations from 30 countries around the world: Trieste aims to exceed these numbers next autumn. ■

- Margherita Fontana -



# Capital increase of an additional Eur 40 million

Bat Trieste: new investments and the start-up of a fourth production line in the Innovation Hub ready

**B**at Trieste continues on the path of growth and investment for the Innovation Hub, the production hub that Bat Italia has created in partnership with Interporto Trieste Spa and the Port Authority of the Eastern Adriatic Sea. The Innovation Hub was built in only 18 months according to the highest standards of sustainability and opened less than a year ago in San Dorligo della Valle.

Thanks to a capital increase of an additional Eur 40 million, which was approved in early February, the Trieste plant of the Bat Group inaugurated last June will grow further. "This is a strategic choice", explains Andrea Di Paolo, president of Bat Trieste, "which confirms our commitment to growth in Trieste. This important additional capital increase will allow us to continue with new investments in plant and machinery, to increase the plant's production capacity with consequent positive effects on the supply chain and

employment". The Innovation Hub in Trieste is operational with three production lines of Velo, the product in the Modern Oral category, made not only for the Italian market but also to meet the growing demand in Northern Europe. The newly resolved capital increase also includes the installation of a fourth production line, which is scheduled to start operation at the end of 2024. "This is a new step towards the full operation of the Innovation Hub", continues Di Paolo, "which joins the decision to also bring the Primary Manufacturing Department, the production of the pouches' contents, to Trieste, thus adding the necessary building block to create Velo entirely in Italy".

The Innovation Hub, meanwhile, is also preparing for pharmaceutical production: "We are waiting", Di Paolo confirms, "for the approval of the Italian Drug Agency to start production of nicotine replacement therapy products for the Scandinavian markets, an important milestone to further expand our product portfolio and continue to grow Bat's contribution to Trieste, also in terms of employment".

The Innovation Hub in Trieste is a strategic hub for Bat Italy and beyond, so much so that it was included in the Group's Annual Report as one of Bat's top three global sites of excellence. At a time when next-generation products are radically changing the industry, Bat's strategic goal is to reach 50 million consumers by 2030 in the new categories. ■



Andrea Di Paolo,  
president of Bat Trieste

# Artificial intelligence will make us sustainable

Word of JustOnEarth, technology partner of choice for the public and private sector

Implementing solutions to support the ecological transition of companies, institutions and cities: JustOnEarth (Joe) is one of the most innovative technology partners of public and private entities on the

path to environmental sustainability. Responding to complex problems requires high-tech solutions: Joe has realised a service that integrates different competences, the use of public satellite data, its integration with further analysis systems, artificial intelligence, Gis competences related to spatial analysis. The result is the creation of proprietary



Joe's team, from left to right: Antonella Ferrante (finance), Gianmarco Primo (lead developer), Flavio Bungaro (project manager), Massimiliano Agata (chief technology officer), Daniela Filipaz (president), Luigi Borgogno (general manager) and Michele D'Ambrosio (business project manager)



Daniela Filipaz, president of JustOnEarth

“ The Ai algorithm developed by JustOnEarth makes it a to read, interpret and make available data provided by the satellites of the European Space Agency’s Copernicus project ”

algorithms that are now able to support strategic decisions. “Reducing one’s environmental impact”, explains Joe’s president, Daniela Filipaz, “is now a central topic in the life cycle of companies and in the policies of institutions: our tools provide data, visualisations and information to support decision-making”. This support not only improves the environmental balance, but also the lives of citizens: “We are increasingly oriented towards a 360-degree approach”, Filipaz further explains, “and that is why we are focusing on the topic of smart cities, particularly in Friuli Venezia Giulia, where the level of computerisation is high, as is the investment in connectivity infrastructure, thanks to the work carried out in recent years by the regional administration”. In Trieste - where Joe is opening a new office and hiring new staff - there is a virtuous circle of companies and institutions that want to work together to transform the city into Italy’s first smart city: Joe’s task is to provide solutions to encourage the process. ■

## ■ ■ ■ APPLICATION SECTORS IN AN EXPONENTIALLY GROWING MARKET

### DIGITAL TWIN IN SMART CITY

make a “digital copy” of a territory: Joe carried out the first digital twin modules in Lisbon and Trieste.

### AGRICULTURE

Joe supports agricultural enterprises in optimising the use of water and nitrates for cultivation. Using satellite monitoring and its own Ai algorithm, Joe analyses the health status of plants in real time, thus enabling farmers to diversify nutrients. The project started out to support tobacco cultivation and is now extended to other types of crops.

### COMBATING LITTERING

Counting cigarette butts abandoned along city streets one by one, and assessing the impact of awareness-raising campaigns against littering. This is Joe’s now “historical” task, applied in several Italian and foreign cities for the multinational Bat as part of the awareness-raising project “Small gestures, big crimes”. In 2023, the extended producer responsibility consortium was also involved.

### CARBON FOOTPRINT

Calculate the percentage of carbon present in specific areas, on land and at sea. Joe calculates the current carbon footprint and can also look back over time, assessing the trend of emissions. Individual plots of land can also be monitored in relation to their ability to absorb carbon: these are useful calculations when offsetting one’s impact.

### THE CHALLENGE OF CARBON CREDITS

A steadily growing market: Joe has developed an application that allows the identification and monitoring of entire forests - with individual plot detail - to count CO<sub>2</sub> over time.

### CULTURAL HERITAGE MONITORING

A pilot project funded by the Ministry of Culture started in 2023 and concerns the creation of a dashboard to check the state of preservation of historical buildings and ancient ruins.





Bianca Jurcich, vice-president of Delfino Verde Navigazione Srl, with shipmaster Claudio Memo

# Thirty-five years of activity in the Gulf of Trieste

Expertise makes the difference with Delfino Verde Navigazione

“**R**esults and consensus confirm that we are recognised in the area for our reliable service, commitment, dedication and competence”. This was emphasised by Bianca Jurcich, vice-president of Delfino Verde Navigazione Srl, a company founded in 1989 in Trieste to operate in maritime transport. Specialised in Lpt - Local Public Transport (a service entrusted to the company by the Region of Friuli Venezia Giulia through the concessionaire Trieste Trasporti Spa in 2000), with the highest traffic ever at the regional maritime level, it is also active in the organisation of events with catering services on board motor vessels, boasting clients from all over the world.

As an example of determination and dedication to the local area, it currently has a fleet of three motor vessels that guarantee year-round connections between Trieste and Muggia and in the summer months between Trieste-Barcola-Grignano and Muggia-Boa Beach. “The lines have an undeniable touristic

value”, says Bianca Jurcich, recalling that in 2023 more than 250,000 passengers travelled on them and 15,000 bicycles were accommodated, “but they are also used daily by residents who choose the ‘sea route’, thus contributing to reducing traffic and polluting emissions”.

A family business since its inception, it is run by owners Silvano and Diana, who are handing the helm over to their daughter Bianca to ensure continuity and an equal approach to the business.

“Our love and commitment to the area”, explains Bianca, who shares the commitment with shipmaster Claudio Memo, “drive us to maintain a high standard of quality and safety. Our strategy is to strengthen the fleet to keep up with the continuous evolution of the sector: the fourth motor vessel, with a capacity of 300 passengers and a compartment to accommodate 100 bicycles, will be delivered soon. There are plans to purchase a fifth motor vessel, also built entirely of wood in the sign of the best Made in Italy”.

“Among our next goals”, concludes the vice-president, “is the turn towards electric propulsion and the export of our experience in local maritime transport to the Slovenian and Croatian coasts”. It is a return to an equally beloved area (the founder is originally from Pola, Istria) and which sees the company as one of the protagonists of the cycle-tourist route linking Venice to Poreč, as part of the Bike Tour Icarus Project, a European project that aims to promote intermodal connections in the Adriatic region. ■



45° 40' 40" N  
13° 45' 10" E



comune di trieste

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# transport & logistics

COMMUNICATION PROJECT CREATED BY **ANTONELLA MINICHINI**

## Meeting global challenges through intermodal logistics

Chairman of Alis, Guido Grimaldi: “Sustainability and new technologies can be a great opportunity for development and progress”

“**D**uring our LetExpo event we explored numerous business and logistics issues and analysed the current global context, marked by the prolonged tensions in the Red Sea, at the centre of a crisis threatening international trade flows. With reference to our deeply affected sector, the Italian shipping companies are coping with this crisis mainly thanks to the support of the Navy and the entire Defence Department led by Minister Guido Crosetto”. Speaking on the sidelines of the third edition of LetExpo, an exhibition event promoted by the Sustainable Intermodal Logistics Association,

which was held in Verona from 12 to 15 March, was the president of Alis, Guido Grimaldi. “Let us remember”, continues Grimaldi, “that the decision to circumnavigate Africa, arriving at the Strait of Gibraltar and therefore far from our strategic ports such as Trieste and Genoa, translates into an increase in journey times and, above all, in transport costs and container maritime freight rates, as well as





**Guido Grimaldi, Chairman of Alis**

and Rotterdam. With respect to this situation, Alis is proud to represent Italian shipowners flying the Italian flag as well as the main logistics operators in our country and, in terms of communication, has intervened several times to clearly highlight the problem and the urgency to intervene in the most appropriate way at European level". LetExpo 2024 was a great event to take stock of the

status of the sector, focusing on issues such as digitalisation and business services, professions, training and research.

"In particular, the topic of youth employment was central, with the great work carried out by Alis Academy to increasingly enhance human capital, seek out the young talents of our country and at the same time retain them in our companies, especially at a time of profound evolutions linked to the implementation of new technologies and digital solutions, which can and must represent a great opportunity for development and progress".

This progress, in the age of Esg and beyond, undeniably, passes through corporate responsibility. In fact, it is no coincidence that the spaces dedicated to the third sector within Let Expo aroused curiosity and interest.

"We have organised an entire pavilion on the topic of social work", concludes Grimaldi, "involving dozens of organisations engaged every day in the third sector, voluntary activities, sport and solidarity, and we have hosted, thanks to the cooperation of the Defence General Staff, an important exhibition of means and logistical assets of our Armed Forces, testifying to the strategic nature of the logistics sector in the military sphere as well". ■

- Paola Cacace -



Silvia Arneri Borghese and Michele Monopoli, new directors of Astra Sa

# Transport? Approximation is not an option

Astra Sa, with experience and dedication in the logistics industry since 1970

**T**ransport and delivery are the last and crucial links in the distribution chain. An aspect too often taken for granted, underestimated in its costs, risks and difficulties. Especially when it comes to reaching 'impossible' destinations or moving entire wind turbines, giant transformers weighing over 100 tonnes or extremely delicate materials such as the individual components of a spacecraft across Europe.. Astra Sa in its 74-year history has enlivened this and much more.

A solid reality, rooted in the historic logistics hub of Chiasso on the Swiss-Italian border, which has evolved yet again over the years. A change at the top that has been able to adapt the new operational reality to the profound social and economic changes of today, finding and offering a solution for every logistical need. Exceptional, full and groupage transports thus complement the customs clearance service for which Astra Sa has distinguished itself for more than half a century, and which continues to expand thanks to new traffic.

"We were called upon by the senior

management to modernise and expand a company that has existed for 54 years", explains Michele Monopoli and Silvia Arneri Borghese, who since September 2022 have been the new directors of Astra Sa. "Keeping intact the experience and dedication that have made Astra Sa a reliable and recognised logistics partner, today we can undoubtedly say that Astra embraces the world of transport in its entirety. Customs operations used to be the driving force of the company: today they are an integral part of a much broader process, articulated in all those steps that allow us to offer a complete service in the transport world".

Astra Sa's customers are manufacturing companies and other shippers who need to move goods across Europe and beyond.

"Our core business is road transport, but we cover the whole world with our sea and air services", says Monopoli..

From a single package to a full truckload to the oversized transport of goods: "The search for the best solution and the organisation are two very targeted steps in the process, because any unforeseen event can trigger very high risks, a surge in costs but also a blockage of an assembly line that cannot be accepted in our industry. It is preparation down to the last detail, and there is always a Plan B in the drawer in case things go wrong. Although fortunately as yet we have rarely had to use it", says Arneri Borghese.

"Approximation, more so than in other areas, is not considered.. Aware of what we do and what can be done, we don't like to offer improbable solutions: in recent years we have led our customers by the hand and together we have developed a relationship of trust where the idea of doing it prevails". ■



# Leading the way for change

Iveco's one billion investment target. Launch of products and services in Italy in May

Leading the ecological transition: all transport demands are met by all means and fuels. In addition, mobility is accompanied by a comprehensive and innovative range of services. In this summary, Massimiliano Perri, general manager of Iveco Mercato Italia, sums up the reasons why this historic Italian brand is now able to "lead the way in change". The message became clear in November when the results of the largest ever investment were presented in Barcelona: a billion for a complete renewal of the product and service range. The first time in Iveco's history.

It is a concept that will be the main focus of the event in May in Italy, when the brand's brand new face will be showcased in its home market at Transpotec Logitec.

"The welcome for the innovations is already evident", explains Director Perri. "You can choose from a complete range fuelled by Hvo-compatible diesel, just as complete is the biomethane range, then there are the electric solutions with the associated mobility ecosystem, and we



Massimiliano Perri, general manager Iveco market Italy

are working on implementing hydrogen technology. Great enthusiasm, then, for the eDaily, the simply electric Daily, which even in its electric version has retained the iconic features that have made it the commercial vehicle of reference on the market, a robust, versatile work companion suitable for all applications".

An abundance of proposals that will unfold in the second half of 2024. A year also marked by the new brand identity: the logo stands out majestically in black with a flash of light in the blue energy shade in the centre. The intersection of Iveco's heritage and its future based on new energy sources.

This development is accompanied by a multi-technology approach and zero-emission mobility, as well as the widest range of services for complete mobility solutions. Iveco Services supports customers in managing their vehicle or fleet easily and efficiently, reducing the total cost of ownership and maximising vehicle autonomy and energy efficiency.

In addition to the new technologies, the offer also includes the innovative Gate pay-per-use service, which provides access to sustainable mobility thanks to an integrated ecosystem of services that accompanies the customer, mile after mile, on every mission, with the solid support of Iveco and its network of top dealers.

A future that brings with it a 2023 "in which we registered over 25,000 plates, the best result in the last fifteen years for registrations", concludes Director Perri. ■



Model eDaily



# The electric and smart future of mobility

Alfonso and Paolo Paolillo, managing directors of Autodue: “We have created the dealership of the future to accompany customers in the transition from the combustion engine”

For Canadian philosopher Marshall McLuhan, the car had become so much a part of our daily lives that we felt uncertain and incomplete without it. “This is all the more true when we consider the revolution that is disrupting the entire automotive industry. In a world where engines are set to change, there is a need to guide customers towards the choice best suited to their needs. And we decided to revolutionise the very concept of a dealership to do so. So Autodue, in its brand new premises in Via Terre delle risaie in Salerno, is much more than a car showroom. It is a place for a well-rounded, relaxing, and smart experience. Whether buying, leasing, servicing or maintenance, we are definitely at the cutting edge, I would say we are the dealership

of the future”. Talking about this is Paolo Paolillo, who with his brother Alfonso runs the company founded by their father in the 1960s and which since 1997 has become the official Volkswagen dealer for Salerno and its province. “In the new premises, we have created a structure with very high energy efficiency and low environmental impact, the ideal place to respond to the demands of a market that is changing like few others”, says Alfonso. “Manufacturers are moving towards phasing out the endothermic engine, and our role is to accompany the customer in this transition towards ever more eco-sustainable mobility. Thanks to the extension of the indoor and outdoor areas, dedicated to the display of the entire range, both endothermic and electric, as well as used, company and zero mileage vehicles, customers will be able to see for themselves the solution that best suits their needs. The service centre has also doubled its workshop and body shop capacity to service even more customers, and has been awarded ‘Volkswagen Specialised Workshop’ for the repair of electric car batteries. Last but not least, during the Covid period, we created a Born2rent platform that allows the customer to choose the vehicle and rental formula, online, with delivery points throughout the country”. ■



Alfonso and Paolo Paolillo, managing directors of Autodue

**The new building is an energy-efficient, environmentally friendly facility, the ideal place to meet market demands**

# Innovation and safety in road freight transport

## Kögel: commitment to trailer regulation with a view to greater road sustainability

**K**ögel, a Bavarian company with a branch in Italy and one of Europe's leading manufacturers of trailers and semi-trailers, has always been committed to improving the sustainability of road freight traffic through product innovations and a constant focus on safety and environmental responsibility.

"While everyone is focused on the sustainability of trucks, which are already regulated by the European vehicle emissions legislation," says Michele Mastagni, Ceo of Kögel Italia, "for trailers there is no specific directive. However, it is worth remembering that modern trailers can 'talk' to the tractor to which they are connected, moving in symbiosis with it, whereas older trailers, due to their age, cannot do this and therefore cannot guarantee stability when braking".

Curtain sided vehicles, for example, used for the transport of groupage, reels or water bottles, if not properly secured, can disperse their load in the event of an accident, causing damage both to road users and to the transported goods.

"Safety has many facets", continues Mastagni, "and also concerns the correct storage of transported products, especially in the food sector. For example, a refrigerated trailer that fails to maintain the correct temperature or provide real-time data for remote control cannot guarantee food safety".

In short, an old semi-trailer cannot be efficient and safe: if we consider that in some northern European countries vehicles are replaced every 10 years or so, while in Italy the average age of the fleet is 18 years, it is clear that we are one of the least reassuring European countries. The above discourse also relates to the concept of energy savings: modern products, being lighter, require less fuel, thus



Michele Mastagni, managing director of Kögel Italia Srl

contributing to greater efficiency in the use of energy resources. "There are good arguments to favour a European regulation of trailers and semi-trailers.

"For some time", concludes Mastagni, who is also the coordinator of Unrae (Union of Foreign Vehicle Representatives), "we have been working to promote the regulation of this sector, in order to ensure safety on all fronts". ■

# Environmentally friendly logistics thanks to green fuels

Ad Logistica has been in the transport business since 1989 and aims to become more environmentally friendly by reducing emissions

**A**d Logistica is a company of the De Sarlo family group. It has been operating in the transport sector since 1989 and is mainly involved in hazardous and non-hazardous waste transport for public and private entities, nationally and internationally. It is also involved in the transport of aggregates on railway lines, raw materials for the steel, glass and cement industries, as well as fuel transport. It is also active in brokering and cross-border waste shipments, operating mainly with Germany and Austria and using alternative routes to road transport, such as rail and sea.

Ad Logistica is always active in the evolution, sustainability and updating of its fleet of 200 articulated vehicles, 65 of which are ADR-approved: it is kept constantly up-to-date by replacing vehicles with a three-year turnover. In addition, the vehicle fleet was recently expanded with the addition of 50 LNG-fuelled vehicles.

Alongside this latest investment, Ad Logistica entered into a cooperation relationship with a partner company (part of the De Sarlo Group), which in turn built a LNG refuelling plant. The plant is dedicated to Ad Logistica but also to third-party customers and is entirely green, that is, focused on the marketing of alternative and low-pollution fuels: it is equipped with pumps that supply HVO diesel and AdBlue, as well as stations for electric truck charging.

It is therefore clear that the company has always been attentive to the needs of sustainability and respect for the environment, so much so that it has recently made significant investments in the photovoltaic



Pasquale De Sarlo, CEO of Ad Logistica

sector. Ad Logistica has several locations: the main one is in Battipaglia, Via Spineta 47, where administration, logistics, workshop, refuelling and vehicle parking activities are carried out.

The other two locations, one in Battipaglia in Via Spineta 31 and the other in San Vittore del Lazio, have a well-equipped vehicle parking area and are complete with a private vehicle refuelling facility.

The company keeps abreast of new regulations regarding the training of its employees, both travelling personnel and administration and logistics staff. Training courses held by qualified staff are held periodically on site.

In addition, the company is careful to respect gender equality by including female staff in its travelling and administrative personnel and management positions.

At present, remuneration standards are also guaranteed in this field not based on gender, but exclusively pursuing a careful meritocracy. ■





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# The benchmark for temperature control in transport

Costa Eugenio of Parma has been a Thermo King Italia dealer for 50 years. Offers innovation and assistance

**C**osta Eugenio Srl is a service company operating in the field of temperature control in transport. Since 1974 it has been the authorised Thermo King Italia dealer for Emilia-Romagna, Tuscany, Sardinia, Abruzzo, Molise and Marche. Founded in 1955 with the aim of repairing vehicles, the company has changed its role over the years and now employs 50 people in Parma, Calenzano and Cesena. It is currently led by Ceo Cristina Costa, daughter of founder Eugenio, assisted by her sisters Silvia, who is in charge of administration, and Monica, who is in charge of training, recruitment and purchasing, and her brother Aldo, a member of the board of directors. "We deal with the sale and installation of refrigeration units for vehicles such as



The Costa siblings: from left Silvia, Monica, Aldo and Cristina

trucks, semi-trailers and vans", explains Cristina Costa. "In addition to refrigeration units, we specialise in Hvac units for buses and for the railway sector throughout Italy". "Our offer," he continues, "is completed by accessories, innovative connection systems and fully customisable after-sales solutions: original spare parts and qualified technical staff allow us to accompany the customer," the Ceo concludes, "throughout the life of the equipment, with a punctual and efficient service. ■

■ ■ ■ **transport&logistics** ■ ■ ■



Chiara Donati and Leonardo Panconi

**P**ainstaking care for an artfully crafted transport. Indeed, a transport that is perfect in every component because goods transportation is really a work of art. "Any kind of transportation is important, but when dealing with art, you need an unimaginable combination of technical expertise and artistic

## The art of logistics

Chiara Donati, Butterfly Transport: "We preserve works on the move thanks to new technologies"

sensitivity", explains Chiara Donati of Butterfly Transport, a company that was born in Massa Cozzile, in the province of Pistoia, from an intuition of Leonardo Panconi and that over the years has specialized in the preservation of works in the storage, transportation and installation phases, for artists and collectors, galleries and museums. "In fact, each person on our team, from those who handle the paperwork to the art packers to those who will be driving one of our specialized vehicles, needs to be well aware of the specific needs of each work so as to ensure its maximum security and integrity while preserving the cultural heritage every step of the way".

It's a journey that takes Butterfly Transport's team both throughout Italy and abroad and often starts from their own vault, which, as in the case of vehicles, is equipped with state-of-the-art technology both to ensure that the work is preserved in the best way possible and for security thanks to ultra-tech video surveillance and tracking systems. ■

# Watchword: sustainability

Transadriatico, a virtuous example of logistics and transport



Natalino Mori, founder and administrator of Transadriatico

**C**an economic growth and environmental responsibility be reconciled, offering a replicable model in the transport and logistics sector?

Well, the answer is yes, and it comes from Transadriatico, a virtuous example of how one can grow and develop while keeping sustainability and innovation at the center of its strategy precisely in an “unsustainable” sector such as trucking.

Established in Grottammare, Marche, in 1993 by a group of 11 companies and a fleet of 18 trucks, Transadriatico has evolved into a consortium that today has 30 companies nationwide and over 450 drivers.

For Natalino Mori, founder and director of the consortium, the possibility of diversified and sustainable growth is inherent in the union and cooperation between the consortium companies.

The adoption of quality and safety policies, in cooperation with multinational contractors, has also enabled the consortium to significantly improve the service offered, increasing turnover and attractiveness. The “Open Es” system initiative launched by Eni, but shared by many other supply chain leaders and hundreds of companies, was decisive for sustainability.

Starting with fuel transportation alone, since 2016 Transadriatico has embarked on a diversification strategy that has included the transportation of chemicals, cryogenics, and special hazardous waste, with the goal of maintaining a business with a strong service and value-added component.

This choice has also entailed an ongoing commitment to energy transition with the adoption of Euro 6 vehicles and the purchase of Gnl and Hvo powered vehicles.

“At Transadriatico”, said Mori, “the objectives of the management and staff are measured precisely by the Esg sustainability indicators”. In 2022, Transadriatico achieved a 6 per cent reduction in CO<sub>2</sub> emissions through the design and implementation of GreenPlanning, a trip planning system that measures CO<sub>2</sub> output at the planning stage, enabling the selection and creation of ‘green friendly’ itineraries. Moreover, thanks to the GreenPlanning software, Transadriatico won the ‘Smau Innovation Award 2023’.

The consortium also invests significantly in the training of specific skills aimed not only at improving the efficiency and competitiveness of the company but also at contributing to a positive change in the entire sector: “We don’t want to compete but to cooperate on sustainability!”. Examples of this are the ecodrive and the adoption of a route risk assessment procedure that highlights critical points by including them in the vehicles’ travel plan and allows drivers to make deliveries safely and with respect for biodiversity protected areas. ■

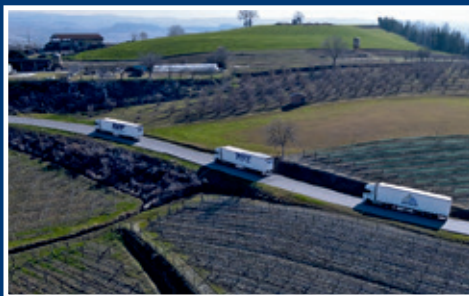
**Thanks to the GreenPlanning software, Transadriatico achieved a 6% reduction in CO<sub>2</sub> emissions in 2022 and won the Smau Innovation Award 2023**



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Andrea Briani, sole director of Multi Facility Spa

# Ready for the new challenge: micrology

Multi Facility also caters to the Sme to which it offers warehousing and handling

“We are a young company for the market we operate in, but we have been able to seize business opportunities with flexibility. Customers choose us because ‘working well’ is a concept that pays off today”. Andrea Briani is the sole director of Multi Facility, a logistics company he founded in 2016 in Cortemaggiore (Piacenza). “I started this adventure by building a young team around me, and with the results we have shown that we are capable of creating our own identity among the big players”. Turnover continues to grow: from EUR 50,000 in the first year to EUR 3.5 million in 2019 to

EUR 10 million from 2022. At the same time, the number of employees has increased to over 200, the country’s coverage has been extended and the range of services has been expanded: portorage, international forwarding, storage, third-party transport, cleaning, concierge. There is satisfaction with the numbers achieved, but also with the quality of the relationships established with customers. “Many consider us partners, and not just suppliers, involving us in their new projects”. Two years ago a new challenge began for Multi Facility: “In addition to third-party logistics services, our strong point, we are developing warehousing and micrologistics activities thanks to investments in our own warehouses, which we make available to small and medium-sized companies”, explains general manager Alex Sanchini. “In addition to storage, we offer handling services and ancillary activities such as pick and pack, labelling and e-commerce within our facilities”. ■

■ ■ ■ transport&logistics ■ ■ ■

# Supply chain, evolution is integration and flexibility

Barth Log is Barth Italiana’s innovative virtual warehouse in response to every need

“Customisation and future vision: this is the way to success in a rapidly evolving world of logistics, where flexibility and timing are a must”, explain Giorgia, Francesca and Jacopo Zappia, at the helm of Barth Italiana, a company founded by their father Piergiorgio, chairman, in 1978 in Bassano Del Grappa and which immediately specialised in national and international shipments by land, sea and air. “Over the past 25 years, the network of services we offer has expanded with the multiple logistics activities both in Italy and abroad where we find tailor-made solutions for our customers entering European markets. The bonded warehouse at our headquarters is also providing considerable support to the many importing companies with significant cost savings”, the brothers emphasise. “Now, as in the past, we provide customised solutions for the entire supply chain, but at



From left to right Francesca, Jacopo and Giorgia Zappia

the same time we look to the future. That is what we are doing with Barth Log, a portal which, like a sort of virtual warehouse, helps customers to always be informed about the status of their products in stock”. All this with the style of those who, like Barth Italiana, want to confirm their excellence in the sector by finding ad hoc 360 degree solutions for every customer. ■



Corrado Rabbia, Ceo of Fm Trasporti

# Sustainability on the road for the environment and for people

Fm Trasporti has achieved 35% growth for three consecutive years

“From a turnover of 8 million in 2019, we increased to 24 million in 2022, with an additional +10% in 2023. Meanwhile, the number of employees has increased from just over 70 to over 280”. Objectives largely achieved for Fm Trasporti Srl, as explained by Corrado Rabbia, Ceo of the Lazio based company since September 2019, to which he brought long-term vision and operational and managerial expertise. In addition to its registered office in Fiano Romano and its operational headquarters in Capena,

both in the province of Rome, the company currently has warehouses in Sesto Fiorentino, Pistoia, Padua and also in the capital. “With a wide range of services, we offer targeted solutions to customers, both Italian and European. We work with all major express couriers, optimising the entire transport supply chain and ensuring high quality standards, efficiency and reliability”. Environmental sustainability and respect for human resources are the principles that have guided the transformation in recent years. “In the last three years we have bought Eur 10 million worth of the latest generation of vehicles, with the aim of reducing CO<sub>2</sub> emissions by 70%”, Rabbia concludes. “At the heart of the company are the drivers, to whom we guarantee work safety and quality of life, while always trying to make the company feel close to the staff in the area”. ■



# The law firm alongside innovators

Maresca & Partners: experts in infrastructure concessions, energy transition and digitisation

This mission is divided into three challenges: the regulatory transition with regard to concessions for transport and energy infrastructure; the energy transition in its legal profile; and the digital transition, especially in aspects related to concessions and authorisations for infrastructure and the digitalisation of procedures.

This is how lawyer Davide Maresca summarises the extremely topical and wide-ranging specialisations that characterise Maresca & Partners, the law firm founded in Genoa in 1979, with offices also in Milan, Rome and Brussels, and today “at the side of companies that are eager to innovate”, the lawyer emphasises, and of which “we become partners”. The first challenge concerns the concessions of strategic infrastructure for a country, for which there is a transition from a state model to a controlled one, with the implications between law and economics, law and finance.

As for the ecological transition, the focus is on the legal connections related to the structuring of hydrogen companies, as well as on operations for the electrification of port docks. With regard to the

digital transition, case law oversees digital innovation in transport infrastructure, from ports and interports to motorways, and competition law issues. ■



Lawyer Davide Maresca



# An 'exceptional' story

Battazza is today one of the most interesting and comprehensive companies in the goods handling sector: industrial transport, large handling, heavy lifting and assembly

**B**attazza is a company that has successfully combined the drive for innovation with that for continuity. Now in its fourth generation, it was born in the late 1950s when Terzo Battazza started a transportation business with his sons in the Lecco area, an area already then characterized by the steel-mechanical industry. The founding of Battazza Spa dates back to 1968, marking the beginning of a growth path that has made high specialization the leitmotif of the company's parabola.

Backed by 60 years of experience, the Olginate-based company has been able to create a solid, highly qualified structure in the fields of oversized and overweight exceptional transport, lifting and industrial handling of large and extremely heavy manufactured goods.

"While continuing the tradition started in steel transport, we have specialised in the area of

exceptional transport and lifting in order to meet the different needs of customers, guaranteeing a full-cycle service. Our vehicle fleet includes more than 300 units, including vehicles, means and special equipment, such as accessorized modular trailers for handling manufactured goods of all sizes, special semi-trailers for transporting civil or industrial constructions, hydraulic presses, transformers, generators and much more", vice president Fernando Battazza points out. "As for industrial lifting and assembly, we operate with both medium and large capacity cranes and special straddle hoisting systems, which are ideal for indoor and confined space displacements. The future looks even more towards the investment direction in exceptional transportation and lifting, our flagship, with the goal of further consolidating ourselves as a hub for the steel, metal and engineering industries".

Thanks to its partner company Brambilla Scalo, Battazza is also active in intermodal and logistics services for goods arriving at and departing from the Lecco Maggianico station and destined for all major Italian and European routes.

"Our strength lies in the dedication of more than 100 employees, in the quality and timeliness of our service, in our truly 24/7 commitment, with a flexibility that allows us to design customised solutions for every complexity level". ■



Fernando Battazza, vice president of Battazza Spa



Igor Di Mascolo, truck booking creator & logistics manager



Lorenzo Lorello, technical director & warehouse supervisor

# The social network that connects the world of logistics

Top Logistic Group's experience has resulted in the innovative Truck Booking platform, to bring operators and large customers into close communication

**T**ruck Booking is the innovative digital platform to connect large customers with road transport operators.

Born from the long experience in the sector of Igor Di Mascolo, director of Top Logistic Group, Truck Booking combines the practicality and functionality of social platforms with the features of logistics, allowing operators opting for it to achieve immediate and concrete solutions to their needs.

Through a procedure of gathering information and documentation provided by the haulier proposing to join this revolutionary network, this

haulier will be profiled and placed in the relevant category, in terms of authorisations, certifications, vehicle fleet, and minimum requirements necessary to perform this activity.

The customer, in turn, by accessing the portal, will be able to choose the service suited to his request from the companies listed. The platform is also a concrete and immediate answer to the logistical needs of large companies, as it helps to manage surplus work during certain periods by having a pool of reliable hauliers.

This software actually offers hauliers the certainty that they will be able to load anywhere, while principals are guaranteed the right rate and an adequate level of service. As Mr. Di Mascolo explains, "This social network will be the reference showcase for the entire logistics sector, implementing the concept of healthy competition that rewards the virtuosity of companies willing to distinguish themselves by offering innovative services". ■

# New technologies for a green look at logistics

Gioacchino Apicella, Euro Trans: “The new Angri site? Even more environmentally sustainable. As is the choice of vehicles with low emission fuels”



Gioacchino Apicella with sisters Rita and Felicia

“Green focus and internationalisation are the trump cards of competitiveness”. Speaking is Gioacchino Apicella of Euro Trans, a company that the young manager heads with his sisters Rita and Felicia and that was founded by their father, Stefano, in 2010 with a vision of the future dictated by the passion and determination of a team that makes its family dimension a must, which is reflected in the care for the customer and headquartered in the new Angri premises.

The new headquarters tells of the ambition to grow steadily and organically and “to respond to the needs of a sector that is always in turmoil”, says Gioacchino. “In fact, the new headquarters is greener, practically zero-emission thanks to the use of photovoltaics, and was created to be a place where our company can grow organically and steadily, becoming a true centre of operations”.

Tranquillity, however, goes hand in hand with the constant activity of the Euro Trans team.

“In a world where e-commerce is the main driver, logistics is just-in-

time”, Rita explains, “and so we decided to press the accelerator on new technologies, such as tracking and fleet management with a 24/7 service to respond promptly to any problems”.

“And also for the green orientation”, adds Felicia, “which guarantee better management of fuel costs and a lower impact. We have thus reduced road transport to a minimum by focusing on intermodal transport and, as far as road vehicles are concerned, we have in any case opted for lower emission fuels, such as Lng or even Hvo, a fuel derived from vegetable oils”. All this without forgetting to look beyond. Even to electric.

“Of course, the market is not yet ready for full-electric logistics”, says Joachim, “but we are ready both technologically and strategically. We are, in fact, studying how to apply it on short-haul for city and provincial deliveries. All this while we are aiming to strengthen our turnover and team, which we plan to expand in the short term so as to increasingly consolidate our relationship with our customers, guaranteeing ready responses to their every need thanks to the dynamism that distinguishes us and which ensures that Euro Trans is always ready to meet the challenges of the future market”. ■

**The market is not yet ready for full-electric logistics, but Euro Trans is ready in terms of both technology and strategy**



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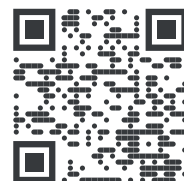
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# Dynamism and innovation for quality professions

Its Logistica Puglia: one year after graduation, 9 out of 10 graduates are working. Coming soon: Laboratory 5.0 for immersive experiences

**F**or decades, the Apulian production system has been characterised by a growing dynamism affecting the demand for transport of goods and people. Apulia is to all intents and purposes a Mediterranean logistics platform. Added to this are the latest requirements of the tourism industry and the focus on sustainable mobility that characterises the policies of local authorities. These are the elements of the region that have led to the birth of Its Logistica in Apulia. It is led by its president Silvio Busico, who also puts together the numbers that characterise Apulia's infrastructure and logistics system: 12 thousand kilometres of road network, 2 motorway junctions, 528 kilometres of railway, 9 ports - including Bari, Brindisi and Taranto - an Interporto and 4 airports. A complex world, where the demand for specialised professionalism is very high.

This is demonstrated by the employment rate of Its graduates: "One year after graduation, almost 9 out of 10 of our trainees have a job", explains the president. "This is quality work", he adds, "because the vast majority occupy managerial or specialist positions consistent with the outgoing profile and with non-occasional contracts".

There are many courses activated by the Its: "Robotics, e-commerce, internationalisation, sustainable mobility, nautical, intermodal and lean: we have thought of our training offer

as a professionalising proposal", clarifies Busico, "capable of embracing the entire supply chain and moving the bar a little further, looking at the great challenges that await us, from automation to artificial intelligence, from the global and digital dimension to the new economies".

According to the Its' top management, technology and high specialisation "represent the main way to reduce the gender gap in logistics". As for the future, "the great challenge for Its Academy Mobilità", Busico reveals, "is called Laboratories 5.0: with wearable PCs and sensors, we will project trainees into simulative scenarios capable of reconstructing every possible work context. With the cooperative robotics laboratories, we will project ourselves towards the challenges of automation and optimisation of logistics processes". ■



Silvio Busico, president of Its Logistica Puglia

**Technology and high specialisation are the way to reduce the gender gap in logistics**



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# Drones: increasingly present in the logistics skies

Rome is ready to have its own vertiport while freight transport accounts for 77% of “Innovative Air Mobility & Delivery” projects according to data

**F**rom carrier pigeon to drone, the step was not so short, at least in terms of time. Yet, it seems that the time is now ripe for their use in the world of logistics. Indeed, 2023 has proved to be a key year for the growth of the professional drone market, which has reached Eur 145 million globally. Marking a growth of 23% over the previous year. This is according to data from the Observatory on Drones and Advanced Aerial Mobility of the School of Management of the Politecnico di Milano. It should be noted that there are around 97 vertiport projects worldwide for the landing and take-off of Vtol aircraft, i.e. vertical take-off and landing aircraft. Of these, 16 will be operational by 2024 and in Italy, by the end of the year, the Rome vertiport should be operational and the Venice vertiport should be under construction.

“We recorded an increase in the Aerial Operations segment and for the first year”, says Paola Olivares, director of the Drones and Advanced Aerial Mobility Observatory, “revenues also came from freight transport, albeit still very modest. However, 2023 has brought a further rationalisation of the number of companies active in the sector, which is focusing on the most structured and innovative companies”. And, although indeed at the moment most of the drones “flying” around Italy

are for recreational use, the potential for cargo transport should not be underestimated.

Globally, freight transport accounts for 77 per cent of the so-called Innovative Air Mobility & Delivery projects, 54 per cent of which focus on the delivery of generic products and 46 per cent on medical supplies. It must be said that only 7% of these projects are already operational (and often in remote and sparsely populated areas). Even more interestingly, 2023 was an interesting year for passenger transport.

We are often at the announcement stage, but several cities in the world say they are ready, including Rome and Milan, which seem to be in the front row for the introduction of passenger transport services in 2024 and 2026 respectively. ■

- Paola Cacace -



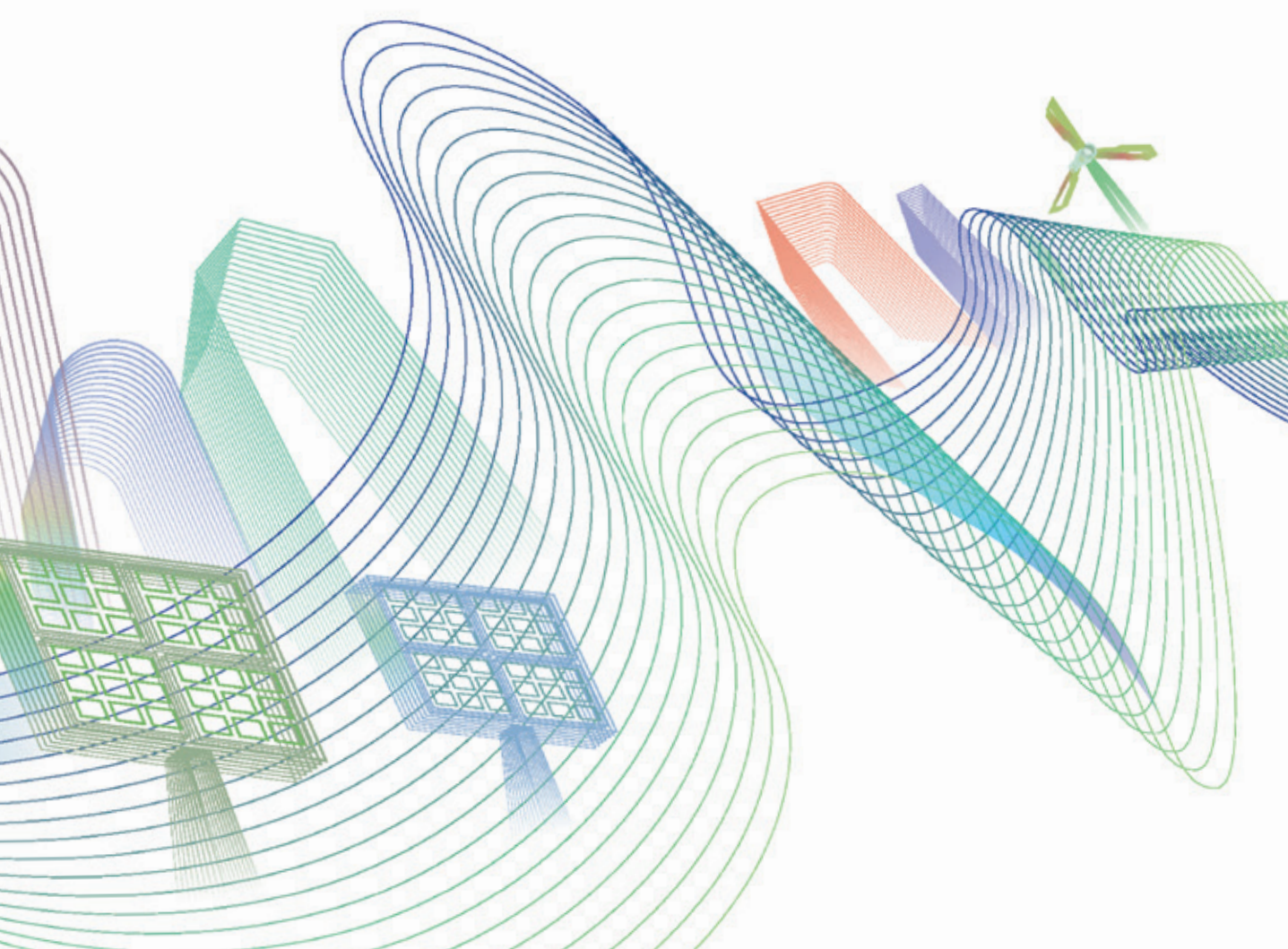
# Construction, design, consulting and services: stronger with green incentives

Lazio Region Environment Councillor Elena Palazzo: “The Erdf programme has earmarked 70 million for the energy transition of small and medium-sized enterprises”.

**F**ocus on energy upgrading and services. All this while industry is growing, as are exports. These details could broadly trace the profile of Sistema Lazio, which is always a good thermometer of the health of the national economy. With this in mind, in this issue of Platinum, we wanted to hear the voices of the protagonists in the economic life of a region that is seeing the blossoming of historical and new realities operating in the world of construction, design, consultancy and business services in the broadest sense. Of course, everything has to go through the energy transition and an adequate infrastructure upgrade. This is where the decision of urban regeneration

fits in, which undeniably becomes that of an area that wants to aim high. It is no coincidence that the Lazio Regional Council, chaired by Francesco Rocca, last autumn approved a programme of interventions for the safety of road infrastructure for urban regeneration worth more than Eur 500 million (for the years 2021-2034). The aim on a broader scale is the development of urban areas and the securing of areas at hydro-geological risk, as well as road and transport measures to reduce environmental pollution. The reclamation of polluted sites also goes hand in hand. Ultimately, the environment is an area that is impossible not to question today when talking about the economy. However, one practical question remains to be resolved: funding. And so, as part of the 2021-2027 Erdf programme, the European Regional Development Fund, the Lazio Region has decided to support the entrepreneurial fabric, to encourage its economic development and improve its energy efficiency with Eur 115 million. Of these, Eur 10 million are earmarked for research and development, innovation and technology transfer





# dossier Lazio

COMMUNICATION PROJECT CREATED BY **MARGHERITA PELUSO**



Elena Palazzo, Councillor for Environment, Energy Transition, Tourism and Sport of the Lazio Region

projects of micro, small and medium-sized enterprises; Eur 5 million for female entrepreneurship; Eur 30 million are for relevant productive investments of Sme-s; and Eur 70 million are dedicated to sustainability. In order to give a “decisive push towards energy transition”, as Lazio Region’s Councillor for the Environment, Energy Transition, Tourism and Sport Elena Palazzo said, explaining how the 70 million dedicated to sustainability will be used.

“Part of these, 40 million, will be used for actions aimed at producing energy from renewable sources and for energy saving; the remaining part, 30 million, for investments for the transition to a circular economy and for the introduction of eco-innovations. We support the world of Sme-s by accompanying them in a necessary, radical and definite shift towards a new way of conceiving production models. We aim at zero waste through a circular economy and the use and development of renewable energy sources”. ■

- Paola Cacace -



# Turnkey sustainable energy

Comal Spa, a company based in Montalto di Castro, designs and builds photovoltaic systems with high generative power, supplying trackers entirely designed and manufactured in its own factories

Providing turnkey sustainable energy through state-of-the-art photovoltaic systems. This is the mission of Comal, a company founded in 1991 to build and install power plants and industrial facilities, offering a complete service from engineering to maintenance. "In 2008-09", explains Alfredo Balletti, Ceo of Comal Spa, two production sites in Montalto di Castro, "we entered the construction of the first incentivised photovoltaic plants and were among the first to build large plants in Italy. From 2013 to 2016, we were involved abroad, in South Africa, where we built photovoltaic plants while working in the renewables sector for three years. In 2016 we realised the first grid parity plant in Italy and from there we started to diversify. We have focused less and less on the traditional plant engineering side and more and more on renewables until today. Our turnover is 99% from renewables and 1% from the traditional sector, which we have not yet abandoned. Comal starts from the traditional sector to convert the company to photovoltaics".

With a team of 280 employees, we are mainly active in Italy and Dubai, although we also cover the Middle East and Romania.

"We have two types of customers: the investment funds and the utilities. Today, we work for all the major utilities in Italy, from Enel Green Power to Edison, Acea, Iren, while investment funds include Eos Investment and Kgal".

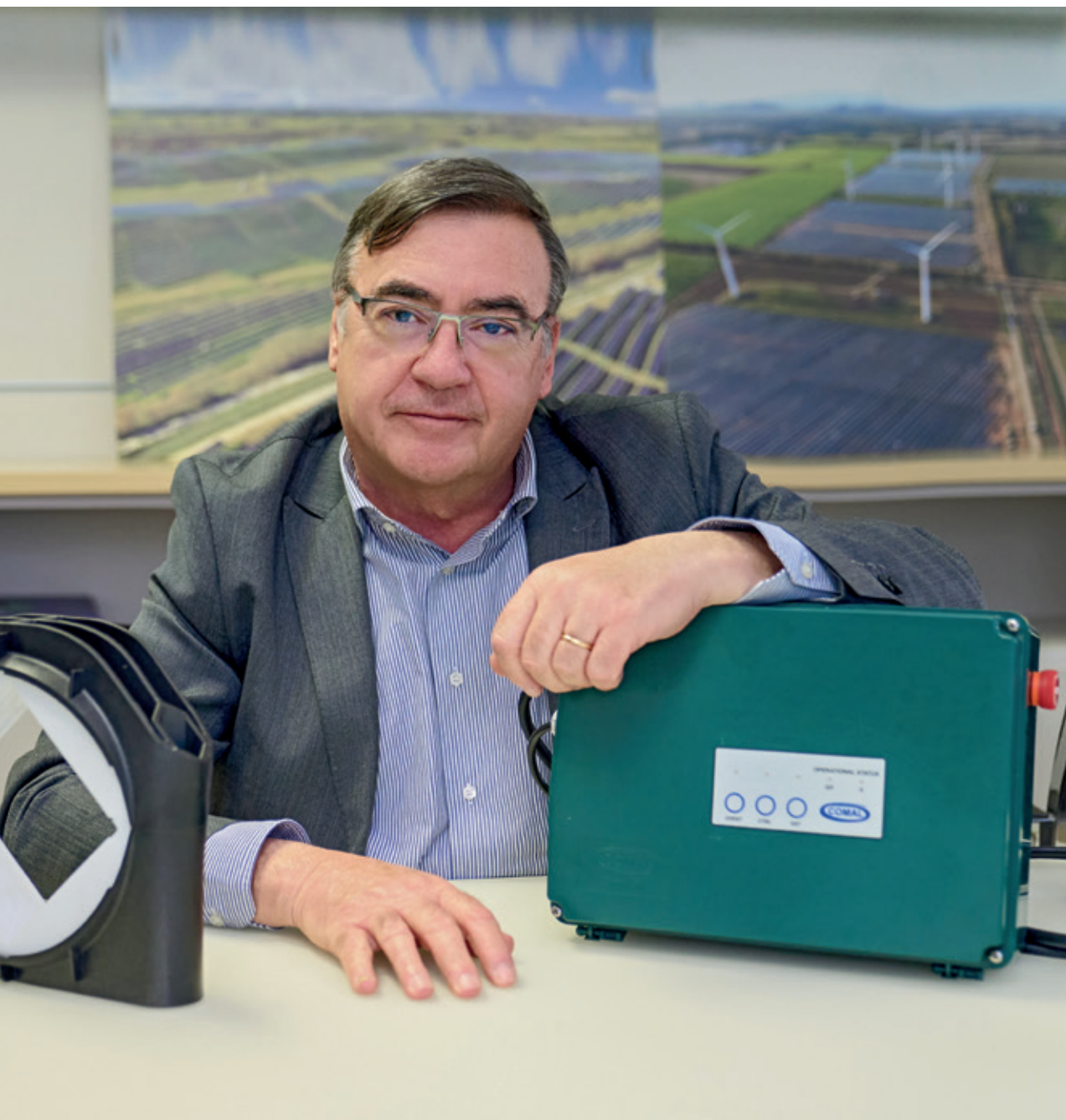
What makes the difference at Comal is the in-house production capacity.

"We have the manpower and means to build the photovoltaic field. In the plant construction chain, we are able to build, maintain and supply all components in-house, with the exception of photovoltaic modules and inverters. We decided to vertically customise our offer and give

The idea of Comal, which recently presented its new solar panel production plant in L'Aquila, is vertical integration



the customer a turnkey package". The idea of Comal, which recently presented its new solar panel production plant in L'Aquila, is vertical integration. "Today we are in the fast-growing market of the future, so it makes sense for Comal to vertically integrate production, as we have done with the Sun Hunter tracker, a technically advanced, innovative and economically competitive product that is key to the company's success. We have an 85 Giga production programme for the installation



Alfredo Balletti, Ceo of Comal

of photovoltaic systems. In Europe it is strategic to have production capacities and it is important to know the technology and to have a production point in Italy or Europe to organise module factories that today only come from China”.

Comal currently have several open construction sites. ‘We have more than 800 megas under construction simultaneously between Sicily, Sardinia, Lazio, Umbria, Campania and Apulia’.

## ■ ■ ■ THE ‘SOLAR TRACKER’

Designed entirely by Comal in 2018, the Tracker Sun Hunter is a technically advanced, innovative and economically competitive product, a key to the company’s success that could soon land in the Middle East and the US market. The single-axis structure with the panels on top, which tracks the sun in the east-west direction and which can also be sold separately, is entirely produced by Comal in all components, from the mechanical part to the electronics and software. This solar tracker increases the productivity of a single module mounted on a fixed structure by 15-16%.



Architect Andrea D'Antrassi

# An international architectural firm in the eternal city

Mad Architects, the Beijing-based studio founded by Ma Yansong, signs its first Italian project: Via Boncompagni

**A**t number 36 Via del Commercio, in the heart of Ostiense, where the industrial district has been transformed into a creative hub, Mad Architects, an international architecture studio with headquarters in Beijing, is pursuing the challenge of transforming Rome, the cradle of antiquity, into a research laboratory, a forge of new possibilities in architecture. Embracing this mission is architect Andrea D'Antrassi, born in 1982, European associate partner of Mad Architects. A master's degree at Mario Botta's Academy of Architecture in Mendrisio, experience in Australia, Switzerland and Argentina, Andrea worked with Massimiliano Fuksas on the Shenzhen airport and then joined Mad Architects, the studio founded by Ma Yansong. In 2021, he returned to Rome with the idea of coordinating Mad's European office, with the cooperation of an international team of twenty professionals, destined to

grow. "The idea", explains D'Antrassi, "is to create an architecture hub with connections in the field of fashion and interior design, hooking up with the big Made in Italy companies. I believe in the development of this city where university excellences such as Roma Tre and La Sapienza bring strong architects in new technologies, design, 3D modelling".

In Mad's Rome office, the poetics of this studio - whose clients include mainly private individuals and investment funds - is told through the photographs of projects hung on the walls, examples of an extroverted, emotional architecture inspired by nature, which addresses the topic of housing according to the needs of living well, connecting spaces to natural elements, to unconventional fluid forms. There are regeneration projects in the pipeline such as the Fenix Museum of Migration in Rotterdam. There are also completed works such as the Harbin Opera House in China, which seems sculpted by wind and water, recalling the sinuous landscape of the surroundings. In Rome, Mad's first Italian intervention will be inaugurated in 2026-27. Via Boncompagni is a mixed-use urban regeneration project, twenty thousand square metres with offices, residences and commercial areas. "We worked on a 1970s complex grafted onto a Capuchin monastery and some pre-existing Roman buildings". Work will soon start in Milan, in the former Expo area, where the studio is cooperating on the Molo project, for the construction of a multifunctional area. ■



# A team serving the country

Sidoti Engineering is confirmed as a national leader in the field of integrated architecture and engineering

“**W**e are a team serving the country and we have shown that with innovation, even conceptual barriers can be overcome”. So says architect Vincenzo Sidoti, owner of Sidoti Engineering, which, from its headquarters in San Benedetto del Tronto, leads a community of more than 200 professionals spread over 12 offices along the boot, with the strategic aim of bringing the services offered to the areas where the projects, whether tangible or intangible, are realised. A very young and multidisciplinary community, whose average age does not exceed 29. “Innovation”, adds Sidoti, “requires vitality and vitality is inherent in young people. Ours are all hired”.

Albano Laziale, Catanzaro, Turin, Varese, Treviso some of the branches in the country.

“We can reach every corner of Italy”, the architect continues, “in a maximum of two hours. Our widespread presence in the region stems from our mission to provide integrated architectural and engineering services exclusively to the public sector”.

More than 300 public works are currently in the hands of Sidoti Engineering, whose added value, says the architect, is certainly of an intellectual nature.

“Our choice is to be close to the small

municipalities. “We must think”, the architect continues, “of the territory as a resource”. The implementation of public projects in inland areas is still viewed with distrust. Yet, small municipalities are the lifeblood of the country, where 66% of the gross domestic product is realised”. Sidoti Engineering’s staff, currently focused on urban regeneration projects, is made up of professionals in all disciplines who are committed to the project idea, the design and the subsequent interception of the public funds needed to carry out the project.

“Our efforts”, the architect concludes, “are aimed at providing services to secure and accelerate the future of small communities. Our daily commitment is to make the country more sustainable and competitive, through the revitalisation of its backbone”.

A successful policy that has seen Sidoti Engineering grow exponentially in just seven years, to the point where it now manages contracts worth over 200 million euros. ■

**It is necessary to think of the territory as a resource: the implementation of public projects in inland areas is still viewed with distrust. Yet, small municipalities are the lifeblood of the country**



Vincenzo Sidoti, owner of Sidoti Engineering

# From project study to turnkey delivery

## Chic Design, 360 degree renovations

**C**hic Design, the brainchild of Gian Luca Ricci, represents a new concept in interior design. In fact, the company provides 360-degree consultancy for all kinds of spaces, from private homes to hotels, offices, stores and restaurants, dealing crosswise with every aspect and involving in an interdisciplinary way the different professional skills at its disposal.

The company's philosophy is to accompany the client in shaping his or her desires, from the initial idea of the project to the complete realization in detail, evaluating stylistic choices, materials and products in a tailor-made manner with an eye always on optimizing time and costs. Each work is therefore followed for the entire process, from design to construction and execution, thanks to the workers' skills, gained over the years, all with extreme attention to both the environmental impact of the interventions and the use of green technologies and quality materials. "Not only for obtaining eco-



The Chic Design team

incentives", says Gian Luca Ricci, "but above all for a choice of eco-sustainability that we see as a necessary way to contribute to the reversal of the trend of an over-polluted Planet". ■

■ ■ ■ dossier **Lazio** ■ ■ ■

## Time for Transition 5.0

A leader in the sale and rental of machinery for handling, civil and industrial excavation, Mazzuoli focuses on human resources and digitisation



Fabio Mazzuoli, managing director of Mazzuoli Spa

**O**ver the past few years, we have experienced strong growth in all areas, from the volume of business to the number of employees, which is now well over 50, and the client portfolio". Mazzuoli Spa, as managing director Fabio Mazzuoli explains, is involved in the sale and rental of earthmoving equipment, also offering related services. The group has 10 offices located in central Italy, but manages to be present throughout the country and also abroad, thanks to a strong strategic web presence. "In addition to opening a new branch soon, we are preparing for the three important goals we have set ourselves for the near future. First and foremost, the enhancement of corporate welfare: "Since 2023, we have already been managing this path internally, because we strongly believe in the well-being of the team, to the benefit of both the individual employee and the company". Another fundamental pillar is the application of the ESG criteria, i.e. Environmental, Social and Governance. "In addition to Iso 9001 quality certification, we have just added environmental certification, Iso14001". Last but not least, the 5.0 transition: "Thanks to internal training, we will identify three key figures, such as the innovation manager, the project manager and the sustainability manager, who will support us in the optimal management of all aspects of this project". ■

# When construction is in the Dna

Euroedil99: experience, professionalism, technology and a passion for building, renovating, refurbishing

25  
years

**A** great passion and a wealth of experience are the foundations on which Euroedil99 was born and has developed, a company that has been active in the construction sector throughout Italy since its foundation. It provides both public and private clients with comprehensive services for renovation and maintenance of civil, industrial and listed buildings. Its founder, Michele Sambucini, describes himself as a 'son of art'. Its roots are based on long-standing family experience. The company's turnover is constantly increasing and it has important clients such as Poste Italiane, Intesa San Paolo, Eur Spa and Roma Capitale. It carries out its work with a focus on new technologies and the use of innovative and environmentally friendly materials.

The company has been in the market for 25 years, with the idea that "More important than what we do, is what we are". In addition to passion and enthusiasm, success requires a motivated and ambitious team that has its own goals and is focused on the same direction as the company. For this, he is supported by a team of professionals and technicians who work at the operational headquarters in the heart of Rome's Eur district, managing a company that provides work for hundreds of people.

"Nothing is left to chance. In a dynamic sector that is constantly growing and evolving, such as ours, it is essential to offer guarantees in terms of reliability and safety"

And it is precisely in pursuit of these goals that the company constantly strives to train its employees, who are increasingly working to high and certified quality standards. Inclusion, diversity and gender equality are

**Euroedil99 has been in the market for 25 years, with the idea that "More important than what we do, is what we are"**



Michele Sambucini, founder of Euroedil99

elements in which the company believes strongly as an added value of its work.

Quality and customer satisfaction remain priorities for this company, which, with its code of ethics and its always dynamic and innovative outlook, looks to the future with ever greater enthusiasm and determination. ■



# Infrastructure between security, innovation and sustainability

Since 2005, Ets, a company active in the field of civil engineering, has been offering specialised support in the design of bridges, roads, tunnels, railway lines



Gabriele Miceli, Ets Ceo

**With value growth more than doubling in the last five years, Ets is among the top 70 engineering companies in Italy**

**E**t's commitment in the field of civil engineering applied to transport infrastructure runs fast through project work on hundreds of bridges, kilometres of tunnels and dozens of railway and metro stations. This "behind-the-scenes" work actively contributes to the realisation of the restyling and maintenance plans of the managing body and the transport authority, supporting them in the implementation of sustainable, conscious and respectful decision-making choices regarding the numerous historical constraints of our works of art. One example is the work carried out by Ets, in the restyling project of a portion of the Santa Maria Novella railway station in Florence, part of the major overall restyling plan of railway stations planned by Ferrovie dello Stato.

Ets is a major player in the sector, with a focus on the design of multiple activities for the maintenance and preservation of the national rail and road infrastructure heritage. The journey of this engineering company, with headquarters in Latina and offices in Rome and Milan, began in 2005 with Gabriele Miceli, a civil engineer, its founder and Ceo. Its commitment is aimed at safety, and therefore at people. "The designer", explains Miceli, "has a social role. We work mainly for public tenders, offering specialised support in the design and realisation of works. Our reference customer is the infrastructure manager, be it Rete Ferroviaria Italiana, Anas, Autostrade per l'Italia or another local manager. From being a support company for private construction companies in the infrastructure sector, Ets has become a reference in the world of railway infrastructure design".

With value growth more than doubling in the last five years, Ets is among the top 70 engineering companies in Italy. Taking up the challenge of creating synergy through new partnerships, it cooperates with trade associations, other companies in the sector and universities, in Italy and abroad, from Sapienza University in Rome to York University in Canada. The move towards sustainability is a path that involves the entire company, both in the design and engineering services on offer and in terms of the working environment. "In addition to process digitisation, sustainable design, and new services with reduced environmental impact", Miceli continues, "we have combined attention to the sustainability of the company's premises, with the use of renewable sources and water optimisation systems; at the same time, by investing in certifications such as PdR125, Sa8000, and Iso30415, we recognise the importance of creating a sustainable organisational environment that reduces gender inequality, is inclusive, and promotes a balance between work and personal lives". ■

# From the backwaters of the Roman suburbs to pole position

Icr represents plant engineering and construction excellence in Italy

**B**eing born “in hell” does not always bring bad luck. An enterprising and daring spirit, street experience and a great passion for life are characteristics that can turn a difficult childhood and teenage years into a successful life. These are the words of Renato Cianca, founder and owner of Icr Srl, a company that now has a turnover of over 35 million a year and employs around 150 people.

Abandoned by his father at the age of 6, brought up with his mother in a suburb of Rome called “Valle dell'Inferno” (because of the large number of kilns), without much desire to study and with questionable acquaintances that led him to taste the flavour of prison, he does not, however, deny his origins.

“I studied up to the eighth grade and started working early with the myth of my grandfather, who was a ‘fornaciario’ (a furnace worker). I

opened a small business as an electrician that has grown over the years. Icr is now a leading company in the construction and plant sector, operating throughout the country and boasting clients such as Rai, the State Railways, Rome Airports, the Bank of Italy, the Italian Post Office, Enav and many others. Icr, which takes orders almost exclusively through participation in public tenders and which started out in the 1980s in the field of plant engineering only, has achieved an exponential increase in turnover thanks to the diversification of its production activities and the gradual inclusion of the building construction and alternative energy plant sectors.

The company, which has offices in Rome, Genoa, Florence, Ancona and Naples, also offers its customers a fully computerised facility management service. Using the best technology, it monitors the installed systems and various activities in real time. Customers who choose Icr know that they are never alone and that they always have all-round company coverage. The “Valle dell'Inferno” had already changed its name to “Valle Aurelia” in the 1960s. “Too close to the Vatican to keep such a disturbing name”, says Renato Cianca. Yet the driving force it gave those who were born there evidently remained unchanged. ■



Renato Cianca, founder and owner of Icr Impianti e Costruzioni Srl

**Indeed, Icr has achieved an exponential increase in turnover thanks to the diversification of production activities and the inclusion of the construction sector**

# When the lawyer becomes a guide on environmental regulations

Professor Enrico Napoletano talks about the method of his study: “A practical approach is needed to prevent problems before they occur”

**M**aster Calamandrei used to say that “the civilist talks about the law and the criminalist deals with the fact”. “The lawyer who deals with environmental criminal law must first understand the technicalities of the case and then be able to put them in the context of the reference standard and help the company to follow new paths of sustainable development”. The speaker is Enrico Napoletano, visiting professor of environmental law at the Tor Vergata University of Rome, and of criminal law at the School of Specialisation for Legal Professions at the University of Perugia. “Sustainability is the child of ecological transition, a concept that is often taken lightly, but which must be interpreted as a path of constant improvement. And it is in this context that the lawyer in the company becomes central, but in a different way than in the past. A model on which I have decided to focus my law firm since its foundation”. In fact, Napoletano founded his own firm in Rome by combining his model of assistance with, on the one hand, the business experience gained in the criminal-environmental legal department of Eni and, on the other hand, the professional-academic imprinting of his criminal law master, Enzo Musco, where he grew up and was trained.

“The study focuses on the prevention of environmental risks in business management, taking immediate action at the side of the Hse functions to map and avoid the occurrence of administrative and criminal charges. This is a challenge, because it means recalibrating the classic paradigm of legal assistance, which typically intervened at the pathological

moment of the dispute or sanction; experience in the field is confirming that this is the right approach, guaranteeing organic growth and a positive impact on the industrial and environmental landscape”.

And so, if a well-known advertisement emphasised the importance of prevention, it is all the more true that lawyer Napoletano and his team offer themselves as strategic guides in what is often a grey area for many entrepreneurs: environmental law.

“Prevention requires knowledge of the law and the industrial process; qualities that only a corporate lawyer returning to the profession today is able to combine effectively. When dealing with environmental protection, the lawyer has to take off his suit and tie and put on a suit and helmet to get to the heart of the problem: the production process, understanding how and what works and what does not, what is in order and what might not be in order from a regulatory point of view. After all, the law is a bit like a language that many entrepreneurs do not know and therefore sometimes do not understand, and this is where the lawyer can help to understand and get to know those rules that are lost in translation and thus prevent possible problems”.

This “hands-on” approach has earned Studio Napoletano the trust of major companies such as Snam, Aeroporti di Roma and international

## ■ ■ ■ TO READ AND STUDY

The second edition, expanded and dedicated to Enzo Musco, of Enrico Napoletano’s ‘Manuale di Diritto Penale Ambientale’, published by Zanichelli, with a preface by Chicco Testa, has been published. “In this second edition,” says Napoletano, “I have explored, above all, the topic of the precautionary principle and the Hse delegation system in relation to employer responsibilities in complex organisations. A text that, in some ways, chronicles the ‘state of health’ of environmental law in Italy. “I dedicated the manual to Professor Musco because he passed on the passion for this profession to me. My special thanks also go to Fabio Gabrielli, director of Zanichelli’s legal department, who, in 2020, believed in this publishing project and honoured me by writing for the same publisher as my teacher, with whom I trained”.





The difficulties faced by Hse functions are related to the interpretation of the technical criticality with the legal standard and, above all, with the interpretation of this by the judges

Professor Enrico Napoletano

giants such as Maersk Italia, for whom Studio Napoletano now provides comprehensive environmental, health, safety and compliance advice.

"Between articles delimiting obligations and prohibitions, the environmental code is characterised by numerous technical annexes that represent the heart of the matter and are composed of detailed technical rules ranging from the regulation of atmospheric emission and water discharge limits, to the

regulation of types of authorisation, to the management of waste and the reclamation of polluted sites. The difficulties faced by the Hse functions are precisely related to the interpretation of technical criticality in relation to the legal standard and, above all, in relation to the interpretation of this standard by the courts. To this must be added the periodic proliferation of guidelines or interpretative appeals from the Ministry, which certainly contribute to clarity, but also increase the heterogeneity and fragmentation of the rules to be referred to, leading to disorientation and increasing the risk of error. And that is where the role of the lawyer becomes crucial in helping the entrepreneur to find his way around and eventually solve the most varied problems". ■

# Integrated technological solutions

Aet Net, the Italian company at the service of top players

**A**et Net has been operating for several years in the field of integrated infrastructure design of DPCs and data centers with a particular focus in the telecommunications area.

Aet Net's in-depth and continuously updated knowledge of different types of materials, technologies on the market, and methodologies for building Ccd rooms and data centers, combined with the great wealth of experience gained over the years, place Aet Net among the main Italian players in infrastructure design services and in a leading position for site preparation activities, moving design of entire data centers, structured cabling, civil and industrial electrical/mechanical systems, video surveillance

and security, sensor and IoT. For services dedicated to data center infrastructure, the activities provided by Aet Net cover the entire implementation chain, from the process of product logistics to pre-staging, delivery to site preparation, and configuration of the equipment itself. Managing director Gian Luca Ricci points out that alongside these areas, which over time have constituted Aet Net's core business, the company in recent years has structured itself as a system integrator, capable of designing technological systems and coordinating and executing the related implementation activities.

This evolution has enabled Aet Net to fulfill not only the role of a simple supplier, but to become a true reference technology partner capable of enabling customers to make the most of and leverage their investments in Ict.

The signing, over time, of important partnerships with some of the world's leaders in technology solutions such as Dell, Huawei, Cisco, Hewlett Packard Enterprise, Brand Rex, Panduit, and Radware, the possession of Iso and Soatech certifications, and substantial resources devoted to training ensure that the company is also able to provide professional services ranging from global system support for all the major brands in the market to the provision of dedicated Guard Staff covering hardware and software operations as well as project management services. ■

**For data centre infrastructure services, the activities provided by Aet Net cover the entire implementation chain**



The management of Aet Net



The Copernico stable consortium team

# When service management is excellence

Copernico, the benchmark in Italy for facility management

**F**rom cleaning and sanitation services to logistics, from catering to hospitality, from portage to green area maintenance. The Copernico stable consortium, which has been in operation since 2017, manages a large number of outsourced services throughout the country and is the ideal partner for public and private entities. It is chaired by Fabiola Sabellico, who personally embodies the group's philosophy: attention and care for personnel and inclusion of all categories in their complexity. It is no coincidence that it is one of the few in Italy to boast female figures at the top of the various services and to have obtained Uni/Pdr 125:2022 certification on gender equality. "For us," explains the president, "this does not only mean giving men and women the same opportunities, but having an inclusive approach to all diversity, not just gender. But without falling into an ideological or extremist view. Every female figure in a responsible

role has a male figure at her side, which is essential for a harmonious integration of the different visions".

A feature that differentiates them from other competitors, in addition to their proven reliability and trustworthiness, is their streamlined and flexible nature. Its movements are fast and efficient.

A machine that, when it starts, proceeds swiftly towards the management, planning and execution of non-core services, without getting stuck in bureaucratic fetters or outdated execution methods. Many of Copernico's' energies and resources are invested in researching innovative methods in various fields. In short, the 10-member consortium manages to keep up with the times and the competition by constantly updating its process optimisation.

The aim is to offer the best professional and economic conditions as well as continuity of employment to the staff employed and to guarantee quality services to customers in order to establish a lasting partnership with them.

This is evidenced by the company's many certifications, all of which are listed on the website, in the areas of human resources, the environment, sustainability and workplace safety.

But above all, there is the trust of a customer portfolio of around Eur 30 million and the satisfaction of the approximately 2,000 people employed. ■





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Calligaris presenta la nuova **Capsule Collection**, che celebra il suo ritorno alle origini prestando un'attenzione impeccabile alle materie prime e con un design contemporaneo. Vieni a scoprire in anteprima i tavoli **Cartesio** e **Dogma** e le sedute **Holly Fab** e **Sweel** in uno dei nostri Store o nei Punti Vendita selezionati.



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# A region with an increasingly green future

Exports of chemicals, cars and food are increasing. Agribusiness and sustainability are among the strengths of the Molise system

**A** bright and gloomy picture for Molise in 2023, with slower growth compared to last year. In the first half of the year, according to Bankitalia/Unioncamere data, the increase in economic activity was 1.2%, in line with Italy and the Mezzogiorno, with a recovery in exports supported by chemical products.

In the industrial sector, investment spending is higher than planned, also thanks to Pnrr incentives; in the construction sector, after the strong growth of the previous two years, a slowdown is registered in the first eight months of 2023, although this is mitigated by incentives for the renovation of housing stock and investments by local authorities; in the tertiary sector, tourism shows an increase in the number of admissions in accommodation facilities, while trade is affected by the slowdown in consumption, which is being held back by inflation.

This dynamism is reflected in the data on the birth and death of enterprises, with a negative balance (-0.55%), contrary to the national

trend: at provincial level, the registered enterprises are predominantly located in the province of Campobasso (73.4%), with a marked decrease in traditional sectors such as commerce (-2.7%), agriculture (-2.9%) and manufacturing (-4.9%). 7%, agriculture (-2.9%) and manufacturing (-4.9%), with the exception of enterprises that fall under the Ateco code 'other manufacturing' (manufacture of jewellery, sports goods, games and toys, medical instruments and supplies) and repair, maintenance and installation of machinery and equipment. The automotive and Nca machinery and equipment manufacturing industries were stable. Between January and September



# Molise

COMMUNICATION PROJECT CREATED BY **GIANPAOLO MARETTO**

2023, the value of goods exported from Molise amounted to Eur 885 million (+18.3% compared to the same period in 2022). Imported goods also increased to Eur 708 million (+5.6%).

As far as the type of export is concerned, in first place with about 42% of the total are chemical products; followed by motor vehicles and their accessories (25%); foodstuffs and beverages (20%). With lower percentages the export of mineral fuels (7%) and the export of finished products classified according to raw material (4%).

Molise's main trading partners are the EU countries, followed by North America. Supply markets are dominated by East

Asian countries followed by European countries and Central and South America. The overall picture of Molise's economy reveals significant strengths of the regional system, which are important factors for the competitiveness of the territory, starting with the agri-food sector, one of the leading sectors of Molise's productive system, together with tourism, which is motivated by the extraordinary and varied natural environment of the region, the increased focus on environmental and social sustainability, also through the purchase of local food and wine products, all of which are essential elements of Molise's tourist offer. However, the element that represents the extraordinary added value of Molise in this phase of energy transition is undoubtedly the sensitivity of entrepreneurs to the issue of environmental sustainability, as demonstrated by the dynamism of initiatives in this field and the high percentage of companies investing in products and technologies with greater energy savings and/or lower environmental impact. ■

- Francesco Bellofatto -



From left to right Mario Di Carlo, Massimo Sterfetti and Domenico Farrocco

## Spatial regeneration, a region in the vanguard

Dm Consulting, new approaches in construction

Combining sustainability and development with a new approach to building: Dm Consulting of Isernia, a design and consultancy company with strong engineering, geological and architectural experience, steps in at all stages of construction, from design to execution.

"Our holistic approach and multidisciplinary skills", explains technical director Domenico Farrocco, "allow us to accompany customers throughout the entire project cycle, from

conception to construction and management. We also advise private individuals and public administrations on participating in calls for tenders in the NRRP and beyond". With 400 quality projects implemented in the fields of construction, soil protection, infrastructure, energy and environment, as well as sports facilities, the company integrates planning, design, construction management, technical assistance and engineering consulting.

"Our commitment to sustainable development and greener building", adds legal representative Mario Di Carlo, "has led us to be a strategic partner of Eni Plenitude, Eon, and Harley & Dickinson for the redevelopment of the national building stock". ■



## Smart designing and building

Rigen Consorzio and Dm consulting Srl, a network for urban regeneration

Dm Consulting is the operational arm of Rigen Consorzio, a network of 32 companies and professionals operating in Southern Italy, with solid experience in design, construction as well as building and energy redevelopment. "Rigen, born from the Superbonus consortium", explains president Massimo Sterpetti, "aims at a process of urban and social regeneration, combating land consumption in the name of sustainability and earthquake safety". The need to modernise infrastructure, to make places more 'habitable' and inclusive, has given rise to the conception of the urban area as a dynamic place that changes with time and social relations, to be rethought in its spaces and structures: new forms of living allow the community to reclaim regenerated areas, improving the quality of life and sense of community. The most important project implemented is 'Cappotto Mio' with the partnership of Eni Plenitude, to make buildings efficient and smart, putting the customer at the centre of every decision. Rigen and Dm Consulting are now working on NRRP and Superbonus 110% aimed at non-profit organisations and crater areas in the central Italian regions, to offer technical and administrative support for the implementation of interventions. ■



# Building and infrastructure, Molise goes green

Scarnata Costruzioni: circular economy and sustainability for efficient and safe buildings and infrastructure



From left to right Angelo Scarnata, director, with Domenico Scarnata, technical director

Since the mid-1950s, Scarnata has been a leading name in Molise for earth moving and the construction of roads, aqueducts and viaducts. Founded by Domenico in 1956, a true technological forerunner in this sector, with the introduction of excavators and mechanical shovels, in 1984 his son Angelo, just 20 years old, joined the company and expanded the business to the construction sector.

"I have always had a passion for this work", says Domenico Scarnata, the founder's grandson, who studied Civil Engineering and Architecture in L'Aquila but was interrupted by the earthquake. "To prove my determination, I opened my own VAT number at the age of 18, later merging it into Scarnata Costruzioni in 2003 and taking over my grandfather's business in public works".

After concentrating its activities in the private construction sector in the 1990s, the company now enters the contracting sector equipped with Soa certificates, Iso certifications and legality ratings, for participation in Nrrp tenders. Scarnata follows every aspect of the order, right from the design phase. "We are active in construction and infrastructure", Domenico Scarnata, the company's technical director, continues. "We have built schools and public buildings such as the Avis and Figc headquarters in

Campobasso; in the city we are working on the Tangenziale Nord (Northern Ring Road) and on the San Giovannello project, a new neighbourhood with 250 dwellings". Today, Scarnata Costruzioni also participates in orders outside Molise as a qualified partner of more structured companies, providing the expertise of a dynamic staff with surveyor Nicola Iannone (construction site manager) and Claudia Codipietro, who takes care of administrative management. "In recent years we have invested heavily in technology", adds Domenico Scarnata, "aiming at urban redevelopment based on buildings with high energy efficiency and low environmental impact, also with home automation elements based on customer requirements". The company's commitment to the circular economy goes in this direction, combining the demolition and excavation sector with a modern system of recycling and reuse of materials in the construction of roads, car parks, drainage and industrial flooring. "With the same values passed on by my grandfather, loyalty and passion for the job", Domenico Scarnata concludes, "we are always ready to give our customers an innovative product, especially earthquake-proof and in line with the legal provisions on energy". ■

**Nowadays, Scarnata Costruzioni also participates in orders outside Molise as a qualified partner of more structured companies, providing the expertise of a dynamic staff**





Liberato Paolucci, director of Coltellerie Paolucci

# Coltellerie, three centuries of craftsmanship made in Italy

The Paolucci family has been combining tradition and modernisation for professional and collector's knives since 1791

This is a beautiful story of Italian values and craftsmanship, that of the Paolucci family, active since 1791 in Frosolone (Isernia). The story is told by Liberato, director of Coltellerie Paolucci, who has gained from his father and grandfather not only the experience in the production of scissors and knives, but also the story of this profession, accompanying it with documentation and machines that can be seen in the company museum. "In Frosolone, known for its craftsmanship of knives and agricultural tools, knives and scissors were made by hand", explains Liberato Paolucci, "thanks to the waters of the waterfall that turned the grinding wheels". With the second industrial revolution, the two power stations operating in the area in the second half of the 19th century provided a total output of 100 kW each. And this was a brake on business growth, as at the time the Centre-North absorbed 71% of the electricity

produced in Italy. With Enel's national electricity grid in 1962, there was energy to organise the workshops' equipment, but young people were leaving, attracted by the 'Italian miracle'. It was also a dilemma for the Paolucci brothers, Felice, Liberato and Saverio, who decided to stay, betting everything on modernisation to evolve the craft. The activity, first carried out in the form of a workshop, evolved when in 1970 the Paolucci Geremia e Figli joint-stock company was established, and in 1991, after Geremia's death, it changed its name to Coltellerie Paolucci, with the whole family involved, including Liberato (director for 53 years) and partners Saverio (sales manager) and Antonio, with grandchildren Assunta, Geremia, Michele, Maria Assunta, Marianna and Mauro. The company has always closed its financial statements with a profit, focusing on mechanisation and customer loyalty. "We focus on quality and made in Italy to establish our brand", adds Liberato Paolucci, "We are very well known in Italy and abroad in the Horeca, housewares, hardware, and agriculture sectors, with professional and collectors' products, such as the Frosolone pocket knife". This is a varied range of professional knives, with great attention to detail, guaranteeing a perfect and safe cut. The secret lies in maintaining elasticity and sharpness. "I believe in a modern, evolved craftsman, who represents one of the main pillars of the production system", concludes Liberato Paolucci. "Ours are unique, precious products, born from the family's great passion for this work". ■



# A pact for the relaunch of agrifood

A new pact for regional development was proposed by the participants of a conference held in Poggio Sannita, in the province of Isernia, which was attended by Molise's food sector companies, and organised by Fiesa Confesercenti Abruzzo and Molise. The participants' proposal was to address the changes taking place in the global food market with a shared strategy that takes into account the role of digitalisation

and sustainability, while enhancing local traditions and typical products. Shared strategy that passes through the idea of a pact of cooperation between business, institutions and academia. Considering that, as we read on the Fiesa website, the food sector for the Molise economy accounts for more than 20% of Gdp, a figure far higher than the weight on a national scale. ■

- Paola Cacace -

# Priorities for development: the Molise White Paper

Spina, Chamber of Commerce: “Innovative infrastructure and services to connect us to international markets”

“Any infrastructure investment - the lack of which already threatens to penalise the Molise region within the single SEZ - requires large sums of money and effects not in the short term. The commitment required of regional and national decision-makers is to focus on other elements that can make the region attractive: the simplification and speeding up of bureaucratic procedures, along the lines of what has already been done with the Suap platform for the Molise region, created by Cciaa Molise and the Molise Region; the values of the region's identity, such as territorial safety and quality of life”. These are the considerations emerging from the activities carried out by the Molise Chamber of Commerce, as president Paolo Spina points out. “These are issues on which we demand a clear commitment from the regional and national authorities to invest in the modernisation and expansion of existing infrastructure and to develop new infrastructure”.

Infrastructure for development: this is the priority to which the Chamber of Commerce of Molise is committed, through analyses, intervention hypotheses and operational contributions to the development of tangible and intangible networks.. The provision of infrastructure is not only a fundamental aspect for the strengthening and development of the business fabric, because it facilitates its productive activity, but also a stimulus for the establishment of new companies.

In its White Paper on Infrastructure, the Chamber of Commerce of Molise has identified 12 priorities, which have also been assessed in terms of their feasibility, financial sustainability and implementation in the short term, highlighting the most urgent works to restore competitiveness.. “The previous edition of the White Paper provided fundamental insights into the three fundamental macro-objectives expressed by the business world: guaranteeing the accessibility of central Molise, connecting it to national and international markets, and promoting new mobility paradigms”, emphasises Paolo Spina, president of the Molise Chamber of Commerce.

“All of this prompted us to launch a study on the road and rail accessibility of Molise's production poles, considering it a necessary condition for attracting businesses and investments”.

Molisesystem is designed by three consortia: Basso Molise in Termoli, with the port and the interconnection to the Adriatic ridge; Venafrò, with the motorway 15 minutes away; the inland pole of Campobasso-Boiano, on which the infrastructural connections must be concentrated. For the Chamber of Commerce, the analysis of the accessibility of production clusters is also the starting point for defining the region's role in the



Paolo Spina, president of the Molise Chamber of Commerce

perspective of the Single Economic Zone for the South, which, according to president Spina, risks making the less performing regions unattractive: “The lack of efficient infrastructures, the scarcity of public services, energy networks and connectivity can translate into increased costs and slower development times for Molise, undermining our added values of territorial security and quality of life”, Spina concludes. ■

# Safety, solutions and products ahead of the game

## Mondolavoro focuses on accident prevention automation with Ppe management

**M**ondolavoro is stepping up for prevention and safety in the workplace: founded in 1998 in Campobasso to supply accident-prevention clothing, today the company offers the dynamic productive fabric of Molise and neighbouring areas, fire-fighting services, with remote monitoring of control units, and training courses, particularly for first aid. "In 25 years of activity, we have evolved and specialised in the field of prevention and safety in the workplace", emphasises Mirko Di Toro, administrator and co-founder of Mondolavoro with Massimiliano Marino. "Since 2008 we have been part of the Sicurnet fire-fighting circuit, in 2012 we obtained Iso 9001 certification for personnel training, and since 2016 with Rina and Icim certifications we have given a guarantee for maintenance and fire-fighting equipment".

The integrated safety service that Mondolavoro provides allows companies to always be in compliance with Ppe and constantly updated regulations for raising standards and protecting the health of employees.

Mondolavoro offers an innovative automation and order control system that guarantees savings on consumption and device management of up to 30%: "Mai senza

Dpi" only provides products to personnel using contactless badges. "The security manager", explains Massimiliano Marino, "can limit consumption and withdrawal authorisations according to the need of each employee". Integrated systems with e-commerce, discounting for industries: Mondolavoro strengthens its network with flexibility, reliability and customer empathy: "We guarantee a streamlined handling of requests", adds Marino, "with problem solving for non-standard cases". Mondolavoro provides training in the construction sector, thanks to an agreement with Edilcassa Molise, and has an in-house workshop for customising clothing and large-format signage. "With comfortable, high-performance and less impactful devices", concludes Mirko Di Toro, "Mondolavoro today wants to cooperate more and more in improving safety, an increasingly central element for companies and workers". ■

25  
years



From left to right Massimiliano Marino and Mirko Di Toro



## Freelancers on the rise

**A** region that goes full professionalism. In a rapidly changing economic landscape, it is interesting to note that Molise, according to the latest estimates, is the region with the largest growth in VAT numbers.

According to data from the Cgia of Mestre, after a predictable slowdown during the pandemic period, the region saw its VAT numbers grow by 8.4% in 2023 compared to the previous year.

Of course, compared to the pre-Covid period, there is still

a shortage of self-employed persons, but it should be emphasised that in one year 2,400 professionals were "born", especially among digital consultants, computer scientists and web designers, and in general, and this makes one think, the professions without "register" while the more "classic" ones are in decline.

This detail hints at how the world of work is changing. Also, undeniably, the self-employed. ■

- Paola Cacace -



# Environmental restoration, commitment to development

Idresia Infrastrutture: for half a century expertise and technology in water infrastructure and hydro-geological interventions

**W**ater, a precious primary resource, but also a risk factor for spatial planning. The Cimorelli family is well aware of this, and with Idresia Infrastrutture in Montaquila, a Molise town in the Volturno Valley, they are putting their many years of experience in the sector at the service of safety and development. Founded in 1968 by Cosmo for river works, with his sons Antonio and Giovanni it has seen the construction sector develop. Today, with the third generation - Federico and Gianmarco (lawyers, Giovanni's sons) and Cosmo (Antonio's son, engineer and technical manager) - Idresia Infrastrutture, a spin-off of Costruzioni Generali Cimorelli Spa, offers high-quality services in the field of public works. The Cimorelli family is also involved in real estate through Gant Partners. "We specialise in environmental restoration, hydro-geological interventions, maritime works and water infrastructures", explains Federico Cimorelli, director of Idresia. The work is varied, ranging from aqueducts and sewers to building consolidation, river and marine works, roads, bridges and viaducts, hydraulic engineering and land reclamation. Equipped with Soa certification and quality, safety and sustainability management systems, Idresia operates throughout Italy: among its most recent environmental restoration

works is the restoration of the Mure Ciclopiche in the WWF Astroni Oasis in the Campi Flegrei, an area of particular naturalistic value and high seismic risk. "In order to respond to the constant attention of the state and local authorities on hydro-geological planning", continues Federico Cimorelli, "we specialise in environmental protection and landslide prevention, using techniques and materials that comply with the latest tendering procedures. Protecting mountain villages, coastlines, river basins and areas of high naturalistic value means guaranteeing safety for inhabitants and tourists, offering opportunities for socio-economic development". For Cimorelli, this work represents a commitment to protecting the territory, even in times of emergency, as in the case of the tragic earthquake in San Giuliano di Puglia, when urgent safety measures had to be taken to rebuild roads and infrastructure. Equipped with innovative equipment such as drill rigs and machinery to build piles and micropiles, Idresia can count on a dynamic and highly specialised team to propose analyses and solutions even in very impervious situations. ■

**Our work ranges from aqueducts and sewers to building consolidation, river and marine works, roads, bridges and viaducts.**



Federico Cimorelli, director of Idresia Infrastrutture

# An economy within reach of the Gigafactory

Expectations are growing for the construction of the Termoli hub that aims to make Italy and Europe more competitive in the production of batteries for electric vehicles

In an increasingly tech-savvy world that also aims to be more sustainable, the new frontier of the economy is that of the Gigafactory. This is the context in which the announced Gigafactory project in Termoli fits, a strategic investment that will allow us to meet the growing demand for high-performance and sustainable batteries for electric vehicles and, who knows, re-launch the Molise, and Italian, economy, starting with employment opportunities. On the other hand, Acc's Gigafactory in Termoli, a reality born from the initiative undertaken in 2020 by Stellantis and Total Energies (with its sister company Saft) joined by Mercedes-Benz, represents an investment of more than Eur 2 billion: at least 1,800 employees are expected in 2030 and production is scheduled to start in 2026.

Among other things, Acc recently announced a capital raising of Eur 4.4 billion, which increases the total financing for the construction of the three Gigafactories for the production, research and development of lithium-ion battery cells in France, Germany and Italy.

"For the success of this project and for the benefit of the industrial fabric of the local area", said Antonio Cuccuini, Acc's Human Resources Director in Italy, "it will also be necessary to attract new professional figures with high and specific profiles of competence and previous experience in the sector to be employed, for example, in the research and development activities that will be carried out in our Termoli laboratories.

Ultimately, Acc's goal is to develop and produce battery cells and modules for electric vehicles with a focus on safety, performance and competitiveness, while ensuring the highest level of quality and the smallest carbon footprint. All this will make Europe more competitive, thanks not only to the Termoli Gigafactory of course, but also the French one (which saw the start of production of Stellantis in December 2023) and the German one that is under construction like the one in Molise. ■

- Paola Cacace -



The Acc Gigafactory site in France



Skypool

# After the success in Molise they are aiming for a repeat in Abruzzo

The next goal of the Fonte del Benessere Resort in Castelpetroso is the opening in December of the new facility in Rivisondoli

**T**he soul feeds on beauty, meanwhile mind and body travel together towards wellbeing. Indeed, since the Latin expression “mens sana in corpore sano” (a sound mind in a sound body) is almost a philosophy with a scientific basis, which Fonte del Benessere Resort in Castelpetroso has made its own, to launch, build, and root what has become over the years an Italian excellence in the wellness world. A pearl set in the heart of an uncontaminated region like Molise, ready to replicate its experience in Abruzzo: in Rivisondoli, a well-known tourist resort, as of December 2024. The resort is set in a naturalistic area surrounded by the majestic Basilica dell'Addolorata di Castelpetroso. A wellness centre with a medical spa is available for guests to provide personalised medical advice with programmes aimed at ensuring psychophysical well-being. The Marzapane restaurant, within the resort, serves refined and creative cuisine while

respecting the local culinary tradition. The cosy and elegant wellness suites with private in-house spa offer moments of absolute relaxation. Fonte del Benessere Resort in Castelpetroso is the ideal place to regenerate body and soul.

Wellness practitioners take care of not only the outer appearance, but also the inner well-being.

Yet what are the special features of a resort that constantly boasts full bookings? “Every moment spent is a unique sensory experience”, explains Fonte del Benessere Resort director Denny Berardinelli. “Guests choose our resort to immerse themselves in a world of well-being far from the hectic pace of everyday life”.

The new structure being completed in Rivisondoli - a well-known tourist destination for winter and summer sports and nature excursions - will be “an innovative resort”, Berardinelli emphasises, “technologically advanced, environmentally sustainable and with luxury finishes, where everything is designed to make every stay unique. It will have an exclusive panoramic spa with an evocative view of Monte Pratello that will provide moments of pure wellbeing. The suites, with a panoramic terrace, will be furnished with fine materials and upholstery to ensure maximum comfort during your stay. An indoor and outdoor pool with various water features will make the sensory experience even more enjoyable. Our leitmotiv is “we relax your mind and excite your heart”, and that is what we try to provide for our guests every day”. ■



# Sicily

COMMUNICATION PROJECT CREATED BY **STEFANO CORPINA**



## A more competitive Sicily involves training and infrastructure

Giuseppe Pullara, Conflavoro Pmi: “The potential is there but investment and professionalism are needed to grow”

Improving infrastructure and training young people in new professional skills by working in synergy with companies. These must be the priorities for Sicily to improve employment figures, helping companies and workers to find common ground. Engineer Giuseppe Pullara, president of Conflavoro Pmi Sicilia and national vice-president, says this. “The region has strong infrastructural problems, the connections between the cities are poor, just think of the condition of our motorways”, says Pullara. “Moreover, bureaucracy in Sicily makes us face biblical times, we need to streamline these processes if we want rapid growth that will allow us to keep up with the rest of the country”. For Pullara, we also need greater capacity to access credit and better skills in how to use European funds, while at the same time reducing the tax burden. “Contrary to popular belief, there is work in Sicily, yet in the last ten

years some 190,000 young people have left the region in search of often modest jobs. These are resources that are leaving, causing turnover to drop, yet there is a solution: training migrants, who are a great resource, in order not to lose our previous knowledge and at the same time improve the skills of our young people. In fact, companies turn to our association asking for specialised personnel who are often absent from the territory, so we must anticipate what the needs of companies might be and work in this direction. Conflavoro is working to gather information



Giuseppe Pullara, president of Conflavoro Pmi Sicilia and national vice-president

and understand what the demands of local companies are, trying to convey these demands to the institutions to enable them to put in place training that is useful to workers in their search for employment. We must listen to companies and put them at the centre of our economy”.

Tourism is certainly one of the key sectors. “We have a heritage that no other land possesses, both in terms of culture and landscape. Sicily is the third region in Italy for tourism, we have had an increase of 8% this past year, but imperfect management puts us at a

disadvantage. Institutions and companies must work together so that we can implement all the strategies that can enable us to improve, especially for those small and medium-sized enterprises that are the driving force behind the Italian and regional economy”. Yet this is not enough. Agriculture is in fact another fundamental sector for Sicily, as Pullara argues, despite the advancing desertification, the problems caused by summer fires and a not very large agricultural area.

“We need to diversify crops, invest in technology and make production more efficient. There are opportunities for farmers, it is necessary for the region to be supportive of producers and to guarantee their quality certification on the market in order to fight competition, especially unfair competition”, concludes the president of Conflavoro. ■

- Davide La Cara -



The management of Mmp

# Specialised engineering that makes the difference

Mmp - Maintenance, Assembly and Programming: always one step ahead in the name of quality, reliability and high specialisation

“**Y**ou never arrive until you set new goals and it is these that allow you to always surpass yourself”.

These words, written on an elegant panel on the wall of the meeting room at Mmp Srl, sum up the vision of Salvatore Nicolosi, founder of the company based in Priolo Gargallo, in the province of Syracuse, which specialises in the construction, assembly and maintenance of industrial plants in the oil and gas, energy and chemical sectors in Italy and abroad. And the company has achieved quite a few milestones in the 20 years since it was founded.

In 2003 Nicolosi decided to set up his own company, driven by great ambition and foresight, and backed by a wealth of experience in the engineering field, as a director of industrial plant construction in Italy, Arab countries and Europe, managing up to 1,200 people. Joining him in what at first seemed to be an adventure full of unknowns

- but which has so far proved to be a winning bet - were engineers Luigi Burgio and Orazio Valenti, who also came from the same sector, albeit in different roles, and who became the pillars of the company as general manager and commercial director respectively. Management over the years has been enriched by the presence of Nicolosi's sons: Andrea Nicolosi, who took over as sole director from his father Salvatore in 2020,





who still remains as guide and supervisor, and Marco Nicolosi as construction manager.

Managerial and technical expertise, highly specialised staff and a constant commitment to innovation, using the latest equipment and instruments, have enabled the company to consolidate its position in the market and become a reference point in the sector. Priolo's portfolio is enriched by a long and prestigious list of prestigious customers: from historical customers such as the Milazzo and Falconara refineries, where it has been working since 2004, to the most important companies of the Priolo Gargallo petrochemical cluster. And again a major project for the Tempa Rossa Oil Centre in Basilicata, to name but a few.

Continuing to expand, the company has also established itself in Europe, winning major contracts in several countries: Poland, Romania, Sweden, Germany, Bulgaria, Denmark and the Netherlands. "The company has succeeded in conquering increasingly important national and international markets", says Ceo Andrea Nicolosi. From the first contracts, which were mainly subcontracted, our ability to guarantee the highest levels of safety, quality and productivity has attracted the interest of prestigious partners who have entrusted us with the most complex projects as general contractor. A role that certainly represents the great reliability of our company today".

Mmp currently has around 140 permanent employees, but has peaked at 600 direct employees, depending on the project. At the headquarters in Priolo Gargallo, there is a large office building, two large workshops for prefabrication and an impressive fleet

## ■ ■ ■ CHALLENGES OF THE FUTURE

The year 2024 opens with another important milestone for Mmp: the construction of a new plant in the Netherlands, at a refinery in Rotterdam. It is a project that the company's managers have been working on for a long time, about a year and a half, but which could lead to the acquisition of other important contracts. "This is a moment of great opportunity," says Andrea Nicolosi, "we have won contracts worth around Eur 56 million and the project in the Netherlands is certainly a commitment we are proud of, given that we have been chosen by an engineering company that is among the top ten in the world for designing industrial plants".

of vehicles for completely autonomous site management. In order to guarantee the safety, environmental protection and quality of its machining processes, the company has obtained not only the main certifications required by national regulations, but also, in view of the large number of orders it receives from abroad, the Vca certification valid throughout Europe.

With a view to increasing growth and exceeding targets, the company's founder added other specialised activities to the core business: scaffolding erection, assisted clamping, on-site mechanical machining and tank construction and assembly. "The expansion of our range of services", explains Andrea Nicolosi, "stems from the certainty of being able to offer our clients a management team that is always present, and a highly specialised technical staff, which our clients say is among the most qualified on the Italian and European market". "We therefore consider it essential to continuously invest in our human resources", he adds, "training them according to our standards. We put a lot of emphasis on young people, especially those in our area, with the intention of contributing to its growth and well-being, as our father taught us, because of the strong bond that binds Mmp to the places where it was born, and where it continues to operate in order to always look beyond". ■

With a view to increasing growth and exceeding targets - in the spirit of the founder - other specialised activities have been added to the core business: scaffolding erection, assisted clamping, on-site mechanical machining, tank construction and assembly.



# Cutting-edge, turnkey construction

Ecoin: a textbook management model, from logistics to infrastructure, that increases consensus and profitability

**G**aetano Caruso, Ceo of Ecoin Spa, at the head of an entrepreneurial group that today represents Italian excellence in the construction sector, proudly recalls his beginnings as a young, curious construction worker with a strong desire to learn. Founded in 2007 in Catania, Ecoin is the flagship company of the group, which over time has specialised in the construction of buildings for large-scale distribution, Do and transport logistics. These sectors have grown considerably in recent years in eastern Sicily and in the Catania area, with the presence of important national and international players who, in most cases, have entrusted Ecoin with the construction of their logistics bases in the Catania industrial area.

"We realised", explains engineer Caruso, "the great potential for development in this area and we were ready with solutions designed to satisfy even the most demanding clients, offering them state-of-the-art technical solutions, adherence to deadlines, and the turnkey delivery of state-of-the-art logistics platforms". This successful approach stems from a formidable business model that allows the company to directly manage all phases of the real estate construction process, through the group's other two companies; Hub Services Spa, a real estate company that deals with the purchase of building areas to construct real estate complexes intended

for sale and to bring in income from the buildings constructed and not intended for sale, and Hub Cem Augusta Spa Import & Export. The latter has the concession in the port of Augusta, for the construction of silos and other support facilities, for the import of cement, storage and sale also to third parties. Ecoin also owns quarries that ensure the extraction of construction materials, systems for prefabrication, and state-of-the-art machinery and equipment. This winning model certainly puts the group a step ahead also in the public works sector, which, like private construction in Sicily, is experiencing a moment of great ferment, given the huge investments planned for the coming years for the realisation of major public works in the region.

"Large national companies", says the Ceo Caruso, "have shown considerable interest in the contracts already awarded and to be tendered, obviously as a Sicilian I am happy about this and as an entrepreneur in the sector I believe it is an important opportunity to be seized. The companies that will be awarded these jobs", he adds, "will want to make use of local companies with important know-how, equipped with state-of-the-art facilities and machinery, and highly specialised staff. Our group is already able to offer all this, and for some years now we have been working to implement our resources and means in view of these new important opportunities offered by the market".

Indeed, the company already has in place an extensive programme plan that aims on the one hand to strengthen the core business related to the construction of buildings for logistics and industrial activities, and on the other hand to

## ■ ■ ■ UNSTOPPABLE GROWTH

It is estimated that the Group's production value for the current year will amount to approximately Eur 160 million, with subsequent year-on-year growth of approximately 25% per year compared to the previous year's value. These important numbers are also corroborated by a recent ranking of the top 100 Italian construction companies, drawn up by a specialised magazine, according to which Ecoin Spa is in the top positions in terms of profitability indexes. Thus, this unstoppable path confirms the success of the company's organisational model, which is also looking to the future through the generational change that was initiated with the inclusion in the group of the young Salvatore Caruso, Gaetano Caruso's son, with the role of sole director of Hub Cem Augusta Spa - Import & Export.



Gaetano Caruso, Ceo of Ecoin Spa

diversify with the production of goods used in public works and the availability of subcontracting.

An important contract was recently signed with Anas for the supply of traffic barriers.

Also with a view to the implementation of the core business, two new plants are planned: one for the production of bituminous conglomerates, and one for the production of cement conglomerates, both of which will be used in-house and for sales to third parties.

Also planned is the expansion of the cement storage silos, by Hub Cem Augusta Spa - Import & Export, to triple operational capacity and turnover over the next four years. ■

**The company already has a substantial programme in place that aims to strengthen the core business relating to the construction of buildings for warehouses intended for logistics and industrial activities**





An innovative plant will sort the components of old photovoltaic panels for 100% material recovery

Salvatore Pulvirenti, sole director of Contea

# Turning waste into a resource and creating green awareness

This is Contea's mission: experience and sensitivity in environmental services

“No right-minded person disputes the need to reduce uncontrolled waste, to combat the planned obsolescence of equipment and to recycle waste that cannot be directly reused. The aphorism of the French economist and philosopher Serge Latouche, the theorist of degrowth, matches the idea of sustainability that we breathe at Contea Srl. The company, located in Misterbianco (Catania), 20 thousand square metres at the foot of Mount Etna, has been working in the environmental services sector since 2006 and, under the expert guidance of sole director Salvatore Pulvirenti, will come of age in 2024. With its administrative team and 50 employees, trained and united as a family, it does not want to stop growing and setting itself new and ambitious goals. Established as a waste recovery platform for both the public and private sectors, it sorts and sends waste to the supply chain consortia, but firmly believes in the recycling policy and in creating an ecological awareness among people, especially young people.

“It is not easy to communicate the experience of our work, even though it is challenging and crucial,” says Salvatore Pulvirenti, “in order to understand the path to be followed in the coming years, it must be translated into the daily life of each individual. We aim to give a second

life to what is thought to have none, and I am referring to waste fuel for example, but the new frontier is photovoltaics”.

“We are creating a plant that, when the old photovoltaic panels are dismantled, will sort the individual components to achieve 100% material recovery, some of which are even valuable such as silicon. Only by working with an eye to the future can this vision be transferred to the new generations,” confirms Pulvirenti. There are several inputs that Contea wants to launch by activating projects with schools and municipalities that want to support it in spreading this message. The aspect of play for children or creative and artistic recycling for teenagers are the keys to open minds, as Andy Warhol used to say: “I believe that having the Earth and not spoiling it is the most beautiful form of art one could wish for”. ■

# Technological installations serving industry

Lamael Impianti is a leader in industrial electrical plant engineering and takes care of the electrical and instrumental maintenance of the island's thermal power plants



Giuseppe Maio with his son Andrea at the head of Lamael Impianti

It is the ideal solution, the hub of excellence selected every day by international companies operating all over the world. A point of reference for more than forty years, it has been involved in the maintenance of thermoelectric power plants, the construction of power lines and distribution systems serving electricity producers and distributors. It also carries out lighting, telecommunications and renewable energy installations. It makes reliability, safety and sustainability its spearheads. The company has a structure that also enables it to design the works that it will later carry out. One example is the construction of the spelt towers of the Milazzo stadium. And it is

precisely in Milazzo that Lamael Impianti Srl has its headquarters.

Over the past year and a half, sole director Giuseppe Maio has pulled off one of his 'latest coups': persuading his son Andrea, a mechanical engineer, to join the company. This started a process of restructuring the technical department, the aim of which is to improve and expand the range of services offered to customers. "Right now, we do a lot of electrical and instrumental maintenance in power plants", Andrea Maio tells us. "We do this in the Aeolian Islands, in San Filippo del Mela and in other areas of the island. We also carried out all the electrical and instrumentation work for a small turbogas plant here in Giammoro, in partnership with the engineering firm responsible for the project. But we work constantly in every part of Sicily and, if necessary, we have the organisation to operate outside the regional borders as well"

"We started out in 1980 making civil installations, then we grew to work for public bodies and other companies", Giuseppe Maio emphasises. "Today, with over 40 employees, we offer a b2b service dealing with the design, implementation and maintenance of medium and low voltage electrical systems and instrument systems. Lately we have been exploring the field of industrial plant revamping and energy efficiency". And it is precisely the continuous improvement of the sustainability of its activities that is a fundamental part of Lamael's policies. Environmental protection is a top priority for the company, and the new headquarters will also be built to the highest energy standards. ■

# Qualified and specialised personnel: is now possible

Thanks to the expertise of WeWorkEur Employment Agency, companies now have a partner able to search and select highly specialised and trained human resources

**T**hey employ the best welders, pipefitters, mechanics, electricians and carpenters available on the market. Their training academy creates the technicians of the future: they are educated in the classroom and trained directly in the field. They are those of WeWorkEur, an employment agency able to respond in a personalised way to each and every one of its clients' projects, ready to manage the workforce for the most important Nrrp plants in Sicily.

The agency has its registered office in Bucharest, but its headquarters are in Syracuse. Here, the founder Giuseppe Valeriano, together with his son Gianluca and a competent team, runs a successful company that is able to operate in Italy, Europe and the rest of the world, providing its customers with the best human resources.

"WeWorkEur is a brand of Workplace Employer Srl, already known in the corporate world", says Giuseppe Valeriano, Ceo, "we have important technical and commercial experience, coming from the industrial and civil engineering sector, where I have worked for over twenty years". Specialised mainly in the oil and gas sector, WeWorkEur is now turning its attention to photovoltaics, where it is already active in the Catania region with

leading companies in the electricity and renewable energy sectors.. The agency's recruiters use both the classic interview method and the innovative method, which distinguishes the agency in selecting the best human resources.

"We guarantee a rigorous selection process, ensuring the quality of the human resources provided," adds Gianluca Valeriano, Cfo. "We can administer personnel throughout Italy and the world and thus support companies. We offer a customised service for each company and, if the staff has technical gaps, we intervene with targeted training". The WeWorkEur academy, accredited by the Sicilian Region, has trained and retrained a significant number of human resources in the space of a few months, and increased new ones. "Our academy is primarily aimed at those who want to train, specialise and show that they can learn a profession by putting in the effort and passion", concludes Gianluca Valeriano, Cfo. "To entrepreneurs, as businessmen, we would like to say don't be afraid of the labour market: we are here for that". ■

**WeWorkEur employment agency partners with companies looking for specialised, trained staff and more**



Gianluca Valeriano, Cfo of WeWorkEur



# Integrated design that enhances the quality of life

Emmequadro Ingegneri: quality and reliability from the idea to the finished product



**Antonio and Giorgia Munafò,**  
owners of Emmequadro Ingegneri Srl

**T**he realisation of a work is but the last, and fundamental, stretch of a journey that from idea to design improves the quality of life for end users, in terms of liveability and aesthetics, thanks to professionals who bring passion, creativity and empathy in addition to technical expertise. Emmequadro Ingegneri Srl, founded in 2012, has built its professional strength on this approach. It specialises in engineering, architectural and plant design services for public and private buildings in Italy and abroad.

At the head of the company are the siblings Antonio and Giorgia Munafò, both engineers, visionaries, cosmopolitans, but who also live deeply in their local area with a commitment to social and sports activities.

The headquarters is a beautiful studio, located in Sant'Agata Li Battiati, a short distance from Catania. In the elegant and

well-maintained premises that accommodate multiple architectural and design choices, a group of highly qualified and highly motivated professionals work as a team for personal and company growth. "We have several years' experience in the public works sector", says engineer Antonio Munafò, "in the design and refurbishment of schools, hospitals, sports facilities, ecological islands, but also in the restoration of historical and religious buildings. "Over time, we have grown", he continues, "and thanks to the versatility of our team, we have landed abroad with urbanisation works, energy efficiency, and the design of ministerial buildings and private housing".

With the Ecobonus in 2020, the company seizes a further opportunity for growth and consolidation. The core business moved into the private sector with the energy efficiency of more than 80 apartment buildings in Italy to date. "We have chosen to collaborate", emphasises engineer Munafò, "with prestigious partners who enable us to meet the client's needs across the board and to make a further leap forward in quality and reliability".

Emmequadro Ingegneri carries out its own projects or commissions them to external companies, most recently to Emme. I Costruzioni - a company strongly promoted by engineer Giorgia Munafò - specialises in the construction of residential, commercial and industrial buildings and is also structured for the future construction of public works such as roads, bridges, schools and hospitals. "I have always considered the building site to be a special place", says engineer Giorgia Munafò, "the construction of a work is a dream come true and a great act of trust". ■



**The team**



  
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# Salerno

COMMUNICATION PROJECT CREATED BY **GIANPAOLO MARETTO**

## Agribusiness and tourism drive growth

Prete, Salerno Chamber of Commerce and national Unioncamere: “Encouraging forecasts for 2024. With Agrifood Future we anticipate future food scenarios”

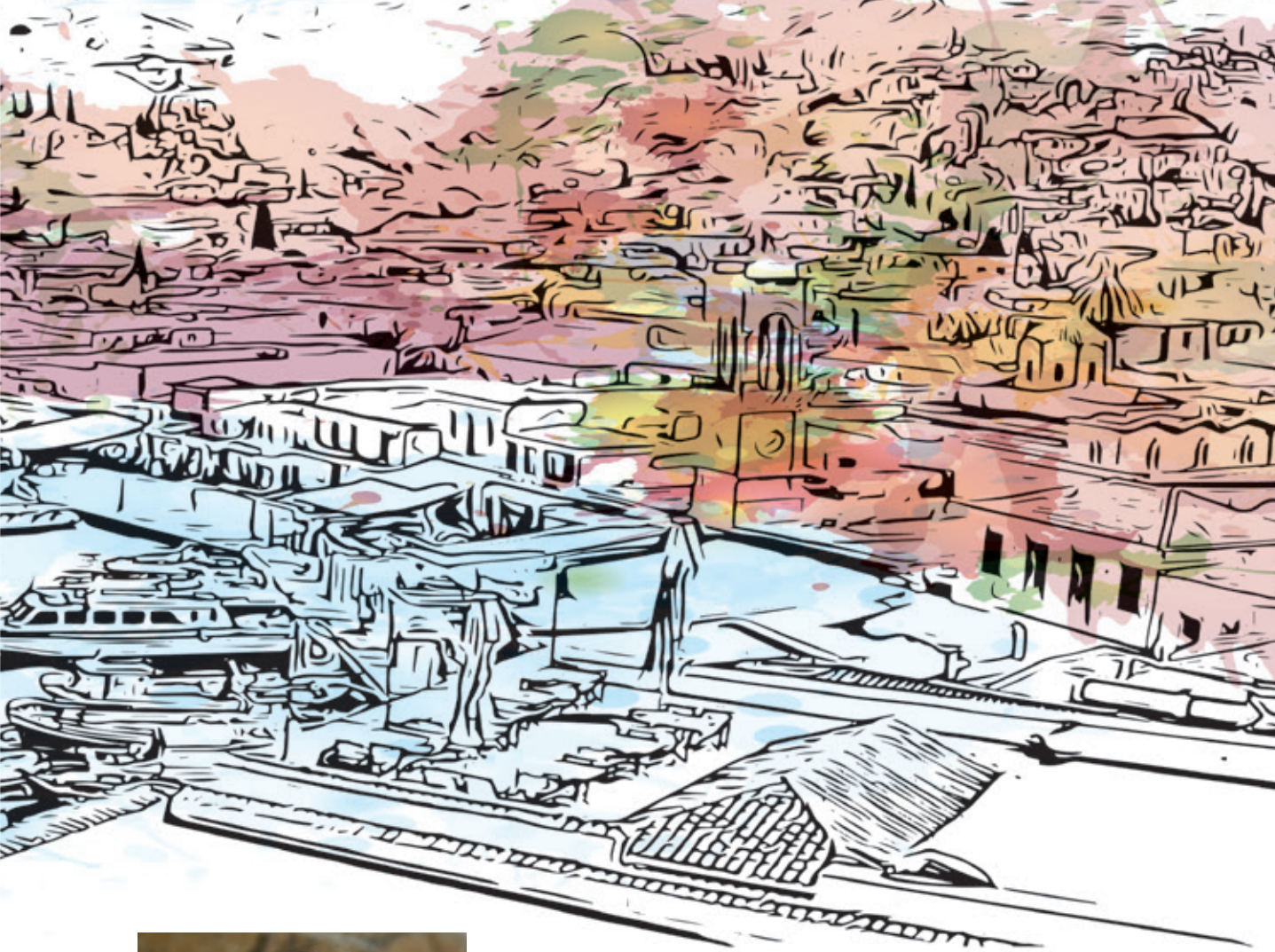
**T**he province of Salerno, one of the largest in Italy, registers over 120,000 companies, mostly small, with peaks of excellence in tourism and agri-food.

In the wake of the post-pandemic recovery, by the third quarter of 2023 there were around 15 thousand active enterprises in the tourism sector in the Salerno area, up by 1.9 per cent compared to 2022, with over 44 thousand employees. The Italian component of the tourist flow accounts for just over half of the total (55%) while, among foreigners, there is a prevalence of Western tourists, especially from North America (19%). Among the reasons for staying in Salerno, the Amalfi Coast, Paestum and the Cilento area, there is above all culture (29.9%), followed by nature and swimming (26.9%), food and wine (21.5%), shopping for typical products and a balanced quality-price ratio, with a very high satisfaction

rating (87%). Cruise traffic is also on the rise, with over 94,000 movements in 2024, an increase of 49% over the previous year.

“Forecasts for 2024 are more than encouraging”, emphasises Andrea Prete, president of the Salerno Chamber of Commerce and national Unioncamere, “driven above all by the opening of the Salerno-Costa d’Amalfi Airport, which, with management entrusted to Gesac and major investments, is finally ready to welcome scheduled flights, including international ones, from July”. Among the most relevant sectors of





**Andrea Prete, president of the Salerno Chamber of Commerce and national Unioncamere**

the territory's manufacturing industries, agro-foods puts Salerno in sixth place among Italian provinces for exports, which becomes first if we consider only Central and Southern Italy. The incidence of agro-foods in the provincial economic fabric, in terms of turnover, is three times that of the national average: in Salerno it is 10.4% while in Italy it stands at 3.5%. A similar consideration applies

to productivity, i.e. the turnover per employee in the food industry: if the index number of the overall economy is 100, the agro-food industry in Salerno is 212 while in Italy it is 179. Salerno has as many as 16 PDO and PGI products. Starting from these numbers, the Salerno Chamber of Commerce has created Agrifood Future, a project dedicated to food analysed in its various aspects such as innovation, nutrition, health, sustainability, tourism, culture, economy and markets.

The first edition saw the participation of institutional representatives, scholars and experts, representatives of the associations of the production categories, entrepreneurs of the major agricultural and industrial groups, of the large-scale retail trade and logistics, for over 70 speakers in 21 panels, 2 seminars and a summer school for young people.

"An opportunity for free and open discussion", Prete explained, "focused on the dissemination of the most advanced research, to broaden knowledge also through the comparison of different positions. The great interest recorded convinced the Chamber of Commerce not only to organise the second edition, but also to ensure that it becomes a recurring event over time, to create a periodic context in which we can discuss innovation, digitalisation and the ecological transition in the agri-food sector: all factors that will make it resilient to the changes of the coming years". ■

- Francesco Bellofatto -

# Expertise and reliability for a green future

Following in their father's footsteps, the three Manna brothers are a benchmark for methane pipelines and environmental restoration

**G**reen commitment and energy infrastructure: the combination for sustainable development distinguishes Manna Spa, a benchmark in the construction and maintenance of methane pipelines.

Founded in 1973 by Oreste Manna, in the wake of his father's nursery business, today the company is led by the third generation: the brothers Berardino (Ceo), Pierpaolo (Cso and head of the Cesena office) and Stefano, who looks after the management.

We are in Eboli (Salerno), in the Sele Valley, where the development along the motorway axis has seen the growth of a flourishing agricultural and livestock system, and industrial allied industries. Growth supported by an efficient energy network. It was the eighties, people were talking about clean energy, methane, and Oreste did not miss the opportunity to become one of the most reliable and long-lasting partners in the construction of the gas network.

Manna Spa complements the maintenance, design and construction of methane pipelines by developing green skills with environmental remediation and restoration. The three brothers, who grew up in the company, guarantee the human and entrepreneurial continuity of Oreste, who died prematurely in 2023, in terms of growth in innovation, human resources and safety: "Those who work with us", they emphasise, "lend us their time and skills. We have to guarantee them a healthy and safe working environment". No work-related accidents in recent years testifies to this commitment, which today is one of Manna's strengths. "We are involved in the construction of the Adriatic backbone to the regasifier in Ravenna", explains Berardino Manna, "work carried out safely and to the high quality standards required by the client.

And above all, guaranteeing zero impact with a great deal of effort from the natural engineering sector".

"From the opening to the closing of the job, we take care of all aspects of the job, thanks to our large fleet and internal resources," says Stefano Manna. "Our father", adds Pierpaolo, "used to say that if you do well the first time, you don't have to do it again". With the accuracy of the work, Orestes had the ability to think ahead: "He left us many projects, in a phase of strong expansion of the company", Berardino says, "which we want to carry on with his values and vision.

The Manna family looks to a future called hydrogen: "We follow the progress of the energy transition", Stefano concludes, "as our father taught us: with passion and drive, always being present and not neglecting the human value at the heart of our mission". ■



Berardino Manna, sole director of Manna Spa





Franco Mosca, Ceo of Grimaldi Energia

# Energy saving professionals

From planning to installation Grimaldi Energia is the ideal partner for industrial consumption management

**A**n effective response to energy consumption comes from integrating consultancy with technical expertise and market knowledge. Grimaldi Energia, founded by Franco Mosca in 2011, is built on this foundation: “After graduating in electronic engineering”, explains the company’s Ceo, “I tried to seize the opportunities of the liberalisation of the electricity and natural gas market, particularly on the renewables front, starting with photovoltaics. After an Enea master’s degree in Energy Management, I focused on consulting to industries, particularly canning industries, which are extremely energy-hungry, to optimise energy consumption in their production cycle”. A role that, with the natural gas crisis and soaring costs, is becoming increasingly strategic. Today, Grimaldi Energia operates in the regional market with small and large companies from all industrial sectors,

from agro-food to tinsplate production to the Agro Nocerino Sarnese and Piana del Sele farms. “We combine consultancy services for the purchase of energy and methane gas with solutions for the self-production of energy”, adds Franco Mosca, “providing customers with an integrated plant engineering service for substations, revamping and medium-size photovoltaic plants, with associated maintenance and emergency services. Grimaldi Energia also offers advice on the opportunities offered by the Pnrr with the Agrisolare and Agrivoltaic tenders, and on energy efficiency management: a 360° service, from the search for the most suitable subsidy based on the company’s needs, to the design and implementation of the system, including all the bureaucratic requirements. “I am one of the few engineers in the area who is involved in consulting and installation”, Mosca continues, “maintaining a personal and direct relationship with companies. All interventions, from feasibility studies to maintenance, are carried out by our specialised employees”. With the EU’s Carbon Parity and CO<sub>2</sub> reduction targets, companies will increasingly need to generate their own energy in order to achieve the relevant certifications: “We have already been prepared for this transition for years”, Mosca concludes, “guaranteeing the reliability that allows us to consolidate and expand our customer portfolio”. ■

# Active players in the energy transition

A benchmark for bridge and viaduct maintenance, F.lli Pierro Srl aims at a new generation of smart and green buildings



**F**.lli Pierro Srl of Fisciano brings its expertise to the world of Autostrade and Anas, making a name for itself for reliability, quality and speed of execution.

During the years of strong development in the Valle dell'Irno, brothers Giuseppe and Donato Pierro innovated their father Francesco's earthmoving business; nowadays, the third generation, with cousins Francesco and Rosario, has given a modern imprint to the company, expanding the business to public works and energy efficiency. "It has been a gradual growth", emphasises Francesco Pierro. "From the first public order in 2000, today we work alongside Anas and Autostrade for the extraordinary maintenance of viaducts and bridges through framework agreements". Currently working in Emilia-Romagna, F.lli Pierro Srl is well known in the region for its efficiency and precision, taking care of the work right up to acceptance.

The company's competencies can also be seen in the Soa certificates, which range from civil and industrial buildings (0g1); to roads, motorways, bridges, viaducts, railways, subways (0g3); aqueducts, gas pipelines, oil pipelines, irrigation and drainage works (0g6); river, defence, hydraulic engineering and land reclamation works (0g8); hydraulic engineering works (0g13); earthworks (0s1) and demolition works (0s23). With certifications on quality, environment and safety, as well as the 231 (organisational model), the company received the Cribis Prime Company award for the highest level of reliability in 2023. Innovative management under the banner of the circular economy, as evidenced by the platform for recovering, recycling and reusing demolition waste to build roads and yards.

On the energy front, F.lli Pierro Srl is a benchmark for the energy efficiency of residential buildings: "We are a premium partner of Eni

Plenitude", adds Francesco. "As general contractor of the 'Cappotto Mio' project, we take care of the technical-administrative management and implementation of the energy upgrades. This double relationship of trust, with the territory and with Eni Plenitude, is what we need to build a new generation of smart and green buildings, capable of producing the energy they need". With a modern vehicle fleet and a dynamic team, the Pierros are increasingly leading the energy transition: "We have challenged ourselves, renewing and diversifying", concludes Francesco, "always with the passion for work that our family has passed on to us". ■





From left Pasquale, Antonio, Rita, Francesco and Mariano Sicignano

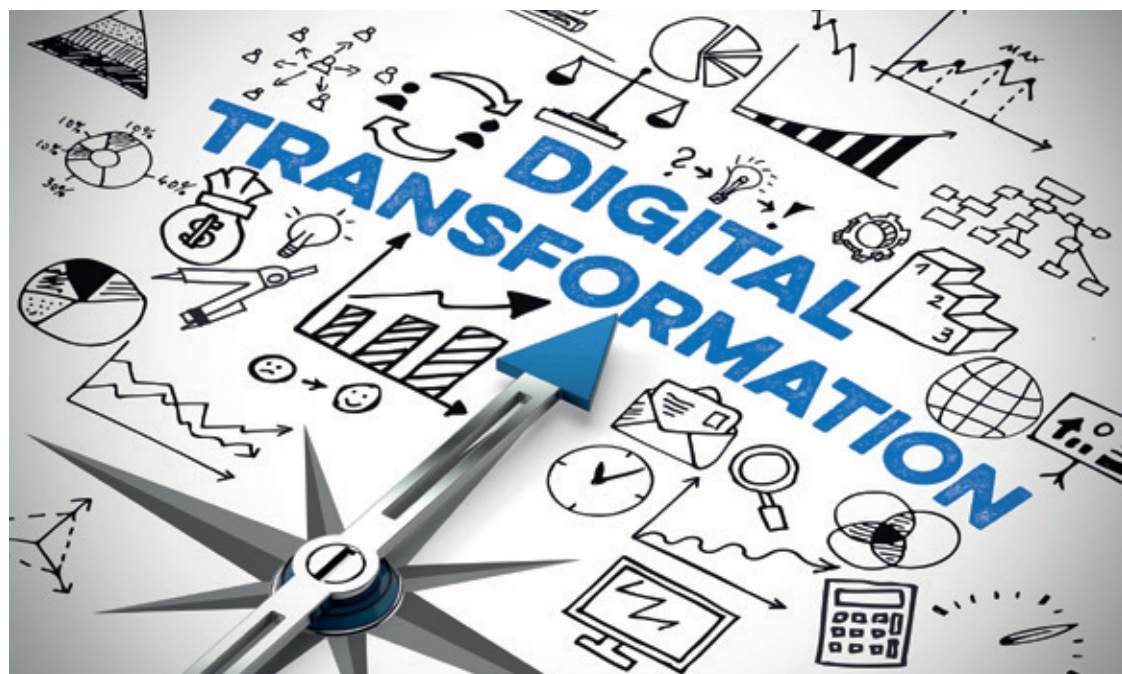
# Style is a family secret

Sicierv: a good teamwork between parents and children to dress babies with safe, quality products

**F**amily is the secret at Sicierv in Scafati (Salerno), a reference point for Corredino 'Prima Infanzia'. The company name is the union of the surnames of Francesco Sicignano and Rita Iervolino, who started a craft workshop in 1983. In 1989, the first designer garments were created, with embroidered and printed sheets for cradle and cot. With the arrival of his sons Pasquale, Antonio and Mariano in the 2000s, and the refinement of his tastes to meet the demands of such a specific market, came the success that led to the expansion of distribution throughout the country. It was a natural transition, with the family working as a team: from their parents, Francesco and Rita, the Sicignano siblings learnt honesty and passion for their work, translating it into the modern standards required by markets and production cycles, ensuring Sicierv's constant growth. "We aim to meet customers' needs with new and refined products", says Antonio

Sicignano, "leaving a clear mark on the market with our lines". Sicierv is a versatile company, able to adapt to the needs of the market, and has set its sights on the distribution channel, in order to promote Italian craftsmanship abroad through the 'Mio Piccolo' brand, which is registered for export. Sicierv signs layettes, cotton and flannel sheets, duvets with removable padding, fleece blankets, bibs, bodysuits, pure cotton gauze cloths, all embroidered and printed items. It also produces articles with Aida cloth inserts, for mothers who want to embroider garments for their little ones. "We always offer new designs selected by our style department," continues Mariano Sicignano, "coordinates in pure cotton piqué, sleeping bags and soft fleece covers, terry towelling bathrobes and chenille and jersey pyjamas". The value-for-money 'Mio Piccolo Diamond' line offers summer/winter collections with outfits, dresses, caps and booties. The new location, close to the motorways, is well suited for logistics, ensuring efficient order handling and delivery within 48 hours. Sicierv, attentive to product safety for the protection of babies, requires suppliers to certify that their natural dyes are free from irritating or harmful substances. The company employs excellent people who over the years have become an integral and indispensable part of the Sicierv family. "Our activity is driven by passion and experience", concludes Pasquale Sicignano, "to pamper all children as if they were our own". ■





# Salerno's companies are increasingly digital

Technological adaptation is indispensable to be able to face market challenges and compete successfully

**A**n increasingly digital Salerno thanks to business investment. Data from a report compiled by the Salerno Chamber of Commerce's Studies and Statistics Office show that, by 2023, more than 68% of Salerno-based companies will have invested in digital transformation.

"In the province of Salerno, too, we are pleased to see an increase in business investment in the digital sphere. This is a figure that has significantly improved over the previous year. Nowadays, technological adaptation for companies has become indispensable in order to face market challenges and compete successfully", comments Andrea Prete, president of Unioncamere and the Salerno Chamber of Commerce.

Looking at the data, it is interesting to note that 43% of companies in the province claim to have made "strategic" investments in IT

security, reflecting an increasing focus on the management of sensitive data and information; 42% in high-speed internet, cloud, and big data analysis systems. In general, however, the acceleration of transformation is to some extent influencing corporate organisational models, even involving new rules for the health safety of workers thanks to systems for so-called "risk management".

Another trend is investment in software that optimises the work of the administrative and management area so as to perhaps guarantee cooperation between the various company functions.

However, there is still a pending issue.

That of skills and talent. Indeed, the drive towards the technological and digital transformation of production processes obviously has significant consequences on the demand for labour, as shown by employment data.

"Another significant fact emerges from the analysis", Prete concludes, "namely the growing difficulty for companies to find professional figures with appropriate skills on the labour market. This calls for reflection on training courses and the choices made in this regard: it is an indispensable effort to keep up with the times". ■

- Paola Cacace -

# Health, safety and industry: energy guaranteed

From Elettromeccanica El.Gi. innovative solutions for industrial automation and hospital facilities

**E**lettromeccanica El.Gi. has been selling and servicing generator sets, uninterruptible power supplies, power factor correction boards and everything closely related to industrial automation for forty years.

"We have consolidated our presence throughout the South, including Sicily", explains Luca Celano, joined in the company by his siblings Giovanni (managing director) and Elisa (sales manager), "thanks to the technical skills of our staff".

It is no coincidence that major companies such as Visa (generators) and Vertiv (uninterruptible power supplies) rely on the Salerno-based company for sales, rental, set-up and qualified technical assistance.

"Our long experience in the industry and partnerships with world-class brands", adds Luca, the company's legal representative, "allow us to work on almost all static and generator sets on the market. Our technicians are specialised in the installation of electrical transformer substations and industrial automation systems".

Guaranteeing continuity in the supply of energy is becoming an increasingly important requirement not only in the industrial sector, but also for public and private hospital

**Guaranteeing continuity of energy supply is becoming an increasingly important requirement not only in the industrial sector, but also for public and private hospitals**



From left to right, Giovanni, Elisa and Luca Celano

facilities: it is no coincidence that clinics, hospitals, Rsa-s and Asl-s in Campania are turning directly and indirectly, through global services, to the company for ordinary and extraordinary maintenance of all the machines serving highly sensitive equipment.

"During the pandemic", Luca Celano recalls, "we quickly supplied generator sets and installed dedicated uninterruptible power supplies to the Covid wards that were being set up all over Campania, such as the Ospedale del Mare in Naples and the Ruggi d'Aragona in Salerno, with systems capable of supporting the increased energy load of the emergency. With the same flexibility and technical expertise we now accompany our customers towards the most suitable solutions for their needs, being able to count on a machine that is always ready and can be installed and operational within two hours".

Elettromeccanica El.Gi., with quality certifications recognised at European level, guarantees assistance 24 hours a day, 365 days a year, thanks to a plant monitoring control room that allows the technician to depart with the most suitable equipment.

"With the same quest for innovation that has characterised the company since it was founded by our parents", Luca Celano concludes, "today we cooperate with our partners on the development of hybrid units and projects based on energy efficiency". ■



# circular economy

COMMUNICATION PROJECT CREATED BY **ANTONELLA MINICHINI**

## Climate, environment and energy: Italy chairs the G7

**C**limate, environment and energy: these are the topics that will be the focus of the G7, from 28 to 30 April at the Reggia di Venaria Reale in Turin. This is an event where the global challenges of the moment will inevitably intertwine with the prospects for an increasingly green and sustainable economy. This is also the direction in which the events of “Planet Week” are pointing, which from 20 April will highlight Italian experiences aimed at sustainable development,

environmental protection and the fight against climate change, based on an idea of Mase, the Ministry of the Environment. The Ministry has, among other things, recently promoted the online publishing platform “Culture and Awareness” to support the “Depende da noi” (It depends on us) awareness campaign. In short, it’s a way of saying that sustainability requires a collective commitment.

The appointment in Turin follows a few weeks after the event held in Paris on the occasion of the 50th anniversary of the IEA, the International Energy Agency, established within the Oecd in 1974 for cooperation in the energy field and directed by Fatih Birol. “The challenge of climate change is a very demanding path, to be combined with the important





In Turin from 28 to 30 April. The event is preceded by “Planet week” to showcase Italian experiences for sustainable development



**Gilberto Picchetto, Minister of the Environment**

decarbonisation targets and energy security needs”, Environment Minister Gilberto Picchetto told in plenary, reiterating “the overall approach of a fair and inclusive transition, which also addresses energy poverty and barriers to energy access for all”. Picchetto recalled that this approach “guides the Italian G7 presidency on environment, climate and energy”, where “a specific focus is dedicated to the priority commitment to the African continent”.

The minister went on to list the priorities of Italy’s G7 agenda, indicating among the main ones “the acceleration of the spread of renewables, the gradual abandonment of fossil fuels, the use of hydrogen in ‘hard-to-abate’ sectors, carbon capture and storage, and the promotion of research and development of advanced nuclear technologies to 2040 and 2050”. At the heart of the Italian presidency’s commitment, Picchetto further explained, is “the development of a sustainable and responsible critical minerals supply chain”, as well as “climate finance, to turn financial commitment into concrete and feasible investment plans”. During the Government-Industry dialogue sessions, which took place during the Paris Days, Picchetto emphasised “the synergy with the industrial and research worlds, to encourage investment in renewable

generation and energy efficiency projects, in research and development on energy infrastructure and network integration”. At the end of the 50th lea meeting, a final communiqué was approved, which the Italian minister described as “balanced but at the same time ambitious” and expressed particular satisfaction “for having together reached an agreement on nuclear energy: supporting research and innovation in this sector”, Picchetto said, “is an aspect in which Italy is investing strongly, also in the G7 context”. ■

- Antonella Lanfrit -



Martti Kaikkonen, Ceo

# Stainless steel slag: from waste to product

First in Italy, Tapojarvi experiments with new artificial fillers



Alessio Guidazzi, general manager

**T**apojärvi Oy is a Finnish multinational company, founded in 1955, with a presence in Finland, Sweden and, since 2018, in Terni where, following an international tender for the management of stainless steel slag recovery at Acciai Speciali Terni, it won the contract and founded Tapojarvi Italia. Ceo Martti Kaikkonen explains: “We manage the slag from the exit

of the furnaces and converters until its demetallisation within the New Metal Recovery, which transforms it into materials to be reused and marketed, mainly fillers and aggregates. This is the first time in Italy that slag is being recovered from stainless steel”.

In August 2022, Tapojarvi Italia achieved an important “End of Waste” (termination of waste status, ed.) for materials derived from stainless steel slag, particularly fillers, which, having passed technical verifications and environmental analysis for their intended use, obtain the Ce marking and become a product.

“So far we have certified fillers as aggregates for bituminous mixtures, used for road pavements, concrete and mortars, but for applications and product development we still need to invest a lot in research”, stresses the general manager, Alessio Guidazzi. In December last year, Tapojarvi Italia launched in Ferentillo, on the ss209 “Valnerina”, the Anas test field, the first experimentation of the use of filler for the construction of road surfaces, a project promoted by the Umbria Region, with the technical-scientific support of the Anas Road Experimental Center in Cesano and with the supervision of Arpa Umbria. Further experiments on the use of fillers and artificial aggregates in cement and precast matrices, waterproofing membranes, mortars and mastics are in progress. Applications to be field-tested: “The benefits could be many”, Kaikkonen concludes”, mainly including reduction of waste landfilling, exploitation of natural resources, CO<sub>2</sub> production and land consumption, resulting in improved sustainability. ■

In August 2022, Tapojarvi Italia achieved an important “End of Waste” (termination of waste status) for materials derived from stainless steel slag, particularly fillers



# Aluminium, an eternally green raw material

Giovanni Ciaramella, Ceo of Fusionmet: “Thanks to new technologies, we reduce the emissions caused by processing. Now we focus on photovoltaics”

“Industry 4.0 guarantees maximum results, both with regard to the end product and in terms of sustainability and environmental protection. The rest? The human factor takes care of that. In fact, we are always ready to roll up our sleeves with our team. Nowadays, the skills required are more and more specific and in order to win, you have to work as a team”, says Giovanni Ciaramella, Ceo of Fusionmet, a company founded in 2017 and developed to specialise in the production of aluminium alloys. “It all started with our grandfather Andrea who embarked on a ferrous scrap recovery business and, thanks to the foresight of our father Francesco, who now advises me and my siblings, Giulia and Andrea, Fusionmet has become the first secondary aluminium foundry in Campania. We can say today that our business grows mainly on the production of aluminium alloy ingots for leading automotive companies such as Porsche, Volkswagen or Audi. There is

no shortage of partners from other sectors: home appliances, fashion, construction. The common thread is the ideology of the green economy, producing aluminium components from recycled scrap materials. Bringing metal back to life through recovery is the basis of Fusionmet’s organisational policies.

“Metal recovery is the perfect example of a circular economy. We start with what we recover from production waste, from scrap cars to simple cans, and then melt it down to create a material of infinite value”.

The environment is such a key issue for the Ciaramella brothers that they have long focused on more sustainable management at their Marcianise plant. “We have made significant investments in technologies capable of capturing and abating the dust caused by the various processes. Then, we invested in an innovative grinding mill that separates aluminium from iron in an automated and programmed manner. Also at the forefront is our laboratory, which checks that the ingots are in line with customer requirements”.

Yet Fusionmet’s evolution does not stop there. “We have decided to invest in a brand new photovoltaic system that will allow us to generate our own electricity and embrace green thinking even more”. ■



From left to right, the three Fusionmet partners: Ceo Giovanni Ciaramella, Giulia Ciaramella and Andrea Ciaramella, board member

**Bringing metal back to life through recovery is the basis of Fusionmet’s organisational policies: metal recovery is the perfect example of a circular economy**



# Leading the way for an affordable green future

The Ceo of Etere Ecologia, Arturo Scognamiglio: “Putting our know-how at the service of a greater good by becoming a protagonist in the post-flood period”



Arturo Scognamiglio, Ceo of Etere Ecologia

“We dream of a great future for the next generations and this will not be possible without the commitment of each individual to the environment as an example and a moral duty. That is why we decided from the outset to be at the forefront of making this future a reality”.

The speaker is Arturo Scognamiglio, Ceo of Etere Ecologia, a Neapolitan company that transports hazardous and non-hazardous waste throughout the country for companies and public bodies, part of the Scognamiglio Group, which has provided the young team with the know-how of more than fifty years of experience in the field of integrated water cycles. “In this case”, says Scognamiglio, “I have to say that we wanted to challenge ourselves by using our skills for the greater good: we were protagonists in the post-flood period in Emilia-Romagna, in the municipality of Castel Bolognese, and in Tuscany, particularly in the Campi Bisenzio and Prato areas. I cannot deny that in both cases, paradoxically more than from a professional point of view, where the

training of our team was more than up to scratch, the real challenge was a personal one. To see so many people who had lost everything and to try, in our own small way, to help clear the area of rubbish so that the population could begin to rebuild”. Examples that tell the story of how the company is reducing its environmental footprint in emergency response. “An imprint of the entire group, and one that at Etere Ecologia has ensured that from the very beginning we decided to focus on low-consumption vehicles to reduce emissions and optimise the workflow thanks to innovative solutions such as, for example, the fact that our vehicles, thanks to 4.0 technology, guarantee real-time tracking of waste and consequently its correct disposal”. An innovation that goes well with training. “Our operators are constantly updated on new techniques and discoveries in an area such as environmental protection, which is rapidly evolving and whose success is crucial for the good of the company and the planet,” concludes Scognamiglio. “To achieve perfection, you have to challenge it, and we will certainly do our utmost: for future generations, for a better world”. ■





The Rg Sistemi and Lcr Automazione team

# Constant control for water monitoring

Rosanna Vitelli, Ceo of Lcr Automazione and Rg Sistemi: “Soon a mobile workshop that can act quickly thanks to the latest sensor technology”.

“**D**oing business in one’s own territory is fundamental and that is why we have always chosen to bring added value to our territory”. Speaking on the subject is Rosanna Vitelli, Ceo of Lcr Automazione and Rg Sistemi, a company based in Castellammare di Stabia that focuses on finding innovative solutions for the conscious use of water and energy and for industrial automation. A company that, over the last decade, has relied on the strength of its team’s know-how to build facilities of high quality, with a view to continuous growth, as demonstrated by the expansion of its headquarters.

It was the choice of a new, larger headquarters, better suited to the challenges ahead”, explains Vitelli, “to accommodate this growth, the team and the client portfolio, as well as allowing us to pay the utmost attention to the welfare of our team members, it will also be the starting point for new projects. For example, we are currently engaged in the certification of equipment for oil platforms, taking into account all relevant risks”.

The idea of providing a turnkey product and installations that, thanks to remote control, allow the Rg Sistemi team to act quickly and effectively in the event of problems, remains a must. All this while also internalising certain services. “We have recently equipped ourselves”, Vitelli continues, “to be able to perform accurate analyses using a laboratory spectrophotometer with which we are able to measure all

the most important chemical parameters, something that is fundamental in our field of application as it complements our offer. This is not only on site. In fact, we are organising a mobile workshop, which will allow us to act in the shortest possible time and in an optimal manner even on highly complex plants, thanks to the use of state-of-the-art water quality analysis and monitoring instruments and sensors”. ■

**The idea of providing a turnkey product and installations that, thanks to remote control, see the Rg Sistemi team act quickly and effectively, remains a must.**

# A bridge between industry and university

Imast is the district for composite, polymeric and structural engineering

Through its cutting-edge vision and commitment to collaboration, it is a benchmark in the Italian landscape of technological innovation promoted and developed in an effective and sustainable way. We are talking about Imast Scarl - the Italian technological district for the engineering of composite materials, polymers and structures - a company founded in 2004 in Naples, with its operational headquarters at the San Giovanni complex, withing the Federico II University, and a presence also in Bari, at the Polytechnic. Imast stands out for its fundamental role in solidifying the relationship between large companies and universities to the benefit of small and medium-sized enterprises as well. At the head of the company is president Eva Milella in the mission of integrating expertise



Eva Milella, president of Imast

among the district's members. These include major companies such as Leonardo, Fincantieri, Stellantis, Mbda and Dompé Farmaceutici, which actively collaborate with Imast in the research and development of new solutions. "The main objective", explains Milella, "is the networking of existing strengths, bringing them together to achieve even greater innovation that makes us competitive at the international level".

The presence of universities, polytechnics and research institutes of recognised excellence within the Imast district is a peculiarity that contributes to its success. Thanks to this synergy, Imast promotes the exchange of know-how between different companies that are not direct competitors but mutually benefit from each other's experience and expertise. ■

■ ■ ■ circular economy ■ ■ ■

## The digital revolution in the industrial parts sector

Parcop: the extraordinary journey from local to international expansion

Parcop's story is one of ambition and success. Founded in 2017 in Monte di Procida by Porfirio Parascandola and Fulvio and Luca Coppola, the company has managed to expand extraordinarily successfully in the global market, starting with an initial turnover of only Eur 40,000 in 2018. Today, thanks to the development of its technological infrastructure, including the website [www.wiautomation.com](http://www.wiautomation.com), Parcop has achieved revolutionary numbers. Under the leadership of a trio of young managers, with Guido Gaudioso as Cfo, Luigi D'Angelo as Coo and Danilo Schiano di Cola as commercial director, has taken the company in an even more ambitious direction. Specialised in the distribution of spare parts for industrial and marine automation, Parcop stands out for the accessibility and speed of its services, with a portfolio of over 500,000 products. In the last three years, the company has grown beyond expectations, from

Eur 3.7 million in 2020 to an incredible Eur 81 million in 2022. "Our goal", says Gaudioso and D'Angelo, "is to continue digitising the company, which has 70 employees, more than 1,000 suppliers and operates in 120 countries, aiming for an increasingly widespread and influential presence". ■



The three founding partners of Parcop Srl



# Technology, expertise and services: the challenge for the environment

Mar.Eco handles around 350 types of special waste, hazardous and non-hazardous, treated in its plant and subsequently sent for recovery or disposal

**E**stablished in 2014 and operational since 2016, Mar.Eco plays a key role in the life-cycle management of waste from various industrial, craft, agricultural and health service activities. Headquartered in Montecassiano, in the Macerata area, the company provides a widespread collection and transport service in the Marche and neighbouring regions, serving around 1,500 customers, both public and private. “We subsequently allocate waste to final disposal operations”, explains Ceo Danilo Giustozzi, “preferring recovery operations with a view to reducing environmental impacts, because it is crucial for us to be central in a context of sustainability”. This goal is supported by the numbers: up to 40% of the incoming waste is destined for total recovery, “thus transforming waste into a new resource”.

It is up to a team of highly specialised and continuously trained employees to ensure the correct management of operations, from collection and transport to preliminary storage and treatment for destination in recovery/disposal facilities, as well as consulting for customers who need assistance in managing environmental obligations. In addition, the personnel deal with the remediation of polluted sites, including in confined or asbestos-

contaminated environments, and the removal and disposal of underground and above-ground tanks containing hazardous substances. These activities are supported by substantial investments to produce electricity for self-consumption through a photovoltaic system and to digitise certain procedures, including the radiometric control of internal operations managed by a single platform. “We are looking to the future with great confidence”, Giustozzi concludes, “We have planned new investments to respond to the problems that continually emerge in this sector, with consequent positive effects on the territory in terms of greater economic, social and environmental sustainability of the services provided to the community”. ■



Purging cistern: latest investment



The commercial management

Up to 40 per cent of incoming waste is destined for total recovery, thus transforming waste into a new resource

# medicine & technology

COMMUNICATION PROJECT CREATED BY **ANTONELLA MINICHINI**

## The tech breakthrough against cancer

Professor Antonio Giordano: “The use of artificial intelligence makes it possible to reach early diagnoses, where time is everything”

“**T**he introduction of technological innovations has made it possible to develop new weapons to fight the advance of cancer. The development of precision drugs has brought about cures, ensured survival and increased the outlook and quality of life. Ai and its use have introduced the possibility of reaching early diagnosis, where time is of utmost importance. And this has been the turning point in the battle against chronic diseases and neoplasms”, explains professor Antonio Giordano, director of the Shro - Sbarro Health Research Organisation, a world centre of excellence for cancer research, and professor of Anatomy and Pathological Histology at the University of Siena.

“As reported by scientific studies and projections over the last few years, cancer cases are on the rise, and this is linked not only to prevention campaigns in the sense that more is sought and more is found, but also to a number of factors. I am thinking of environmental insults, pollution, incorrect lifestyles, an unsuitable diet, the genetics of cancer, familiarity with certain diseases”. This increase is especially noticeable among young people and adults. “This is a dramatic figure, especially when one considers how the health system will hold up and how predictable recidivism will affect it. “It’s a challenging situation that we’ll have to deal with, by strengthening research and synergy between the State, politics, and the scientific community, and by implementing infrastructure and personnel”. This is the scenario in which research can make a difference. “The international research institute Sbarro Health Research, which, since last year, also has an office in Italy and of which I am founder and director, has given and gives a lot in terms of scientific contributions in relation to the fight against cancer and chronic



**Professor Antonio Giordano**

diseases. We are continuing to experiment with solutions that are being examined by our research team. Basically”, he concludes, “we are aiming at the development of a cure that aims at chronicizing the tumour disease, making it ‘harmless’ on a par with other major, but not fatal, chronic diseases. We are trying to achieve this through research that will help other scientific teams to create increasingly precise and effective drugs, depending on the type of tumour”. ■

- Paola Cacace -

# Water, source of life

The sustainable strategies of Fonti di Sassovivo, a Monetti Group company that aims to enhance the spring of oligomineral water in Foligno known since the Middle Ages for its purity and curative properties

**T**he water that flows from the Sassovivo spring in Foligno is renowned for its organoleptic purity and therapeutic virtues. An alkaline, low fixed residue oligomineral water that has been gushing unaltered from the living rock of the Bear Cave for centuries. Behind this historic source today is a project to enhance and make use of an increasingly valuable resource. "The Sassovivo Spa spring water, marketed under its own brand, is ideal for refined, tasteful and environmentally friendly catering. It is a light water, rich in properties, marketed exclusively in glass bottles and included in the water lists of several starred restaurants in Italy, Europe and the United States, which choose it as a symbol of style, the highest quality and a commitment to sustainability", says Vincenzo Monetti, sole director of Monetti Spa. An entrepreneurial approach that knows how to look at the sustainability paradigm from a broader and pragmatic perspective, which is not only an environmental issue but also a human, social and economic one. "The commitment to sustainability is on multiple levels", he explains, "the ecological transition is linked to the use of environmentally friendly materials such as glass, which is fully recyclable, reusable and chemically inert for perfect water

**The ecological transition is linked to the use of eco-friendly materials such as glass, which is totally recyclable, reusable and chemically inert for perfect water conservation**

conservation. Plastic bottling, on the other hand, can lead to the presence of numerous toxic substances and high percentages of micro- and nanoplastics".

Water is therefore analysed in all its facets and complexity. A vital natural element, limited and increasingly at risk. "Droughts and water scarcity are a sign of an ongoing global climate change trend. In the coming years, even a country like Italy, rich in water sources, will experience a progressive water deficit. Water is a resource that has value when there is utilisation and planning", Monetti points out. "The investment made as the Monetti Group is linked both to a purely entrepreneurial aspect and to a conscious management of this source. The issue of putting water on the market is a plus on a social level, of enhancing the value of the sources also through the right commercial policies that today have led to a production of about 36 litres per minute". ■



Vincenzo Monetti, sole director Fonti di Sassovivo Spa



# The new frontier of diagnostic tests

The founder of Ines, Pierpaolo Venturi: “From virtual reality to artificial intelligence, our job is to find solutions through design and innovation”

“The future? According to us at Ines, thanks to a project we are carrying out with the University of Reggio Calabria, in the medical field we will see a virtual assistant who, with the support of Ai, will accompany the patient during the Mri, keeping him company”. It sounds like the future, but it’s a very near future for engineer Pierpaolo Venturi and the team at Ines, a company founded in Salerno in 2012 that has since applied its expertise to “humanising” diagnostic examinations through the use of new technologies.

“From virtual reality to artificial intelligence”, says Venturi, “the truth is that often by simply observing the world around us, solutions can be found that make a difference in diagnostics. Let me give you a practical example: the idea of wanting to ‘humanise’ Mri rooms came to me about 15 years ago, when I discovered in a children’s hospital that it is often necessary to sedate children in order to do tests. And it is not just a question of the very young. We are talking about an examination that even adults fear because of the confined spaces and the need to remain still”.

The challenge for Ines is to find, through technology and design, solutions where there are, by necessity, limitations, such as in diagnostic rooms where there can be no interference.

“This is all about continuous improvement. That is why the big news for 2024 is the internalisation of the production of semi-finished products, which will allow us to be the first and only company in Italy to produce Faraday cages in copper, a higher-quality, higher-performance material”. A move that shows how the company is constantly innovating. “We are also conducting research

with the University of Salerno that follows three lines of action. One is the child of Covid and concerns smart and optimised sanitisation of Mri rooms. The second uses virtual reality so that the patient can distract himself, finding himself in an immersive environment but, paradoxically, also as little electronic as possible so as not to create interference. And another is safety: since Mri’s have no fire extinguishing system, we are developing the world’s first system that detects and extinguishes flames without damaging such delicate and expensive equipment”. ■



Pierpaolo Venturi, Ceo of Ines

# Patient-centred diagnosis and treatment

In his practice, Dr Santoro looks at orthopaedics from an all-round perspective: “From diagnosis to treatment, attention must be paid to bones, muscles and general health”

“**W**hen it comes to medicine, one cannot fail to put the patient at the centre, and the importance of continuous updating, both professional and technological tools, are an inseparable added value of our practice”. Speaking on the subject is Dr Giuseppe Santoro, a specialist in Sports Medicine, Orthopaedics-Cardiology-Pneumology, who has always dealt with the most delicate problems of the locomotor system in his office in Casapesenna, in the Caserta area “Orthopaedics,” says the doctor, “is among the most cross-cutting medical and surgical branches. In fact, you can't think of a problem in a spot way but you have to look at both muscle and bone health, trauma, without forgetting the most diverse possible problems from those caused by sport to those related to age”. Starting with diagnosis and moving on to orthopaedic treatment and rehabilitation is the hallmark of the work of



Dr Giuseppe Santoro

**Among the most commonly used techniques are so-called intra-articular and peri-articular infiltrations, which allow non-surgical treatment of pain and various problems, and which are at the forefront of the fight against arthritic diseases and joint chondropathies**

Santoro and his team. “Without a doubt, over the years the evolution of medicine has come to our aid”, says the doctor, “allowing us to be more precise in our diagnoses and at the same time less invasive in many cases. For example, among the most commonly used techniques are the so-called intra-articular and peri-articular infiltrations, which allow non-surgical treatment of various pains and problems and are also at the forefront of counteracting arthrotic diseases and joint chondropathies, providing relief and improving the patients' situation. Or ozone therapy, which has a powerful anti-inflammatory effect that is ideal for acting against herniated discs and reduces their compression on the spine”. But while the treatments and diagnostic tools are state-of-the-art, the real secret of the study is another. “The listening and the relationship of mutual trust that we aim to build with each individual patient. The patient must tell us as much as possible and at the same time we must always bear in mind that he is putting his health in our hands and, therefore, we must take the utmost care of it”. ■

# When beauty is scientific

Roberto Ferrari, Mesotech, tells how his team's strength is innovation:  
"The real secret is patient care"

"Our slogan is: a scientific approach at the service of professional aesthetics. Actually, it is not just a claim: it is a way of being that we try to convey every day to the entities we supply, i.e. both surgery clinics and beauty centres".

Speaking is Roberto Ferrari of Mesotech, a company from Campania that since 2009 has specialised more and more in finding, and marketing, innovative solutions in the field of aesthetic medicine. "Having a great deal of distribution experience in the same sector, we set out from the very beginning to fill specific gaps. So, just to give you an example, we became the first Italian company to have designed, developed and produced a mesotherapy gun". This attitude to innovation still guides the Mesotech team today.

"It's in our DNA and so by paying the utmost attention to the needs of the patient and his/her health and safety we are always up-to-date on the latest techniques. Such as those that made us innovate in the preparation of Prp (Platelet Rich Plasma), achieving excellent results



The Mesotech team

without any chemical additives. This is because, more than anything else, our focus is on patient care, which we also translate into cosmeceutics". ■

■ ■ ■ **medicine&technology** ■ ■ ■



Unveiling of the plaque with professor Alessandro Mauro and Isabella Schiffer

## Inauguration of the neuroscience biobank in Turin

It will collect biological samples to be made available to researchers to foster new knowledge and therapies

Last February, the "Rita Levi Montalcini" Department of Neuroscience of the University of Turin - twice Department of Excellence (2018-2022, 2023-2027) - inaugurated the Biobank named after Davide Schiffer (1928-2020), an internationally renowned Turin neurologist, at 15 via Cherasco (Turin).

The "Davide Schiffer" Neuroscience Biobank will collect biological samples (blood, Dna, Csf, cells, tissues) to make them available to researchers, in order to foster new knowledge and identify new therapies, operating in a particularly delicate area - the health sector - where it is necessary to implement precise procedures and quality criteria at the level of structures, processes and personnel, in order to guarantee the rights of the people involved and the community.

The biobank is a service unit for the organised collection, processing,

storage and distribution of biological samples and related data, for research and diagnostic purposes: it is a strategic tool to promote the development of new therapies and the understanding of diseases, contributing to the protection of public health. The facility is located on the first floor of the Department's headquarters in via Cherasco and has three sections dedicated to sample preparation and management, storage (cold chamber) and tissue processing and preservation of the historical cerebrotheca. ■

- Margherita Fontana -



# Global market for healthcare consulting services soars

Healthcare, boosted by digitisation: surge to close to \$50 billion (+13.9%) by 2028



**Davide Lucano, Ceo of Opt Spa**

**T**he integration of digitalisation in the healthcare sector is significantly driving the growth of the healthcare consulting services market.

A veritable boom, says the latest report by The Business Research Company, which will exceed \$28 billion in 2024 (\$25 billion in 2023) and reach close to \$50 billion by 2028 with an aggregate annual growth rate of 13.9 per cent. The leading area, globally, of the healthcare consulting services market is North America, but estimates see Asia-Pacific as the most promising region in terms of growth over the forecast period covered by the market survey (2024-2033).

The driving force behind this wave of growth is, first and foremost, the transformation triggered by digitisation in health advisory services. In fact, digital technology finds its greatest use and expression in so-called "patient support programmes" (PSPs), which, according to an analysis by InsightAce Analytic, will reach a value of \$64.36 billion by 2031 with an annual growth rate of +16.62%.

PSPs are in high demand within the pharmaceutical industry as health care is becoming more and more patient-centred, who now want not only medication but also information, support, resources and tools to be able to manage health problems effectively.

This trend is also driving the market for health advisory services in Italy, as confirmed by expert opinion. "The patient's centrality is one of the main objectives that our National Health Service should pursue because each subject is the bearer of its own complexity and needs specific answers along the path of treatment and health care", explains Davide Lucano, Ceo of Opt Spa, a consulting and training company that, since 1994, has been working within the Italian health system to promote the development of high value-added projects. "One of the first steps in this sense is to ensure multidisciplinary care that breaks down the fences between the various disciplines, implementing an organisational change in care models. Then a cultural revolution is also needed, with doctors, nurses and health workers having to overturn their point of view, learning to use digital technologies to support clinical care. This is the only way to have people exploiting the full potential offered by digital equipment in healthcare and truly oriented to the fulfilment of the patient experience". ■

- Margherita Fontana -





ORTOPEDSKA BOLNIŠNICA  
OSPEDALE ORTOPEIDICO  
**VALDOLTRA**

## Internationally recognized Orthopaedic Hospital

Valdoltra Orthopaedic Hospital was founded in 1909. It is located on the northern Adriatic coast of the Mediterranean Sea, close to Italian border. With 200 beds it is the largest Slovenian orthopedic institution and internationally recognized as a highly specialised hospital, offering updated wide spectrum of orthopaedic care, research and education in most of the following sub-specialities: Joint replacement, Foot and Ankle, Bone infections, Arthroscopy and Sport Injuries, Spine and Children's Orthopaedics.

It provides health care for more than 31.000 patients annually in the outpatient clinic and performs up to 6.000 elective orthopedic procedures, among those up to 2.600 artificial joints are implanted.

Valdoltra Orthopaedic Hospital is public health institution, but it also offers paid services on the market, mainly specialist outpatient examinations and orthopaedic

surgeries. Valdoltra Orthopaedic Hospital is one of the reference centers for the Balkan region for orthopaedic pathology.

Valdoltra Orthopaedic Hospital collaborates with all major orthopaedic centres in Europe on health and research level. The hospital, in cooperation with SIAGSCOT (Società Italiana artroscopia ginocchio e arto superiore sport cartilagine tecnologie ortopediche), also plans to organize a congress in October 2024 in Udine). The main focus will be to compare innovations between Slovenia and Italy in the field of diagnostic therapy and solving complications of knee and shoulder surgery and rehabilitation.

Valdoltra, being a bilingual hospital, close to Italian border in a strategic position, may offer the highest and modern orthopaedic support also to Italian speaking patients.



**2.600**

**Primary and revision joint replacements**

12 orthopedic surgeons



**>500**

**Spine surgery**

5 orthopedic surgeons



**>1.700**

**Arthroscopic surgery**

7 orthopedic surgeons



**>600**

**Foot and ankle surgery**

2 orthopedic surgeons



**>200**

**Surgical treatment of bone infections**

4 orthopedic surgeons

**The Hospital employs 474 people, 46 of whom are specialist medical doctors**



- > 6.000** surgical treatments
- > 31.100** orthopedic examinations
- > 9.100** MR in CT procedures

**Valdoltra Orthopaedic Hospital**  
Jadranska cesta 31 | 6280 Ankarana  
Slovenia



+386 (0)5 6696 100  
valdoltra@ob-valdoltra.si  
www.ob-valdoltra.si



Dr Darij Novak and his team

# Dental implantology, plasma with platelets

In Nova Gorica, Dr Darij Novak is among the few to offer the innovative platelet concentrate technique

**D**r Darij Novak, who is specialised in implant preparation and reconstruction, periodontal, oral and prosthetic surgery, and Er:Yag and Nd:Yag laser treatment, is one of the very few doctors in Slovenia to offer the platelet concentrate technique, which enables bone and soft tissue regeneration using the patient's own blood. "The method of platelet-enriched plasma has been in use for many years in orthopaedics, but only recently has it also found use in dental implantology", explains Dr Novak, who learned the technique during a specialised course in Italy.

"The treatment promotes bone regrowth around the implants, stabilises the grafts, stimulates the growth of bone-producing cells and accelerates the healing of gums and soft tissue, with the advantage of acting in a minimally invasive manner and without trauma to the patient". In fact, it is sufficient

to take a small amount of blood that is then subjected to a specific procedure and then reused for the patient himself, acting in a much more practical, quicker and safer way than traditional techniques.

"With this dental innovation, which we are among the very first to offer in Slovenia, we have achieved very good results and plan to implement it alongside the specialisation we already have in implant treatments, particularly bone augmentation, sinus lift and soft tissue preparation". The doctor uses three different types of implants, each with its own characteristics: Ankylos, the most widely used system in Slovenia, Straumann, ideal for highly aesthetic prosthetic solutions, and direct implantation.

In the Oralna Kirurgija clinic, established in 1995 and based in Nova Gorica, Darij Novak practises together with other professionals. The facility offers comprehensive dental care: in addition to oral, paradoxical, implant and prosthetic surgery, the services extend to conservative and aesthetic dentistry and information support to patients regarding proper and regular dental hygiene.

The clinic cooperates with dental facilities across the border from Trieste, Gorizia to Udine.

The overall success in surgical treatment, particularly of complicated diameters, is excellent. ■





**SCOPRI I NOSTRI  
IMPEGNI PURINA  
PER I PET,  
LE PERSONE  
E IL PIANETA**

**VISITA [PURINA.IT](https://www.purina.it)**



Promuovere programmi  
di possesso responsabile  
dei pet

# A Scuola di PetCare

Per aiutare gli animali e le persone a vivere felici insieme, è importante educare tutti a un possesso responsabile dei pet, a partire dalla **prossima generazione di pet lovers: i bambini.**

Questa iniziativa Purina **nata nel 2004** e dedicata agli alunni della scuola primaria per promuovere la **sensibilità**

**e la responsabilità** verso gli animali da compagnia, si rinnova di anno in anno con nuovi contenuti e design sulla **piattaforma digitale**. Il progetto include **video, giochi interattivi, quiz** e altri contenuti multimediali tutti da scoprire in classe e ha già raggiunto oltre **1 milione di bambini!**

Un risultato di cui siamo orgogliosi e che ci sprona a continuare, perché siamo convinti che la **proprietà responsabile di un animale da compagnia** sia il primo passo per un impatto positivo sul legame tra pet e persone e sulla società.



SCOPRI DI PIÙ SU [www.purina.it](http://www.purina.it)



Your Pet, Our Passion.



# synergies

## The 2024 challenges for marketing

Consumer conquest and the dominance of technological means: what managers think according to Webranking's Marketing Executive Report

**N**ew media and technologies have had a big impact on marketing communication, just as the geopolitical scenario more generally influences the choices of marketing managers and their companies. Webranking conducted a survey of a panel of 300 managers and executives from companies of different areas and sizes within the Emea region in August and September 2023. Under the lens: the challenges for marketing in 2024 and beyond. The challenges are manifold, but one word clearly sums up what managers face, and that is "complexity". Immediately linked to this is the word "technology", seen as a set of indispensable tools for the company, the management of which, however, requires constant skills and commitment, which companies

are gradually, albeit laboriously, building up. The weight of this commitment can be felt in the responses regarding the relationship between available budgets and business objectives in 2024. 43% totally agree with the statement that budgets are inadequate and goals too challenging, or even almost impossible to achieve. 38% think this is quite true, only 19% are positive about resources and goals. The main cause lies in the difficulties faced by companies due to shrinking consumption





# & know-how

and shortages of raw materials. The critical issues highlighted by technology managers are mainly related to the difficulty of integrating and interpreting data in a way that is useful for business.

Almost half of the respondents, 49%, report difficulties in measuring the Roi of marketing, communication and advertising. 46% report problems due to inadequate internal skills, an aspect that is also noted for the agencies surveyed by the company (37%) and which is reflected in the difficulty

of exploiting the full potential of technology, to report results to management, to make use of a complete and integrated database so as to make correct decisions, and to embrace innovations such as artificial intelligence and machine learning.

According to the experience of these managers, consumers are more and more focused on personalisation and their own experience in general, they are more and more sensitive to prices and offers, and even if they have moved a lot to online, they do not easily let on which media they use the most.

The target audience, therefore, is also more complex to pin down, so the priorities for marketing communication are shifting to content. ■

- Barbara Trigari -

# The entrepreneurial art of flying high

Cicas Ceo Valerio Casotti explains: “It is essential to think outside the box in order to find solutions to a wide variety of customer problems and demands”

“A good entrepreneur must be prepared to fly beyond his or her limits and aim high. He must be able to dream”. Speaking is Valerio Casotti, Ceo of Cicas, a company founded in 1996 that deals with road signs, tunnel washing and painting, and road safety in a broader sense for road concessionaires and public bodies. Having already been in the family business since 1973, “as a fresh economics graduate I immediately decided to give voice to that desire for autonomy that even then made me want to build something of my own”. Thus Cicas was born, a company that today focuses on high professionalism.

“Many companies decide to differentiate but we have chosen to specialise more and more. It is better to do one thing well than to do many but sloppily. However, this does not mean being closed to novelty, but rather using creativity and the ability to think outside the box to find solutions to the most varied problems and demands that may

come from customers and clients and the ever-changing industry”. This is an ability to think outside the box that Casotti cultivates thanks to his many passions, especially outside the corporate world. “The job? It is wonderful but it is essential to cultivate interests and nurture interpersonal relationships. It is no coincidence that I am on the board of Assosegnalatica, the association of our category within Confindustria. So I can share ideas and best practices with colleagues and competitors”. However, industrial associationism is certainly not the only passion of the entrepreneur who has a past as a football referee at national level and the practice at competitive levels of the noble martial art of Taekwondo.

“Martial arts taught me to focus but above all to obey hierarchies and to respect roles and competences in everyday life. In general, cultivating one’s passions is advice I give to young people today, especially those who aim to become the entrepreneurs of tomorrow. However, my most recent passion, which I have been practising for about ten years now, is ultralight flying, which fits well with the entrepreneur’s need to take as broad a view of things as possible.

“Just as when you fly you are able to look at the earth from a different perspective, so when I am at work I see each project as one would look from the clouds: already imagining what shape our future may take”. ■

“Work is wonderful but it is essential to cultivate interests and nurture interpersonal relationships. It is no coincidence that I am on the board of Assosegnalatica, so I can share ideas and best practices with colleagues and competitors”

Valerio Casotti, Ceo of Cicas





Rosario Radice with the management

# In the engineering and design atelier, consulting is tailor-made

New professional challenges and an innovative, all-embracing customer approach for Erre Company, which focuses on the human factor and expertise

Innovation, authenticity, respect, valorisation of talents, empathy: these are the founding qualities of Erre Company, an atelier of made-in-Italy engineering and design consultancy, whose goal is full customer satisfaction, providing tailor-made solutions from start to finish.

"We want to be present and proactive from the beginning of the design phase to the fulfilment of the customer's wish", emphasises Rosario Radice, Ceo of Erre Company, "thanks to our experience and professionalism. We are able to meet any challenge with energy and competence: in 10 years we have grown rapidly in terms of professional skills and today we are also thinking of future investments in new technologies. Our business plan foresees reaching an annual turnover of 10 million by 2026".

From 2013 to the present, the company has grown in technical expertise, expanded its

customer portfolio and diversified its industry sectors. In addition to the headquarters in Moncalieri, it has chosen to approach its customers in Milan and Maranello with two locations throughout the territory, organising itself in four business areas: Engineering, with product and process engineering, the Design Studio, Ict, Electrical and Electronic Systems are the vectors of a "human centred" modus operandi, for a company that spans the automotive, aerospace, railway and biomedical sectors.

"Our way of life is based on respect among people, inside and outside the company, based on common goals", Radice states with conviction. "It is a rewarding philosophy: this is demonstrated by the dozens of customers who have been working with us for years now and a trust from the market that allows us to grow constantly. Today we are also looking at new and emerging markets".

"Our dream is to become a point of reference for design on a national and international level", Radice concludes, "In this regard, we are increasing our partnerships with academic and training institutions, such as the European Institute of Design, for example, which enables us to get closer to young people who are entering the world of work, thus establishing a creative osmosis between professional experience and youthful freshness". ■



# Free from banking problems

Lawyer Marco Monetti, founder of Monetti & Associati: “We are proud to help individuals and companies in solving problems with banks and financial institutions”

“Today, even more than previously, it is necessary to turn to a lawyer specialised in banking law for qualified protection in dealings with banks due to the ever-increasing number of regulations, laws and decisions governing the sector”. The speaker is lawyer Marco Monetti, founder of the law firm Monetti e Associati, based in Campania, which, thanks to the experience it has acquired over the years, looks after the banking rights of its clients throughout Italy. “My family history, from 1922 to the present day, tells the story of my daily passion for the legal profession. In recent years, we have chosen to combine our 100-year tradition with technological innovation to adapt to the rapid changes in the legal profession. With enormous sacrifices and the passion that characterises all the lawyers in the firm, we have managed to improve our skills and knowledge and, as a result, achieve results that we had not hoped for. Helping individuals and businesses to resolve problems with banks, preventing homes or land from being sold in compulsory purchase proceedings are achievements we are proud of every day. I must add that in recent months we have expanded the firm’s competences by creating a new sector

dealing with assistance in the purchase of real estate at judicial auctions and we have developed the use of digitalisation and artificial intelligence, considering the use of these systems an opportunity for further improvement and growth”. In a banking world governed by often incomprehensible indices, formulas and contractual clauses, it is difficult for the uninitiated to find their way around. “This is a difficulty that everyone, both individuals and companies, face”, says Monetti. “For this reason, if you receive notices of injunctions, movable and immovable attachments, or even just letters requesting payment or changes to contracts, you should immediately contact specialised law firms in the sector”. “It must also be emphasised that it is almost always possible to solve banking problems, even when the solutions are seemingly impossible. Over-indebtedness procedures and the removal of negative reports from the Sic and the Bank of Italy make it possible to clear debts and regain creditworthiness in a relatively short time. However, it is important to understand that the ‘I’ll sort it out later’ mentality needs to be changed, and people need to turn to those who can solve problems with the bank at the first sign of difficulty, in order to avoid aggravating existing situations”. ■

Lawyer Marco Monetti



In a banking world governed by often incomprehensible indices, formulas and contractual clauses, it is difficult for the uninitiated to find their way around

# Corporate Welfare: the secret of success is in dialogue

Studio Prosdocimo combines all the experience gained by Stefano Prosdocimo: “Sometimes a change of perspective is enough to resolve disputes”

“**E**mpathy and trust. The employment consultant is not simply a professional who is asked for advice, but must be the person who builds a human relationship with both the entrepreneur and the entrepreneur’s employees, and who uses his or her know-how to find the best solution for all parties”. This is Stefano Prosdocimo, who, after discovering his true passion, the full range of employment consultancy services, from human resources management to social security and tax compliance and beyond, set up his own company in Portici in 2007 after several years of experience in the field. “The time was ripe for me to embark on an adventure of my own. At the start, my firm was a very small one with very few clients, but the work rewarded me and, after creating a fantastic team, Studio Prosdocimo started to grow. Today we have our headquarters, in a historic building in Portici, and one in Rome”. A company that has grown on the back of competence, therefore, and the overwhelming empathy of a professional firm that faces the variations of a market, the labour market, that is constantly evolving. “Services are becoming more and more timely and tailored to the clients who come to us for advice,” explains Prosdocimo, “but what sets us apart above all is that we are a team that likes challenges,

and that is why we are ready to embrace change”. A change to be tackled with ad hoc solutions both in industrial relations and company reorganisations, in the most varied contractual arrangements and personnel administration, and even in the management of individual and non-individual disputes. “The secret, I believe, is my education combined with the teachings of my father who, as a factory worker, was able to pass on to me the value of work. A value that I always have in mind when I meet a company and its employees”. Not surprisingly, one of the flagships of Studio Prosdocimo is the conciliation of disputes. “The good consultant must become a kind of bridge between entrepreneurs and employees. A bridge that often failed due to lack of communication. Sometimes it is enough to provide a change of perspective, both to the worker and the manager, to realise that in many cases there is a meeting point that meets everyone’s needs”. ■

**One of the key strengths of Studio Prosdocimo is the conciliation of disputes: “The good consultant must become a kind of bridge between entrepreneurs and employees”**



Stefano Prosdocimo, founder of Studio Prosdocimo



Partners of the Ammlex Law Firm

## The high value of specialisation

Ammlex - Amministrativisti Associati works in the field of administrative law with a focus on town planning, environment and procurement

Founded in 2008, Ammlex is a law firm that stands out on the national scene thanks to its cohesive and unified membership. The solid background of the four partners, founders Guido Bardelli and Alessandra Bazzani and lawyers Lucia De Cesaris and Marta Spainì, has enabled Ammlex to become reference point in administrative law.

"The boutique approach allows us to provide an exemplary service through a more responsive and customised approach,"

explains lawyer Bardelli. "We believe in a path that enhances our expertise in the most relevant areas of administrative law, hence the decision to identify ourselves with the name Ammlex so that it can become a brand and that this brand is the home of valuable young people. A fundamental step to ensure the future of the company and to reinforce the increasingly sophisticated specialisation that distinguishes us. The value of the professionals who drive Ammlex makes this law firm an agile and rigorous reality. "We are a strong association structure, with experience gained in traditional firms and, for some, also in large international or national associated firms. Hyper-specialisation allows us to be fast without neglecting the value of in-depth analysis typical of our work". ■

■ ■ ■ synergies&know-how ■ ■ ■

## Quantum network protecting data security in Naples

The connection with the Italian Quantum Backbone ensures a link to the EuroQci space segment. Campania in the vanguard

Under the banner of synergy between public and private sectors, companies and universities with research laboratories, the first permanent national multi-nodal metropolitan quantum communication network is born in Naples. It is a communication network that guarantees the inviolability of the data passing through it thanks to the principles of quantum mechanics. This infrastructure is crucial for all sectors in which data security is fundamental, such as telemedicine, government communications, remote management and remote control of critical infrastructures, autonomous driving and remote control of production processes. The new network will be the point of reference for the most advanced companies and research institutes, not only Italian, ready to experiment with new protocols to be used in telecommunications and the transmission of sensitive data. Numerous partners are involved, supported and coordinated by the Ministry for Enterprise and Made in Italy through the Meditech 4.0 competence

centre: University of Naples Federico II, Centro Nazionale delle Ricerche CNR-Istituto Nazionale di Metrologia, as well as Leonardo, Qti - Quantum Telecommunication Italy, Tim, Telsy, ThinkQuantum, Cisco and Exprivia. ■

- Barbara Trigari -





# Commercial communication, a craft to be built

## How to find appropriate skills for workflows? Data and their interpretation



Among the concerns at the forefront of marketing executives' minds in 2024 is finding the right people to manage the marketing communication workflow. 46% of marketing executives surveyed in Webranking's 2024 report say they have problems due to inadequate skills in the company, 37% say they do not even find any on the agency side. This impacts the quality of data and its integration and interpretation, and may slow down the adoption of technologies such as artificial intelligence and machine learning: 28% still do not understand how to use them. In fact, one in two managers, 53 per cent, consider it very difficult to both find and keep the skills needed for the job in the company, 9 per cent even consider it almost impossible.

The companies' first point of reference for marketing communication, the agencies, inspire total trust in 31% of the managers, but only "fairly trustworthy" in 44%, and "no or little trust" in 25%. The doubts concern possible conflicts of interest and the ability to manage technological innovation. There is therefore much room for training and the entry of young digital natives into the company. ■

- Barbara Trigari -

■ ■ ■ synergies&know-how ■ ■ ■



## Technology and craftsmanship for car wash systems

### Vaportecnic makes state-of-the-art customised self-service tracks

When Giacomo and Giuseppe Straccia founded Vaportecnic in 1977, they had a clear vision: the company would only have a solid future if it could innovate faster than its direct competitors. This commitment has been honoured over the years, and today makes it a leader in the production of car wash systems: "Our key word is car wash", explains Marcello Straccia, managing director of Vaportecnic Srl, "because it best identifies our craftsmanship in producing

highly technological systems and the personalised relationship with our customers". This growth of Vaportecnic is supported by a modern design ("our self-service tracks, from 2 to 12 stations, and accessories are functional and also very beautiful to look at"), an innovative washing procedure, a patent protecting technology for the delivery of a special active perfumed foam (foamnet), the use of eco-friendly products, including a high-performance wax that releases a protective film on the bodywork, and a state-of-the-art waste water purification process. "Investing in a car wash service is worthwhile", concludes the managing director, "it has a growing target market and simple overall management". ■



# Italy on the Moon

Together with Nasa and Esa, Thales Alenia Space is building the headquarters of the cislunar station: all activities are carried out from the Turin site

**W**ork has been going on for some time now on the construction of the lunar-orbiting space station, which will be the basis for the preparation of future human missions to the Moon. And Thales Alenia Space, the joint venture between Thales and Leonardo, which has four production sites and over two thousand employees in Italy, is also fully involved in the realisation of the project. “As far as the Moon is concerned”, began Massimo Claudio Comparini, senior executive vice president Observation, Exploration and Navigation at Thales Alenia Space, “we are working

on various fronts. Together with Nasa and Esa, we are building what will be the headquarters of the cislunar station: the pressurised living modules Halo (Habitation And Logistics Outpost) and I-Hab (International Habitat), and the refuelling module Esprit (European System Providing Refuelling, Infrastructure and Telecommunications), all activities carried out by our Turin office”.

“Then, with a contract from Asi, we are studying the first lunar surface module to be connected to Nasa’s space camp, the first fixed station on the moon. The goal is to create pressurised surface modules, including one for mobility: a pressurised rover that will allow astronauts some mobility on the planet. At the Earth observation level, meanwhile, Thales Alenia Space is responsible for two missions included in the extension of the Copernicus programme. The first mission, Rose-L, concerns L-band radars that are to be used to monitor landmasses;





# research & Innovation

COMMUNICATION PROJECT CREATED BY **GAETANO FERRETTI**

the second mission, Cimr (Copernicus Imaging Microwave Radiometer) will create radiometers to monitor ice, poles and oceans with launch planned for 2028 with two satellites for each mission". And also: two second-generation Cosmo-SkyMed satellites, to be added to the two currently in orbit, for earth observation with X-band radar; 10 satellites of the Italian earth observation constellation Iride, based on the innovative and modular Nimbus (New Italian Micro Bus) platform; the first six satellites of the second generation of the Galileo programme, which will give continuity to one of the two basic systems desired by the European Union. Finally, as part of the NRP funding, in cooperation with Avio, Thales Alenia Space will build a service module connected to an aircraft with a robotic arm (made by Leonardo), from low orbit, for rendezvous manoeuvres, i.e. the active removal of satellite parts, or refuelling. "Many of these projects are implemented by Thales



Massimo Comparini, senior executive vice president Observation, Exploration and Navigation at Thales Alenia Space

Alenia Space by involving a large part of the Italian supply chain, especially Sme-s. In our area there are engineering and manufacturing skills of the highest level. And this is a globally recognised fact", Comparini concludes. ■



# The (genetic) place of strawberries

A comprehensive project coordinated in Italy aims to improve the quality of “berries”, bringing it back to its origins



**S**trawberries, raspberries and blueberries are, among the small fruits, the most important ones on a European scale. The production and trade of these “berries”, usually harvested and processed by hand, plays a significant role in the rural development of several areas, generating income for dozens of small farms. Moreover, they are delicacies rich in nutritional substances, so they are also of great interest for health. For all these reasons, over the past three decades, advances made in genetics have often affected these fruits: to increase their yield and size. The new varieties grown, however, have met the needs of the farmer, not so much those of the consumer: in the name of higher yields, both sensory quality and disease resistance have often been lost. The increased susceptibility to disease of today’s cultivated varieties has resulted in the increased use of pesticides.

While new commercial varieties are far off from germplasm, that is, from ancestral genetic quality, a European project now at an advanced stage is trying to remedy this situation. “Breeding Value” is an H2020 involving 20



Professor Bruno Mezzetti

partners from eight European countries, with €7 million in funding: it is led by the Marche Polytechnic University, and among those involved are the Bologna CNR, as well as a couple of Italian companies. “The goal, which has already been achieved to a large extent, is to combine the quality traits of currently cultivated varieties with those we have abandoned over time”, explains project coordinator Professor Bruno Mezzetti. In the first three years, a great deal of work was done

on the analysis of genetic material: “We have developed interesting tools on genomics, innovative tools for phenotypic characterization, with image analysis measuring fruit quality even with a simple photograph, thanks to new precision tools”. “In the last few months”, Mezzetti concludes, “we will have to study genetic diversity, identify plants that possess these interesting characteristics, and find ways to transfer them with traditional breeding techniques. In short, we need to combine the characters we have lost with those required by the market. And provide companies with already characterised genetic material so that they can develop more competitive varieties”. ■



D3A-Univpm strawberry germplasm and genetic improvement experimental field, where the Breeding Value project is being developed



# Predicting eruptions and earthquakes



Funded by the Horizon 2020 Framework Programme of the European Union



Cutting-edge technology could predict earthquakes or eruptions many hours before the event

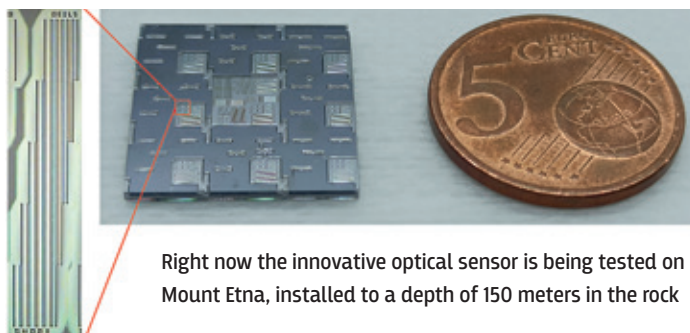


**P**redicting the arrival of earthquakes or eruptive phenomena well in advance can clearly be crucial in terms of safety for the population, at any latitude: there are currently technologies that try to achieve this, but they have high costs and minimal advance warning. Today, however, the results of “SiC nano for picoGeo”, an H2020 that has come to a close after four and a half years of work, could improve the situation considerably, making it possible to “predict” the arrival of phenomena many hours in advance.

Unlike current systems, which are based on hydraulic technologies, the new project developed an optical-mechanical device (Moms) based on silicon carbide and applied it to the geophysical field. “This is a truly futuristic activity”, stresses Francesco La Via of the Imm - Institute for Microelectronics and Microsystems of the Catania CNR, project coordinator. “Thanks to interdisciplinary work involving at least 30 or so specialists from various fields, we have created an optical sensor that we are now

testing on Etna, installing it 150 meters deep in the rock”. The NRRP funds should allow the sensor to be tested in additional locations in the coming months when the project is finished: “Judging from the tests carried out in the laboratory, the device should work. Now comes the complex part: we need to do the installations well, then develop the electronics and software operating the sensor, and manage the transmission of data to Ingv, while having to run it from locations not served so well by the network”. These practical aspects are fundamental to succeeding in what would be a truly revolutionary endeavor.

“We have to pick up a signal that gives notice well in advance of the event. The new sensor has a double advantage over current solutions: not only in terms of sensitivity, which is at least three orders of magnitude better than current technologies, allowing much greater notice to the population, but also economically, because a complete sensor costs a few thousand euros versus 60,000 or more for current hydraulic sensors. In addition, with this new instrument it will be possible to study in much greater detail the behavior of volcanoes and predict their eruptions, both effusive and explosive, thanks to the deformations measured prior to these events. Finally, this sensor could have applications in various regions of the planet: ranging from Iceland where there is a high concentration of volcanoes, to California, Japan, and Turkey where there are several faults that generate disastrous earthquakes for the population. ■



Right now the innovative optical sensor is being tested on Mount Etna, installed to a depth of 150 meters in the rock



Amerigo Vespucci, accompanied by the “Sail4Change” project, will dock in Italy again in 2025

# Educational on the future of the seas on board the school ship

The One Ocean Foundation’s “Sail4Change” project, in cooperation with the Italian Navy and World Sailing, accompanies the Amerigo Vespucci on 28 stages

It is called “Sail4Change” and is the educational project implemented by One Ocean Foundation (an Italian non-profit organisation committed to the protection of the marine environment at an international level) with the support of the Italian Navy and World Sailing (International Sailing Federation).

The initiative will involve over 5,000 young people in 23 countries around the world and aims to raise awareness of the greatest challenge of our time: climate change and how it affects the seas and oceans.

Sail4Change kicked off on 13 March in Argentina, coinciding with the stop on the world tour of the most beautiful ship in the world: the sailing ship Amerigo Vespucci. During its round-the-world voyage, One Ocean Foundation will offer an unprecedented opportunity to engage local young people in a series of educational activities: a challenge will be launched at each stop and the winners

will have the honour of visiting the historic Amerigo Vespucci ship during port stops. Involving new generations from different parts of the world offers a broader and more diverse perspective on the problems of the sea, allowing concrete solutions to be explored through different points of view and innovative approaches.

“This project - in line with our mission and the Foundation’s values of knowledge, awareness and impact - involves world leaders and players on issues we consider vital. We are thrilled that Marina Militare and World Sailing have believed in our proposal that combines science and education on a stage of exceptional beauty, such as the Vespucci”, said Riccardo Bonadeo, president of One Ocean Foundation. The Sail4Change project - which involves sailing school children aged between 8 and 12 years at each stage of the Amerigo Vespucci tour - is designed to engage and raise awareness among young people about the impacts of climate change such as ocean acidification, rising seas and loss of biodiversity. Having departed from Genoa in July 2023 for its round-the-world voyage and having landed in Argentina, on 13 March, Amerigo Vespucci resumed its navigation accompanied, for the remaining 28 stages, by the “Sail4Change” project. After coasting America, Australia, Singapore, India and many other countries, the school ship will end its itinerary in Italy, when it will dock in La Spezia in early 2025. ■

- Margherita Fontana -



# Biotechnology: bringing research to industry

BioSolutions' innovative format for innovation and sustainability in pharmaceuticals, food and cosmetics

**F**ounded in 2018 by young professionals with high-level scientific and commercial experience, BioSolutions has proven expertise in implementing successful projects. "We apply scientific research to market needs", explains Ceo Lucia Mancusi.

"As biotechnologists, we are experts in pharmaceutical production, but we have the expertise and operational flexibility to meet the needs of broader segments such as food and cosmetics".

BioSolutions exclusively manages technology transfer and research and development activities, including segmented research and development, support in industrial experimentation and pre-industrialisation, setting up dedicated laboratories at companies, guaranteeing confidentiality and customer control of steps, timing and results.

"We provide creative, flexible and practical solutions", Lucia Mancusi emphasises, "through ideal configurations for managing research and development work, in order to

be more responsive to the demand patterns of end customers. With an all-round expertise spanning biotechnology, chemistry, industrial microbiology, molecular biology, and process engineering, BioSolutions works with both microorganisms and mammalian cells, using bioreactors that simulate an industrial plant to reproduce the processes, on a laboratory scale, with the same types of analysis and continuous monitoring.

The dynamic team proposes to the global market the development of production processes using precision fermentation techniques including strain development, Downstream Processing and characterization of related analytical methods, pilot and industrial scale-up through to Plant Design.

"As regards food", says Lucia Mancusi, "we are engaged with companies working on new molecules for quality and process improvement. With the Zooprofylactic Institute, we are developing cellular models (organoids) to be used as an alternative to animal experiments for the study of genetic transmission from food pathogens".

The company also operates in cosmetic formulation, offering innovative ingredients derived from biotechnology or from spent food matrices, creating added value for the circular economy. "We work under the market perspective", concludes Lucia Mancusi, "as an accelerator toward the industrial process, taking into account broader issues than those in the laboratory". ■



**BioSolutions  
boasts all-round  
expertise spanning  
biotechnology,  
chemistry, industrial  
microbiology, molecular  
biology and process  
engineering**

In the middle Lucia Mancusi, Ceo, with Susanna Esposito, microbiologist, and Bruno Vespoli, molecular biologist

# Certified blue hydrogen, the green energy revolution

Tüv Süd has developed a new standard for the certification of low-carbon hydrogen and its derivatives

**A** carrier and source of energy storage, hydrogen is set to play a central role in combating climate change and in energy transformation. Therefore, in order to meet a rapidly growing global demand, low-carbon hydrogen is indispensable in addition to green hydrogen.

The largest share of global demand comes from the chemical industry but, in the future, hydrogen will also be used as a storage source for energy from renewable sources, contributing to the de-carbonisation of several industrial and transport sectors.

With the aim of promoting the emergence of a low-carbon economy, Tüv Süd developed the Tüv Süd Cms 77 standard for the certification of blue hydrogen and its derivatives (currently ammonia). Introduced in 2023, the new standard will be continuously adapted to current and future developments and legal and regulatory requirements.

The Tüv Süd Cms 77 standard is applicable to all companies around the world that wish to demonstrate their compliance with the criteria set by the regulatory frameworks of various countries and regions and demonstrate their commitment to a sustainable and future-proof energy supply.

The Tüv Süd Cms 77 standard lays down a concrete foundation by setting an upper limit for the reduction of greenhouse gas (Ghg) emissions in the production process of hydrogen and its derivatives, so that the product can deserve the “low-carbon” designation. This standard sets an ambitious



challenge, requiring a drastic reduction of at least 70 per cent of greenhouse gas emissions during the production of low-carbon hydrogen and ammonia (blue hydrogen and ammonia).

This target exceeds the current global benchmark of 94 gCO<sub>2</sub>eq/Mj<sub>l<sub>h</sub></sub>, highlighting a concrete commitment to sustainable, low-carbon production.

In addition to giving a definition to blue hydrogen/ammonia, the Tüv Süd Cms 77 standard regulates the construction and use of structures for the capture and geological storage of carbon dioxide that can retain CO<sub>2</sub> for long periods.

In line with the certification standard for green hydrogen Cms 70, Tüv Süd has established requirements and guidelines for measuring and documenting the carbon emissions of blue hydrogen and its derivatives. This process is aligned with international standards, including Iso 14040, Iso 14067, Iso 27915 and Iso 17029. ■

- Margherita Fontana -



The European Centre for Medium-range Weather Forecasts

# Building the future in Bologna

Confindustria Ceramica visiting Tecnopolo Manifattura. Visit to the European Weather Centre and Leonardo, the world's second supercomputer

**O**n 22 February, president Giovanni Savorani and the General Council of Confindustria Ceramica visited Tecnopolo Manifattura in Bologna. Received by Emilia-Romagna Region president Stefano Bonaccini and Economic Development Councillor Vincenzo Colla, they visited Ecmwf (European Centre for Medium-range Weather Forecasts) and Leonardo, the world's second supercomputer in terms of computing power applied to Artificial Intelligence.

At the meeting to present the development projects for the entire former Manifattura Tabacchi area in via Stalingrado, the director general of the Economic Development Department, Morena Diazi, detailed the investments put in place by Europe, the Italian State and the Emilia-Romagna Region, emphasising that the intention is to build here the 14th seat of the UN University - the first in the Mediterranean area - and a 15.000 square metres destined to house both an incubator for start-ups and international champions in the field of microprocessors, with the aim of also generating important spin-offs for the international competitiveness of the region's main industrial districts, an objective on which the ceramic entrepreneurs present also agreed.

Following this, Michele Toni and Andrea

Montani presented the European Weather Centre based in Bologna, which has, at continental level, only two other "twins" in Spain and England. Thanks to its great computing power, it is possible to make short- and medium-term meteorological and environmental forecasts, useful both for monitoring extreme phenomena in the atmosphere and for adequately supporting the choices of all those economic activities, starting with agriculture and tourism.

The meeting was concluded with a speech by Professor Francesco Ubertini, president of Cineca, who illustrated Leonardo's computational potential - 250 million billion operations per second, which make it one of the most powerful supercomputers in the world for applications in artificial intelligence - some examples of possible synergies with the industrial fabric and the European Union's call for investment plans in the field of supercomputers to be brought forward by two years, which will lead Tecnopolo Manifattura to equip itself in a couple of years with a network system that also includes new quantum supercomputers. ■

- editor's note -



Leonardo, the world's second supercomputer for computing power applied to Ai



# The space economy seeks a more profitable set-up

Italy is the fourth largest contributor to the European Space Agency with Eur 580 million. Earth Observation is worth Eur 230 million



Paolo Trucco and Franco Bernelli,  
scientific heads of the Space Economy Observatory

Hearing talk of the space economy probably still evokes distant worlds and futuristic spaceships, while instead we are faced with a reality of companies active in sectors that are much more “terrestrial” than the name inspires, and above all of great relevance for national competitiveness. So let us delve into the research of the Space Economy Observatory of the Politecnico di Milano School of Management, which, after defining the scenario, provides a working path for our companies: “Technological competence is a competitive asset, but no longer sufficient in the dynamics of evolution of the Space Economy on a global scale”, say Paolo Trucco and Franco Bernelli, scientific heads of the Space Economy Observatory. “We need to open up the supply

chain to a greater degree of cooperation, both towards Sme-s and private end users, which must be accompanied by greater vertical integration between technology and services”. In Italy, the Earth Observation services market is worth Eur 230 million (2023 figure), growing by +15% and driven in particular by the energy & utilities, agriculture as well as finance and insurance sectors. 71% of the turnover generated by companies in this sector comes from supplies to the public sector, the remainder from large companies, Sme-s and start-ups. 35% is to be attributed to domestic trade, 65% to foreign relations.

The prevalence of the public is linked to the resources made available by public tenders and thus also by the Nrrp. These are resources that Italian Sme-s, 83% of all companies in the sector, struggle to access, thus limiting the possibility of having space agencies as customers. The development of non-space-related customers is in its infancy, so much so that only 10% of potential customer companies are beginning to look with interest at the space economy and 90% do not perceive its value.

The projects of corporate customers mainly concern Earth observation (57%), then satellite navigation (27%), which includes, for example, fleet management in insurance, logistics, and goods tracking for large-scale distribution. 16% deal with satellite communication to bring connectivity to remote locations or manage logistics in environments such as mines. ■

- Barbara Trigari -



# The charge of the two hundred at the headquarters of Cotonificio Veneziano

Start.Hub, the luav University entrepreneurship training course kicks off

**T**wo hundred male and female students kicked off Start.Hub, the entrepreneurship training course of the luav University of Venice. luav Start.Hub aims to identify start-ups dedicated to sustainable design understood as the care and maintenance of the built environment, at all levels and in all areas: from the territory to the arts, the city, architecture, fashion and design. Now in its fourth year, Start.Hub has seen the emergence of numerous start-ups now established on the market, with innovative business projects dedicated to caring for the environment and people. Last year's edition saw 50 projects

submitted to the "call for ideas", 90 participants in the start-up school, 12 teams selected for Start.Hub, 36 hours of online training, 32 hours of on-site training and three winning teams. Added value this year are two important projects: Start Venice Up, an initiative financed by the Veneto Region (Dgr 727/2023 bando Venezia Icona), which aims to make Venice a centre of excellence dedicated to promoting, supporting and retaining new entrepreneurship, understood as agents of positive change for the environment and society. Start Venice Up is complemented by the training activities of start-ups and university spinoffs envisaged by Spoke 4 City Architecture and Sustainable Design, which is part of the broader iNest - Interconnected North-East Innovation Ecosystem project, one of the 11 Italian area-based research networks financed by the Nrrp, where luav is a partner. ■

- Margherita Fontana -

■ ■ ■ news from Italy and world ■ ■ ■

## A further new push for innovation

Among the novelties of Fabrizio Grillo's new chairmanship for Federated Innovation @Mind is a schedule of events in the areas of City of the Future and Life Sciences



**Fabrizio Grillo, new president of Federated Innovation @Mind**

**F**abrizio Grillo, Bracco's Director of Public Affairs & International Relations, is the new chairman of Federated Innovation @Mind, the public-private collaborative model created in 2021 as the innovation driver of Mind - Milano Innovation District, and promoted by Lendlease with the contribution of Cariplo Factory. At the head of the Bracco Pharma Group's Public Affairs & International Relations Office since 2016, Grillo has gained strong experience in the field of institutions and international relations, working in public and private organisations.

He has held positions of responsibility at the Municipality of Milan, in relations with the European Commission, the European Parliament and Unesco. In these contexts, he managed legal, economic, research

and policy analysis, as well as advocacy and fundraising in the areas of industrial policy and research and development.

In line with the previous chairmanship, the new governance will focus on further strengthening Federated Innovation's awareness both within Mind and in the broader Italian and international innovation ecosystems.

Particular attention will be paid to expanding the network of companies that make up the fabric of Federated Innovation and to technology transfer. Novelties include the definition of a schedule of high-profile events in the areas of "City of the Future" and "Life Sciences". ■

- Margherita Fontana -

# addresses

## the cover

**ALCOTEC SPA**  
ROMA  
Tel +39 06 45420626  
www.alcotec.it

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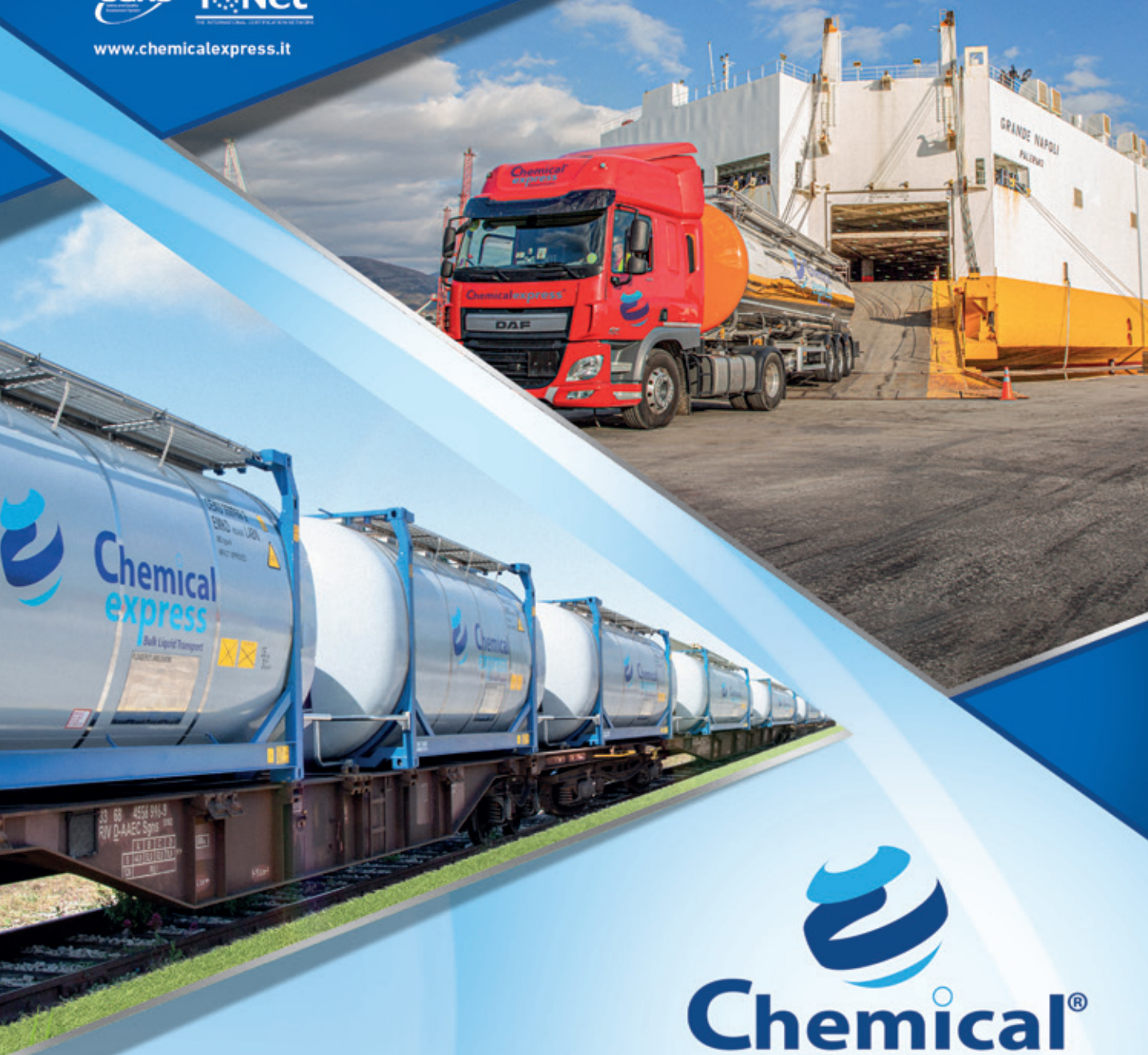




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