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the cover
Davide Sinigaglia

the other cover
MANCUSI

thematic specials

enterprise synergies
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Che spesa sarebbe
se non aiutasse
la scuola?





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■ ■ ■
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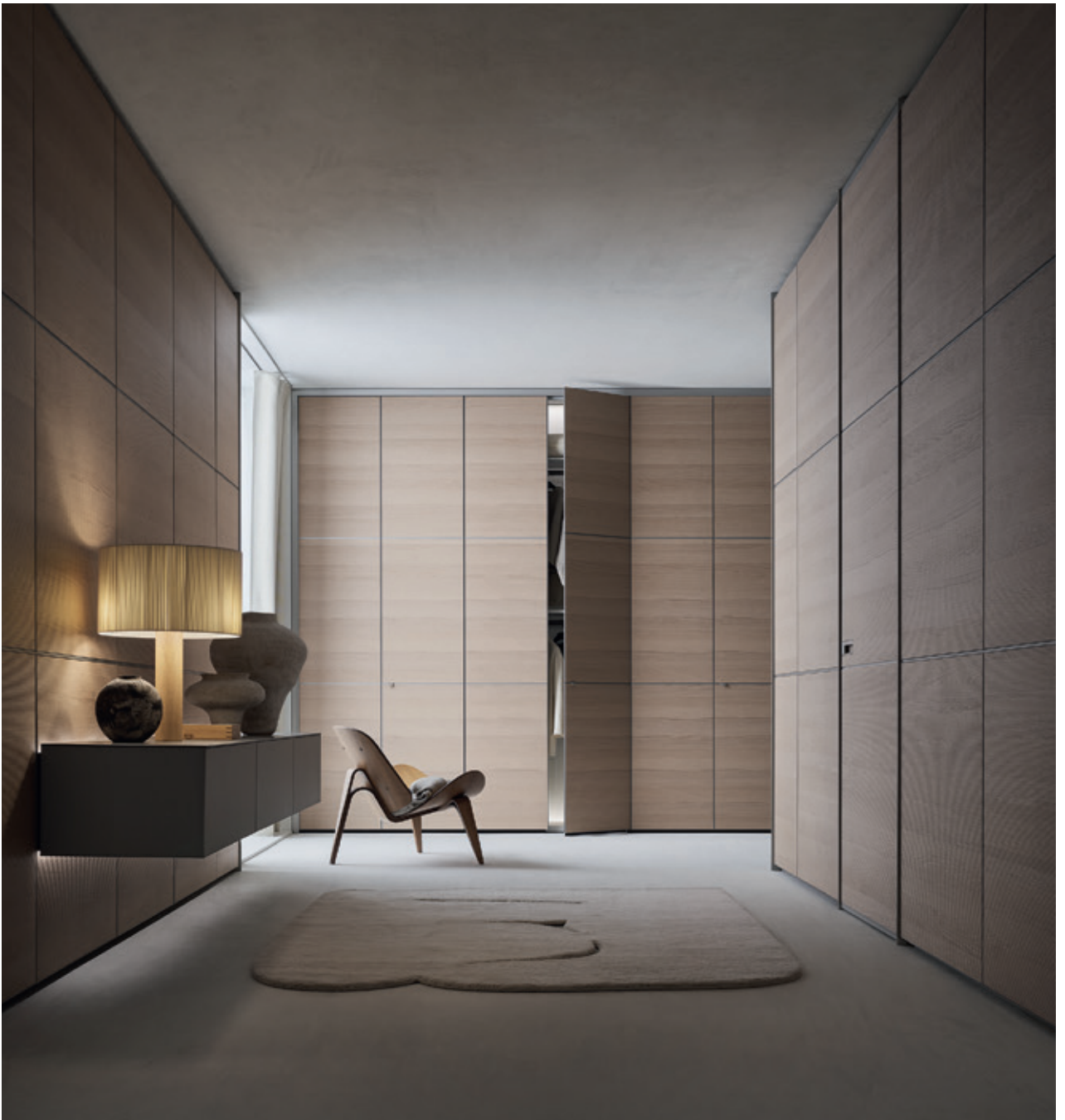
Culture, a heritage to be preserved

Dance is an evolving art, and we cannot lag behind. "In Italy we have everything: let's invest in the future of our young people"

Dance is art in its purest state and the expression of a movement capable of taking the body beyond itself to emphasise thoughts, feelings and images. Dance is, therefore, communication: the essence of a dialogue that is first of all internal and then becomes choral when the dancer addresses his audience. And it is passion, dedication, sacrifice. "These requirements must never be lacking, now as in the past. Indeed, it's obvious that dance is an arduous path, but what it takes is heart". Speaking is Eleonora Abbagnato, a life on tiptoe on the most prestigious international stages, étoile of the Ballet de l'Opéra National de Paris (the first Italian to achieve this), director of the Corps de Ballet and Ballet School of the Teatro dell'Opera di Roma, and president of the Consiglio Superiore dello Spettacolo. Dance, but not only, because she has also made some (happy) forays into the world of cinema, TV and music: different experiences and languages that - she explains - "cannot be compared, however, thanks to all these special experiences, I have been able to meet some really special people, who have

enriched me a lot". And they will also be protagonists of the biographical documentary that Eleonora Abbagnato is ready to present, to retrace and fix the highlights of her life, in front of and behind the scenes. Dance, however, is also exploring new horizons. "We are witnessing a huge evolution", she confirms. "Dancers have changed: they have a very strong physicality, they are more athletic and much taller. And the new generation of choreographers are adapting. I think evolution is good for you: you always have to take into account the tradition, the classical repertoire, that's where the form comes from, but you also have to know how to move forward". And, in our country, are we moving forward? "In Italy we have everything: great masters and great talents, extraordinary theatres and places of art. Yet, too little investment does not allow this heritage to be nurtured. For example, we have 14 opera-symphonic foundations but only four corps de ballet: our young dancers have to go abroad to study and work. Yet, why should we deprive ourselves of our students? Entertainment and culture are an inseparable pair", he reiterates, "and today more than ever we have the certainty that quality works: people want to go to the theatre, they need to enter museums, they want beauty". This is an immediate appeal, therefore: "Let us not forget the future of our boys. After 30 years living in France, coming back to Italy I wanted to do just that: to get young people to work to the best of their ability, to meet world-class choreographers to help them grow. However, investing in facilities and education", he emphasises, "remains the first and most important step: this is the only way to be able to really take culture forward". ■

- Chiara Marseglia -



DISCOVER MODULOR WALL PANELLING SYSTEM, COVER WALK-IN CLOSET, RADIUS DOOR. DESIGN GIUSEPPE BAVUSO



Rimadesio



opinion

of Maurizio Caretoni

Reading makes us better

There are great stories ahead. Tales of people who have made it, who live their time with enthusiasm and a resilience that is out of the ordinary. They are, indeed, the most concrete expression of that passion that pierces every obstacle, every barrier that stands between the idea and the realization of a project.

Well, this is how we want to conclude 2023, with our best Italian “entrepreneurial chronicles”, the echoes of which will accompany us until early next year, when we will inaugurate a new season of “Platinum”. However, we are also pleased to share with all of you readers another achievement of ours: our now proverbial determination, the one that has faced these past complex and unpredictable years with courage and consistency, is rewarded—once again—by the numbers. And, after 26 years of publication, we are confident of delivering one of the most significant achievements to our publishing history.

I am really proud of our team: an enlarged (and growing) team that every day learns and consolidates the values of fellowship, mutual respect and commitment to a common goal. We learned to overcome obstacles together, we argued, we even got angry, but we were all able to find new balances that allowed each of us to get excited about each new goal again.

Here, today we can look forward with confidence that our ideas, our initiatives, our stories will still shine. And, in this great little world of communication of ours, where -- borrowing Friedrich Nietzsche's thought -- one must “know how to dance with one's feet, ideas, and words”, because “It is not possible to deduce from noble education the dance in all forms”, my invitation is: read, always and in any case. Let us always enrich ourselves with culture and knowledge. Because it makes us all better.

Happy New Year to all and, above all, see you in 2024.



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ULYSSE NARDIN



FREAK

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FREAK[ONE]

the other cover

Francesco and Massimiliano Mancusi



THE CONSTRUCTION
FAMILY BETWEEN
INNOVATION AND
SUSTAINABILITY

SERVICE ON PAGE 18



the cover



Davide Sinigaglia

Agriculture of the future to save the present

Cooperativa Sorgeva, in the province of Ferrara for over 50 years, a pioneer in the field of sustainability



Davide Sinigaglia, President

There are several pressing issues affecting the agricultural sector today and in the near future: climate change that damages crops and makes some areas of the planet less and less productive, the steady increase in the world's population that generates an ever-increasing demand for food, and a growing difficulty for both small producers and big industry to cope with society's needs while at the same time respecting the environment around us. Two actions are needed to effectively address this situation and try to generate a reversal of the negative trend we are witnessing: on the one hand, fostering a better performance of agricultural products, making sure that they are always at their best not only in terms of quality but also in terms of yield, resistance to biological and climatic threats, diversification on what is the annual production calendar, and above all, the ability to be recycled; on the other hand, taking care more and more of what is the impact of agricultural production on the environment, elements such as the consumption of soil, water, energy, emissions and the circulation of waste and refuse. All

“ For us, sustainability in agriculture is not only a fixed and indispensable point, but also a natural, logical choice, at every level, from farmland management to production, from distribution to the relationship with the end consumer, with our partners, with the whole community ”



this is called sustainability. A word that is well known to Sorgeva, the cooperative located in the province of Ferrara, which since 1971, when it was founded as Cai - Cooperativa Agricola Intercomunale di Argenta e Portomaggiore, has been a true pioneer in the field of sustainability applied in all its forms to the agricultural sector. This is a natural inclination of Sorgeva, which in the province of Ferrara now boasts about 3,000 hectares of land under direct management, almost all of which it owns and most of which has already transitioned to organic or integrated farming. "For a company like ours", explains president Davide Sinigaglia, "which has always followed the dictates of the cooperative

philosophy, it would be neither possible nor acceptable to generate economic results to the detriment of the local area, the community and the environment. In our view, true wealth cannot be measured only in terms of economic profit, but is represented by a higher concept that we could call shared well-being. This is what we have based our corporate identity on in over 50 years of activity". It starts with a motto - respect the land, the environment and people - which is in itself a declaration of intent, to look to the future with growing confidence, aware that the environmental and hydro-geological balance, future agricultural productivity and thus the future of generations to come depend solely on the actions taken today. A rigour and attention that is automatically reflected in the products that arrive from Sorgeva's lands, such as horticultural products for industrial use - peas, green beans, tomatoes, cauliflowers - from strictly organic production, but also cereals, soft wheat from both integrated and organic production, maize, spelt, and durum wheat with the best organic certifications.



the cover

■ ■ ■ Davide Sinigaglia

“ In recent years, Sorgeva has not only paid lip service to the concept of sustainability, but has put it into practice by diversifying its business, encouraging organic agricultural production, women's entrepreneurship, and the development of photovoltaics as a primary source of energy for farms ”



“The link between the different potentials we bring”, continued President Sinigaglia, “is very solid and long-lasting. Reclaiming land, making it productive and taking care of it means also increasing the productivity level of the entire sector. Therefore, it is necessary, if not vital, given the current conditions, to develop a model of agriculture that, respecting the environment and its resources, is capable of adapting to environmental and climatic changes and at the same time allows for the combination of nutritional and organoleptic qualities of agricultural products with a high production yield”.

All the choices made by Sorgeva, from organic farming to the short supply chain, from the development of alternative energy sources to a profound innovation in water and soil management practices, represent a constantly evolving system that is rooted in the rural tradition of the Po Valley but that at the same



time looks ahead, to the future, following the paths of social and technological progress, seeking to preserve and optimise natural resources.

“The relationship between agriculture and the environment”, adds President Sinigaglia, “will become increasingly important and will have a growing impact on our quality of life, both because of the effects that agriculture naturally produces on the environment and because of the influence of the environment on agricultural production. It is a point of view that is well present in the goals that the European Union has set for itself with the adoption of the 2030 Agenda for Sustainable Development, and from which it is clear, not to say inevitable, that agriculture and the environment will increasingly be forced to walk hand in hand, increasing opportunities for interaction until such interaction is complete. Otherwise, we will reach a point

where no development will be sustainable and we will be forced to go back or, if we choose to go forward, we will do so at the price of irreparably damaging the ecosystem”.

Sorgeva has undertaken a thorough green overhaul of each of its activities and services, from controlling energy and water consumption, emissions, and waste to resource utilization and process and product efficiency.

This is an all-encompassing ecological choice aimed at rethinking production systems in an increasingly sustainable way to counter the economic, climate and environmental emergency.

“Sorgeva”, President Sinigaglia concludes, “therefore moves with conviction between ethics and new business models. This is likely to be a long journey that requires investment and readiness for innovation and change, but because of this, it must be developed with the highest priority and extremely careful planning. Embracing sustainability is a process that requires the company to bring into play an established vision of its being and its actions, requiring investment, participation, and time. Only those who, like Sorgeva, will have really played ahead by focusing on people, health, the environment and the land can succeed”. ■



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Franco Gracchi, 1515 - SU CONCESSIONE DEL MINISTERO DELLA CULTURA - Le Gallerie degli Uffizi.



FERRAGAMO

FIRENZE

A success story of quality, innovation and sustainability

Mancusi Spa is a family-owned construction company founded by cousins Massimiliano and Francesco Mancusi in 2013 that has established itself in the public works and building sector



Massimiliano Mancusi

Mancusi Spa, a company that is increasingly making a name for itself in the public works and construction sector, is an example of the determination, courage and love for their land of the founders Massimiliano and Francesco Mancusi, who are linked not only by a relationship of deep mutual esteem and trust, but also by a kinship bond. In fact, Massimiliano and Francesco are cousins, sons of two brothers, Rocco and Biagio Mancusi, themselves entrepreneurs with over 60 years of experience in the construction industry in Basilicata. The company, headquartered in Potenza, Basilicata, traces its origins to Mancusi Immobiliare Srl, established in 2013, again by the two young professionals, graduates in law and economics respectively, and later transformed into Mancusi Spa in 2022.

The story of the two young entrepreneurs stems from a broken dream that will prove to be the incentive to keep laying the foundations for doing what they had both dreamed of doing since childhood: continuing their parents' business tradition. In 2009, after earning several master's degrees at prestigious business schools in Milan and working for over ten years outside the region as a business lawyer, they decided to return to Basilicata, starting with some investments in the renewable energy sector.

The decision to return to their homeland is rooted not only in the Mancusi cousins' "Lucanità", understood as a deep attachment to their homeland, but above all in the passion for entrepreneurship transmitted by their parents. Nowadays, the company is run by the two cousins, who serve as directors with delegated powers, and is controlled by two family holding companies named after their respective fathers.

After initial difficulties, the two young entrepreneurs started to build Mancusi Spa, following their motto "without haste but without rest",

facing challenges and competitions with much larger and more established operators. Mancusi Spa focuses mainly on public works, infrastructure and high-quality construction. It currently employs around 120 direct and indirect employees, as well as external designers and architects, and manages a significant portfolio of work, considering that it is a newly established company with more than 20 active construction sites throughout the country.

The two entrepreneurs invest daily in keeping their entire staff up-to-date in order to keep pace with the continuous developments in the public works sector, constantly focusing on design quality, environmental sustainability of projects and internal training. The Mancusi cousins have passed on to their company the same level of care and attention that their family has dedicated and continues to dedicate to private building work. This has enabled them to stand out and offer added value to their customers.

“What has always distinguished Mancusi Spa”, explains Massimiliano, “is the reliability, sustainability of its interventions and timeliness in ensuring certain answers to our clients. Constant care and study of regulations and technological innovations in the sector, along with attention to both public and private customers, are the rules of our business operations.

The spirit that is typical of our company and the maniacal care of each and every job order with the objective of guaranteeing the satisfaction of our clients, in compliance with an essential principle that we reiterate daily to our collaborators: the sacredness of public resources and therefore the obligation to ensure that every euro spent on infrastructure investments and public works in general that we are called upon to carry out, is an investment for the future of the country in which we live and in which we hope our children will be able to



Francesco Mancusi



Construction works of a draining well to consolidate the “Fiumicello” ditch slope at km 2+450 of the Sp ex Nsa Bretella di collegamento A3-Ss 585 on behalf of the Province of Potenza

Constant care and study of regulations and technological innovations in the sector, along with attention to both public and private customers, represent the rules of the company’s operations. An indispensable principle of the company concerns the sanctity of public resources



◀ the other cover

■ ■ ■ Mancusi



Part of the Mancusi Spa team

live. We invest a great deal in the quality of the design proposal and in the training of the team of engineers and professionals that support us. In a competitive market such as that of public works and construction in general, investing in training becomes increasingly strategic, creating added value both for employees, who can increase their skills and vertical expertise, and for the company itself, which has the opportunity to grow and become more competitive and evolved”.

Another aspect that Mancusi Spa considers a pillar of the company is the focus on sustainability. Indeed, the company is committed to environmentally friendly work, using environmentally sustainable materials and technologies.

The company's approach is reflected in its projects, which aim to reduce the environmental impact of construction and promote sustainable development.

Mancusi Spa also carries out work with funds from the National Recovery and Resilience Plan (Nrrp). This allows it to contribute to the economic development of the country and to carry out projects of great national significance.

The company also maintains wind farms in various regions of Italy on behalf of Enel Green Power. Its customers include Eni Rewind, Anas and several other public and private entities. In addition, thanks to Nrrp funding, the company will build, as principal in ATI with the Apulian company Cobar Spa, the Museo del Mare in Reggio Calabria on a project by the archistar Zaha Hadid that represents,

perhaps, one of the largest infrastructural investments for Southern Italy.

“In our industry”, Francesco points out, “which is mature and capital-intensive, we are constantly dealing with an illiquidity situation due to the split payment mechanism. This requires rigorous economic and financial planning by our offices on a daily basis in order to guarantee solidity, concreteness, and a definite timeframe for each contract we obtain”.

Looking to the future, Mancusi Spa is preparing for a busy year 2024, with prospects for significant growth. The company strives to remain competitive and innovative in the industry by continuing to invest in the educational growth of its staff and the adoption of state-of-the-art technical solutions.

The aim is to consolidate its market position while keeping a constant focus on the challenges of the sector and constantly seeking new opportunities for growth, with the typical resilience of Lucanians.

“Mancusi Spa has achieved remarkable

results in the public works and construction sector, but Massimiliano and Francesco, guided by the cultural background and teachings of their parents Rocco and Biagio, work tirelessly to plan new projects for expansion and growth in both the domestic and international markets. They also evaluate new business opportunities and seek to expand their presence in new sectors and markets.

Their motto now is: to be ambassadors of Lucanità". In addition to the growth and expansion of the company, Massimiliano and Francesco also have a strong commitment to social work. They believe that businesses should play an active role in the community and contribute to social welfare.

For 2024, Massimiliano illustrates a socially oriented family initiative: "During our traditional Christmas dinner with all our employees and suppliers, we will hand over a budget to our children and grandchildren, with which they will have to finance and structure projects for good deeds. The aim", he concludes, "is to involve our heirs in the business processes from the very beginning and to empower them towards ethical business activity". ■



Massimiliano and Francesco Mancusi with surveyor Giuseppe Mitidieri, Mancusi Spa contract manager

"In this historical moment, rigorous economic-financial planning is required, and Mancusi's offices deal with this on a daily basis in order to guarantee solidity, concreteness and certain execution times for every contract we obtain"



Part of the operational team engaged in the construction of the mechanised pedestrian system for the reduction of vehicular traffic in the city of Potenza on behalf of the Municipality of Potenza



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profiles

Now is the time to dare and invest

For Gianmaria Balducci, who has led Cefla for 10 years, sustainability, digitalisation and artificial intelligence are the keys to the future of the Imola-based cooperative group

It was 31 May 2013 when Gianmaria Balducci was elected president of the Cefla multibusiness industrial cooperative, a large company with headquarters in Imola, a total of 22 branches and production sites around the world and four different business areas.

Nowadays, ten years after taking office, President Balducci's human and entrepreneurial balance sheet is more than positive: in fact, Cefla has grown considerably by always being ready in expansive market phases.

Balducci's ten years at the helm of the Imola-based Group coincide with more than 90 years of Cefla, which today employs a total of more than 2,000 people, more than 1,400 of whom are based in Imola, but with a significant increase, considering the exponentially growing allied industries.

"In ten years", explains President Gianmaria Balducci, "the world around us has changed, the energy crisis and the winds of war weigh heavily on the economy of a cooperative group with an international outlook like ours. However today, as ten years ago, the commitment to ensure sustainable growth over time is unchanged in order to deliver a healthy and profitable company to those who will take the helm in the future. It is not in vain", continues Balducci, "that our mission is

to 'Create value over time': the spirit that moves us towards the future every day, through product innovation, process evolution and corporate governance".

Today, the group is active in four lines of business: engineering, which deals with the design, construction and management of technological systems in the civil, industrial and energy sectors; finishing, which manufactures machines and systems for painting, industrial digital printing, decoration and coating; medical equipment, with European leadership in the production of dental equipment; and Led C-Led, which is specialised in the design and production of electronic applications and solutions with Led Uv technology.

"I joined the company's board of directors in 2010, took over as vice-chairman in 2012 and became chairman in 2013. This journey has allowed me to experience first-hand difficult moments, complicated



Cefla headquarters in Imola



Gianmaria Balducci, president of Cefla group

budgets, but also new opportunities and great stimuli. The most emblematic one was being able to realise that the business unit dedicated to furniture was no longer in our favour and that it was right to hand it over to a major company in the sector in order to guarantee work continuity for the staff. This was a difficult but right choice, and made with a sense of responsibility. A principle that must be valid for anyone doing business". In parallel with these choices, many investments were also made in Cefla on issues such as energy efficiency and economic and environmental sustainability. However the beacon that guides every activity of the

Imola Group remains the same: turning even critical moments into new opportunities. "The sale of the business unit is part of this vision as a strategic and governance repositioning. Another very critical moment turned into an opportunity was undoubtedly the Covid epidemic, which helped us gain significant market share against international competition. This is because, with all due care and attention, we managed to keep production going in our plants while our American and German competitors struggled. Even in the supply chain during the epidemic, we had no slowdowns because many components, especially on the electronics side, have always been produced in-house. President Gianmaria Balducci's final thought is obviously about the future. "In times of uncertainty such as the current situation, it is important to keep a cool head, but Cefla's path is aimed at seizing new business opportunities, with an increasing focus on digital products and systems. That is the future, and Cefla will be there too. ■

■ ■ ■ DIFFERENT BUSINESSES, SAME ORIENTATION

Cefla is a company made up of different businesses each with its own history, made up of successes and products, processes and innovations, but with a common improvement project in which relationships and talents support each other to achieve excellence.

protagonists of change

Skills and new professionalism for business development

Double-digit growth for the Maurelli Group. The new Cfo, Massimiliano Peducci: “Objectives include identifying areas for improvement and support for acquisition projects”

Leadership in the truck & trailer sector, expansion into new business divisions, and a strong projection towards the future and market anticipation are just some of the elements on which the Maurelli Group has based its development strategy, which is also being accompanied by a managerial reorganisation. In recent years, the Maurelli Group has recorded double-digit increases in turnover through organic and inorganic growth; by 2023 it will well exceed € 200 million in consolidated turnover with

over 600 employees, a central warehouse in Capua, a logistics hub in Milan and one in Verona. Growth was achieved through the opening of new branches for the sale of original, aftermarket and own-brand Gam Technic industrial vehicle parts, the introduction of its Motyx brand, its Fleet Management service for the all-round management of company fleets, and the development of its workshop network. Since 2021 Maurelli has been distributing, exclusively for Italy, the lubricant products and special liquids for industry, heavy vehicles, light vehicles and motorcycles of the multinational Repsol, becoming the only player in the sector able to offer a multiplicity of customized services in the area of heavy vehicles, and not only. Alongside Giacomo Maurelli, president of the Group of the same name, the

■ ■ ■ ONE PARTNER, ONE WORLD OF SERVICES

Over the years, Maurelli has established itself as a leader by adding a world of services to its range of spare parts. Nowadays, Maurelli Group's customers can be confident that they can count on a single partner for the many needs of their vehicles: the group's network of company-owned garages, fleet management division, control unit repair, and ecology and hydraulics business divisions are clear confirmation of that mission. This is without neglecting the issues of road safety, thanks to Mobileye devices, and environmental sustainability, pursued with electric vehicles. A leadership that is consolidated and closely follows market trends.



Massimiliano Peducci, Maurelli Group Cfo

fourth generation, with his children Giulia and Eduardo, has joined the company, highlighting how the group's strategy passes through the strengthening of skills, abilities and passion: the new management structure includes alongside the new Ceo, Danilo Laino, also a new Cfo, Massimiliano Peducci.

"In view of the significant business development, the differentiation of services, and the increasing complexity", says Massimiliano Peducci, "the owners identified the need to hire professionals from structured and multinational contexts capable of supporting the Group's growth, without distorting its commercial matrix, and with the ability to quickly fit into the corporate context, giving immediate added value". "The main objectives", explains the manager, "are to implement and develop a control and management system capable of supporting business decisions at both the economic and financial levels, and

to identify areas for improvement of procedures and processes in order to optimise business results, as well as to support the Group's acquisition projects, while seeking the growth of skills and the involvement of resources".

"After many years of finance experience in multinational companies in the car care, detergent industry, information technology and transport sectors, I felt the need to work in a different context in which I could fully express my skills; in May 2022, the decision was made to join the Maurelli Group, sharing its strategy and business principles".

In the past twelve months, Maurelli Group acquired Bezares Italia, a world leader in the production of high-quality power take-offs, pumps and hydraulic equipment parts and other accessories, acquired 100 percent of Sbr Instruments with its two locations in Bologna and Ascoli, and, recently, acquired Area Truck and its multi-brand workshops located in central Italy. Future challenges concern the integration of these realities, not only from an administrative and IT point of view, but also from a commercial and resource perspective, and the continuation of the business diversification strategy in the automotive sector with the aim of anticipating market trends and customer needs. One such example is the partnership with Mobileye, an Intel Group company, for which Maurelli is the exclusive importer of Adas (Advanced Driver-Assistance System) systems for blind spot elimination, an issue with high social impact. ■





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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■■■

Mobility solutions to make the most of every ride

Zehus (Zero Emission HUMAN Synergy) is a leading provider of propulsion technology in the e-bike and light electric vehicle sectors



Davide Riva,
commercial director
of Zehus

Facilitating travel in urban environments, creating an extremely efficient synergy between humans and technology. This was the mission that led a group of talented researchers at the Politecnico di Milano over 12 years ago to the conclusion that the bicycle, together with a cyclist and first-rate technology kit, could be the basis for creating this synergy. Everything else, however, i.e. dedicated algorithms and sensors, had to be created from scratch. This was the starting point that gave birth to Zehus ten years ago: a hub for the rear wheel, with a dedicated motor, battery, driver and sensors inside. That sensor and algorithm had been created and worked so well that the result left those who tried “the Zehus Hub”, which was christened “Aio”, an acronym for “All In One”, speechless. “Leaving the planet better

than we found it. This”, explains Davide Riva, sales director of Zehus, “is still one of the values that continue to inspire our company, which 10 years after its foundation is an all-Italian excellence in the e-bike world”. Commonly referred to as “e-bikes” or “electric bikes”, pedal-assisted bicycles are now the perfect means of urban transport, a market that in Europe alone will see as many as 5.5 million units sold in 2022, a growth of 8.6% over the previous year. “The growth trend also applies to the entire category of light electric vehicles, including the “four wheeler”, cargo



for the so-called “last mile”, a fast-growing electric transport system ideal for goods deliveries in large urban centres. So it is clear why the rapid success of pedal-assist bicycles has been possible. Against this backdrop, our company has decided to concentrate its efforts on the production of e-kits by operating solely in the Oem market, i.e. components for parent companies. In fact, Zehus produces innovative electrification kits for e-bike manufacturers who”, Davide Riva concludes, “can find in Zehus the ideal partner for those components that represent the most complex part of the e-bike: electric motor, batteries, driver, controller, sensors and software”.

Zehus’ mission, however, is not just to bring customers an e-kit like many others but to develop and offer differentiating technology to partners. Those offered by Zehus are highly evolved and unique technical features, such as the regenerative braking system or Kers, the highly advanced and thrifty electric motor control systems, the wireless connectivity that allows the bicycle to communicate with smartphones, smartwatches, and external devices, or, again, the digital environment

that allows the product to be tracked from its creation on the production line, to its activation for the cyclist.

Another reason for the success of Zehus is the fact that, thanks to a dedicated research and development team, the focus is on introducing new systems, working to create highly customizable solutions that can respond to new customer needs. In order to seize new business opportunities and attack new segments of the e-bike market, Zehus is developing new technology that will enable it to expand its product portfolio and increase its growth potential. Zehus has in fact created the brand new Sport Hub, a system that allows a battery to be installed inside the bike frame, thus exploiting more generous volumes and opening up the use of more capable batteries. This innovation translates into greater travel distances, so that bicycles can be equipped not only for urban centers but also for typical e-gravel, e-road, and e-trekking distances, and can also embrace the recreational, leisure, and fitness segments. Zehus partners can therefore already design the smart-bikes of the future today. ■

■ ■ ■ TO ALWAYS DO MORE

The Zehus app is an intelligent control centre that can be used as a driving dashboard to take a look at driving data, customise power modes, test the new electric lock system and access the new statistics section.



Under the lens

The Italian multinational flying high in aerospace and industry

“All aircraft above 100 seats have something from UmbraGroup”, emphasises president Reno Ortolani

UmbraGroup is a company focused on respect and operational excellence ready to face the challenges of today, and tomorrow, by putting passion, expertise and innovation at the service of its customers. Its leadership is made up of people who embody the values on which the company is rooted, and among them it is impossible not to mention UmbraGroup Board chairman Reno Ortolani, Ceo Matteo Notarangelo, vice-president and head of Human Resources and Branding Beatrice Baldaccini and managing director for the Environment, Health and Safety Sara Ortolani. Each one of them, together with the valuable team of experts, takes the company further and further afield, growing inside and outside the borders of Foligno, the Umbrian town where the parent company is based. But let's take a step back. The company was

founded in 1972 as a manufacturer of high-precision bearings and later specialised in ball screws. Thanks to the intuition of Valter Baldaccini, founder of the multinational company, the market was extended from defence applications to civil aviation. In 1988 the big flight, UmbraGroup became Boeing's supplier by winning the tender for the 747 flaps and since then, as Ortolani proudly states: “All aircraft above 100 seats have something from UmbraGroup”.

Nowadays the company is a leader in high-precision mechanics and provides safety-critical solutions in the aerospace, energy and industrial markets. With more than 1,500 employees and a turnover of €250 million, it has a global presence and a technology portfolio comprising four product families in the areas of flight control device applications, large industrial plants, machinery and electromechanical actuators.

“We look to the future with optimism, taking advantage of the macro trends of sustainability, electrification and new mobility models”, Notarangelo emphasises. One example is the emerging field of flying taxis, whose need for precision and reliability can be met by a pioneering electromechanical company whose solutions include the creation of compact and sustainable architecture for multiple applications in the

■ ■ ■ A FOUNDATION, A SOLIDARITY AND SOCIAL DEVELOPMENT PROJECT

The Valter Baldaccini Foundation was established in 2015 to honour the memory of the founder of UmbraGroup and to carry on his values such as commitment, passion and solidarity. Family, education and work are the three areas the organisation focuses on with the primary objective of supporting people in need, particularly women. For Beatrice Baldaccini, Valter's daughter, it is a personal and family mission: “UmbraGroup is my brain and my hands and the Foundation is my heart”.



The management of UmbraGroup

world of transport. To achieve this success, especially in a region with a modest industrial vocation, attachment to the company and the local area were crucial. While employee turnover levels are close to zero, attracting new talent is the pivot on which UmbraGroup wants to play its innovation game. In addition to cooperating with several universities, Perugia, Naples, Milan and Turin, it finances projects and scholarships to select the most deserving students and promote their education. The company offers opportunities for internal mobility, encouraging interchange between the group's different locations around the world. Working

in extremely different territories such as the United States and Germany is a challenge that the company easily overcomes through dialogue. Beatrice Baldaccini explains: "You have to be humble, curious and open, because organisations are made up of people and to cooperate with them you first have to put yourself on the same level without imposing your own vision but sharing the universal values that unite us". Sara Ortolani focuses on taking responsibility for environmental protection and safety.

Several actions have been implemented to reduce the environmental impact of production processes and to comply with current regulations. Initiatives include the project to plant a 500-tree forest, the installation of photovoltaic panels at the group's premises and the optimisation of the waste management system geared towards reuse. These manoeuvres are part of the company's vision based on respect and social development. ■



Fashion Forward

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Tailor-made architecture, one brick after another

Flavian Basile, president of the Consorzio Stabile Medil: “Our projects go all over the world. The secret? Think about everything from the first pencil stroke onwards”

“**W**hen I started working at Medil four or five days after getting my architecture degree in 2011, I had a lot to learn and many dreams. One was to create a large construction group that could be a player capable of competing with the big Italian and European companies. That dream, today, is becoming reality”. Speaking is architect Flavian Basile, president of Consorzio Stabile Medil and Offtec, entities that from Benevento are winning over important clients in Italy and Europe, succeeding in combining the style of “tailor-made” design with the practicality of those who build things one brick after another.

Certainly, Basile's path was characterised by having spent the first years of his career dealing with the technical side. “This gave me a very practical insight into our work and our goals. So when I was appointed chairman of the board of Medil in 2013, I made sure to focus on responding to what were the real

needs of the market: thinking of each project as something unique. From the first pencil stroke to the closure of the site after construction. So we set up a system, our consortium, and created a kind of network that could support our customers in all phases of a project. Even in the legal and administrative phases”.

This system has made Medil grow by no small margin. “We have gone from €1.5 million in turnover in my first year of work to the €120 million approved with the latest balance sheet, the one of July 2023, €2.6 billion in order portfolio, a result that makes us one of the top 50 groups in the construction market in Italy and the first in Campania and the south of Italy. This outstanding result certifies the soundness of our business strategies”.

These were strategic policies that started with the idea of combining design and construction to ensure more reliability for customers and optimisation of construction processes. “Sometimes the solution is right in front of us.

All builders need to partner with a design company and vice versa. Why not combine both? So, between 2011 and 2013, the idea was born of what would become Offtec, a design company, officially established in 2015, which gave further impetus to this evolution”. This evolution of Medil is also something Basile is proud of for another reason. “We did this in the South. Indeed in our Benevento, in defiance of all stereotypes

■ ■ ■ FEELING AT HOME EVEN IN THE HOTEL AND GOLF CLUB

A “comfortable” and “accessible” vision of style. The style of the group of designers, architects and builders led by Flavian Basile is anything but usual. “We decided early on to design spaces in buildings, offices, airports or stations to make people feel comfortable, as if it were their home away from home. We are also using this concept for the hotel sector. Among other things, with his family's real estate company, Basile is renovating a large historic hotel in Benevento. “With the creation of a large golf course, resort and clubhouse, this place will allow for a more organic experience of sport and relaxation”.



Architect Flavian Basile

Architect Basile was named among the best architects under 40 in Europe in 2023 by the European Centre for Architecture. This nomination is dedicated to the new generation of architects and designers who will have a significant impact on regeneration and urban design in the coming years

and clichés. And while it is true that we consider ourselves a team with international ambitions, as the awards we have won prove, it is important that we have succeeded in making Benevento the heart of our company. We are giving many opportunities to the young people here who often have skills to spare but need a chance to make use of them". Meanwhile, as of 2019 Basile is also expanding its horizons with Offtec Architettura, a section dedicated to projects led by Basile himself and which now includes in its portfolio a series of major works such as the Connecting Tunnel and the Waterfront of Minori and Maiori, the two tramways of Sassari and Cagliari, the Palasport of Colle Fiorentino for the Paralympic federation, the Catania metro that will take citizens from the airport to the city and to the province, and much more. And above all, since 2022, several other international awards have followed, such as the International Architecture Award, while Basile has been listed among the most promising architects under 40 in Europe. "Yet this is only the beginning. Among the goals for the coming years are the listing of Medil on the stock exchange and the opening of an Offtec subsidiary in Northern Europe. And the conquest of ever larger slices of the market, thanks to the strength of our work, strictly teamwork, and thanks to the vision we have of redesigning spaces in a completely new way". ■

The importance of a European economic and industrial policy

Interview with Riccardo Di Stefano, president of the Young Entrepreneurs of Confindustria: “The tax wedge cut should be structural and no longer tied to the single budget law”



Riccardo Di Stefano, president of the Young Entrepreneurs of Confindustria

“The beautiful and well-made product is historically an asset of Made in Italy and must be supported in supply chains and aggregations of companies in order to compete internationally. The challenge is to ensure that the ability of our industry to be ever greener and ever more innovative also becomes an asset”.

Speaking is Riccardo Di Stefano, president of the Young Entrepreneurs of Confindustria, whom we met on the sidelines of the last conference in Capri entitled: “Trends. Challenges, contradictions, opportunities”.

“Now in its thirty-eighth edition, the Capri event”, explains Di Stefano, “has turned its gaze to the global context without forgetting to make a dutiful reflection on the trends, picking up on the theme of the Mediterranean where the changes taking place in the geo-economic structure influence the ability of companies to be competitive”.

This competitiveness is based on the assumption that Italy is Europe’s second-largest manufacturer. “It is no coincidence, but rather the result of the excellence of Made in Italy, that our country has been the most resilient during the pandemic period, so much so that it has been able to grow in global value chains, setting export records. This was possible thanks to the absolute excellence and sectors in which we are leaders. From pharmaceuticals to mechatronics to fashion”.

In this context, however, there is no lack of ambition on the part of the Young Entrepreneurs and Di Stefano to ensure that the industry gets better and better. “The economic situation”, says the president, “is characterised by absolutely narrow public finance margins, and this is a necessary precondition for setting priorities on which to act. In fact, in Capri, we asked the government to intervene on the cut in the contributory tax wedge in favour of low-income workers and make it structural and no longer linked to a single budget law. And we called for stimulating private investment in every way possible, which has plummeted from 3.7 to 0.8 this past year, partly due to the Ecb’s policy on interest rates, which undoubtedly discourages it. This is no small matter: without a proper European economic and industrial policy, investments will not be able to become generators of Gdp and growth”. And speaking of opportunities, it is impossible not to think of those



A moment of the 38th Capri Convention of Young Entrepreneurs

represented by the Sez-s, the Special Economic Zones, and in particular by the proposal for a “single” Sez for the South. “Replicating the favourable investment conditions of the eight Sez areas for the entire southern Italy is certainly an opportunity”, adds Di Stefano. “However to seize it fully, we will need to expand the financial support to back up investments, which, for a larger area, could require considerably more resources. And, non-trivially, it must be ensured that the single authorisation mechanism does not cause a bottleneck in the volume of procedures”.

Of course, the real economy and the one outlined by the president of the Young Entrepreneurs of Confindustria Di Stefano shows itself as a balancing act between resources and potential to achieve greater competitiveness. Maybe it should be started with the young people,

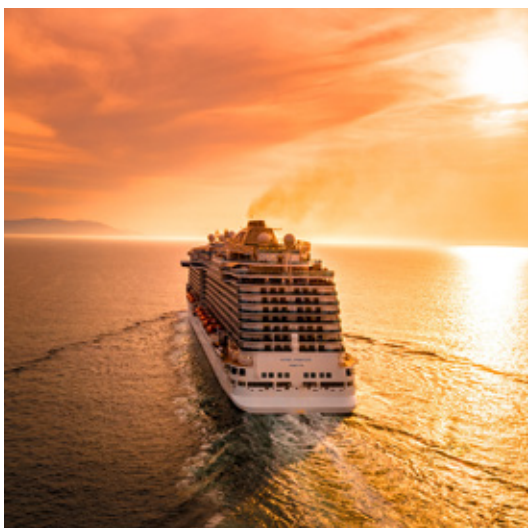
those in schools. “The industry and the entire country system is facing the challenge of green and digital technology, which will inevitably transform our production”, Di Stefano concludes.

“This is why we must focus on training and new skills, encouraging young talents to get involved, guiding them right from the school system towards the business world. And, why not, also towards the “job” of entrepreneur: a beautiful and demanding job that generates a future”. ■

- Paola Cacace -

■ ■ ■ 2024, A YEAR OF APPOINTMENTS TO EXCHANGE VIEWS

The upcoming national events of The Confindustria Young Entrepreneurs Movement are important opportunities for discussion and dialogue on the main economic and social issues between institutions, politics and the business community, without forgetting the world of education and journalism. These include: Voices - Visions, Horizons, Cultures, Ideas - on 19 April 2024 in Borgo Egnazia; the 53rd National Convention of Young Entrepreneurs in Rapallo, which will be held between 31 May and 1 June 2024; and then return to the Blue Island on 18 and 19 October 2024 for the 39th Convention of Young Entrepreneurs in Capri.



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CloseUp



Raffaele and Francesco Casilli



Artemio Artegiani, Riccardo Gentili and Roberto Gentili



Giovanni Capuano and Antonio Zarra



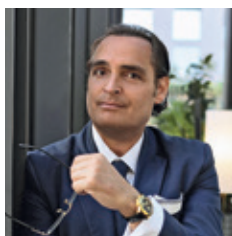
Danilo and Enrico De Giovanni



Alessandro Gentili



Pierroberto Folgiero



Michele Miccoli



Gerardo Cardone and Luca Cimarosti



Francesco Garone



Vincenzo Palumbo



Francesco Bruni



Angelo Sciumè

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.

Operational sustainability to achieve green goals

The Casilli brothers at the head of the group founded by their father: “Esg parameters have always been ingrained in our Dna and we aim for the most sustainable solutions”

“**T**he road ahead is one of operational sustainability”. Speaking are Francesco Casilli, Ceo of Casilli Enterprise, and Raffaele Casilli, managing director of the Group founded by his father Cosimo Corrado Casilli, a group that has always sought out and identified new routes and paths in the world of logistics and that today has offices located throughout Italy and in particular in Piazzolla, Nola and Teverola, Campania, Fontevivo, in the province of Parma, and the Tortona office in the province of Alessandria. “All thanks to our vocation for innovation and sustainability. In fact, Esg parameters have always been ingrained in our way of doing business”. Investments in the last period have seen an increase in logistics activities, and in particular in warehousing, with new locations throughout Italy to cover the needs of different areas. “From pharmaceuticals to food and beverage, which are our prevalent sectors, but also room-temperature, uncontrolled storage such as recycled plastic, glass and packaging. And that’s not all. Our strategy meant that at the same time we started a fleet

strengthening action so as to cover the last-mile needs. Both numerical and technological expansion. In fact, we opted to make sure that our vehicle fleet, already very young in itself, would also make a turn towards full electric and bio-methane. Just think that for some industries in particular, such as pharmaceuticals, we have eliminated diesel from the last mile altogether”. This is a novelty, but not too much of a novelty since Casilli was among the very first companies nationwide, and the first in southern Italy, to order and use for its vehicles Bio Lng, a biofuel obtained by processing domestic and industrial organic waste through anaerobic digestion. “In addition to renewing our Lng fleet, we have recently introduced 50 latest-generation Euro 6 road tractors fuelled by a non-traditional diesel, i.e. by Hvo, a high-quality biogenic fuel of renewable origin”, Casilli continues. “This choice is the result of our agreement with Q8, which allows us to cut CO₂ emissions by up to 90%”. “Most importantly, we look closely at developments in full electric, which will also be of interest to heavy transport sooner or later. It is no coincidence that we have put the first purchases in the pipeline, even though the lack of infrastructure and power generation certainly means that it will still take some time for this type of power supply in heavy traction to be fully on track and guarantee the necessary operability”. It is a topic, however, that is prominent in Casilli Enterprise. “In addition to the various certifications obtained, such as the carbon footprint certification, our company draws up a sustainability report aware that the planet must be preserved. In addition, our approach to entrepreneurship is also about the focus on supply chain safety, certified by ISO 28000, and gender equality. Indeed from this point of view we must say that our team has grown more and more organically. And thanks to the professionalism of everyone, the company has experienced significant growth in recent years, confirming that being inspired by the Esg parameters makes us more solid on the path to new goals”. Achievements in as many different areas as possible. Indeed, if there is one word that can define the strength of Casilli Enterprise’s business it’s “diversification”. “We have on the service side”, explains the young management, “a very broad portfolio of clients that includes several multinationals and local companies with international capital. Bolstered by our vocation for innovation that often goes hand in hand with both environmental sustainability and competitiveness. This competitiveness will lead our group to keep growing. The objective? Going international”. ■

“In addition to certifications, our company draws up a sustainability report, aware that the planet must be preserved”



From left to right: Raffaele Casilli, managing director, with Francesco Casilli, Ceo of Casilli Enterprise

■ ■ ■ SOCIAL CONTRIBUTION AND CULTURE TO GIVE CONTINUITY TO SUCCESS

“Companies are somehow social actors. They cannot forget to contribute to the communities they work in”. This is how Raffaele and Francesco Casilli talk about the group’s social commitment. “It is no coincidence that for years we have also been cooperating with the Lega del Filo d’Oro and many other associations, such as Progetto Famiglia, or Fondazione Santobono Pausilipon. This kind of commitment, also in the many cultural projects we participate in, is a wealth multiplier that makes our team stronger and at the same time gives continuity to the success of our company”.

Automotive: excellence and innovation made in Italy

Gen-Art, 40 years of creativity and achievements. Spotlight on the new patented Wing licence plate holder

When discussing companies and business cases, the term creativity is often used in its most generic sense. Yet creativity can have various interpretations. Sometimes it accrues from a need, giving rise to innovative solutions; other times it belongs to the Dna of a company and emerges in its entire business process, as in the case of Gen-Art. Born in 1983 from the entrepreneurial intuition of two brothers, Riccardo and Roberto Gentili, and Artemio Arteggiani, Gen-Art is Italy's leading company in the distribution of products and services for the automotive sector. Forty years is an important milestone: today Gen-Art has over 90 employees and around 220 collaborators covering the entire country.



Salvatore Gabutti, general manager of Gen-Art



Gen-Art Headquarters, Lanuvio, Rome

Its numbers and management are those of a multinational company, with a prominent first line of management to add to the experience curve of everyone in the organization, but its identity as a family business remains very firm and marks its Italian quality.. Confirmation comes from the number and relevance of clients of the company, which counts among its historical partners almost all major manufacturers and major players in the automotive industry.

The 44,000 items in the Gen-Art catalogue cannot be listed here, including metal and plastic small parts, chemicals, hand, electrical and pneumatic tools, clothing, workshop equipment and all the essentials for maintaining our vehicles.

The awards won are no less impressive either, one among them the Ecovadis Gold Medal, a seal of quality that only 5 percent of companies, out of more than 100,000 evaluated, manage to achieve for performance in environmental, ethical, labor, human rights and sustainable purchasing. "A path of steadily growing revenues, good margins and excellent cash generation allows us to continue to invest in development and the acquisition of new resources", says its general manager Salvatore Gabutti, whom we met at the headquarters on the outskirts of Rome, a state-of-the-art facility that well represents the group's values.

"The strategic dimension of the company is based on a purpose, to orientate and improve the quality of products and services for those who work on vehicle maintenance and for those who travel with them, be it a car, a motorbike or a commercial vehicle. Foreexample, Covid put the spotlight on the importance of disinfection inside the passenger compartment. This is something that has never been neglected by



From left to right: Artemio Artegiani, Riccardo Gentili and Roberto Gentili, partners and founders of Gen-Art

us, so much so that over the years we have developed professional formulations using proprietary medical-surgical devices". In the wake of this orientation towards innovation and with the intention of offering products capable of lasting durability, style and performance Gen-Art tells us about its latest creation, the new Wing number plate holder. "We conclude 2023", says Gabutti, "by innovating one of our most

significant products, the license plate holder. An accessory that is little talked about, but in terms of production numbers represents a widely consumed product on which a commitment to sustainability cannot go unnoticed. This initiative could open new doors, markets and opportunities for Italy and other countries, especially at a time when sustainability is the strategic core of our major stakeholders".



Wing, the new patented licence plate holder

With the same Dna and faithful to its founding values, Gen-Art confirms its genetic code as an adaptive company capable of guaranteeing business continuity with extreme flexibility and reliability, two competitive and advantageous factors that are decisive in establishing and maintaining leadership. ■

■ ■ ■ SUSTAINABILITY AND DOUBLE PATENTING

Wing, the new licence plate holder marketed by Gen-Art, is covered by a double invention patent and stems from a zero-waste production process because the production material itself is derived from pre-consumer recycling activities, for a responsible use of materials throughout their life cycle. "Wing saw its commercial roll-out in September 2023", explains Ilaria Gentili, Head of Communications, "and is the result of an Open Innovation process shared with our suppliers and continuous dialogue with our customers. Wing is an indispensable product, but no less virtuous, and completely made in Italy".

Healthcare joint ventures to treat patients from A to Z

Giovanni Capuano, Ceo of Kidney, explains how the Naples-based nephrology specialist has broadened its horizons to include cardiology

“**H**ealth should always be thought of in an all-round way, with the patient’s well-being in mind. And this is certainly where the proper management of a healthcare facility comes in. This is to ensure that the care pathway is as smooth as possible and that doctors can concentrate only on what really matters: being doctors”. Giovanni Capuano, surgeon and Ceo of Kidney, a company that specialises in nephrology, and in particular dialysis, to which cardiology has more recently been added, between Fuorigrotta, Casavatore and Capodimonte, has very clear ideas. Clear ideas for a company that, active since 1978, has over time become a point of reference for dialysis services in the Naples area. “Over forty years of experience have made us grow and made it necessary to broaden our horizons. This necessity led to the decision to have a larger headquarters in the Fuorigrotta district to make room for more comprehensive care. In simpler words? The haemodialysed person often has co-pathologies, caused by the nephrological problem he or she suffers from. Physics does not work by watertight compartments and having a team that can respond to all possible issues is a priority. This priority was made possible by the acquisition of the cardiology centre, affiliated with the national health system, headed by Dr Antonio Zarra, now medical director of our cardiology area”. “This merger”, says Zarra, “allows the nephrology team and the cardiology team to support and confront each other. One example among all is the Cardio-renal syndrome, which affects kidney and heart health and which we can now treat in-house, thanks to this health joint venture born of Capuano’s courageous choice and the realisation that pathologies are not related to one part of the body only”. “This courageous choice was supported by the knowledge of the



strength of our doctors in the various facilities and areas who always give their best and are splendidly led by the medical directors. These include Dr Zarra, who heads the cardiology centre; Giuseppe Matarese, who heads the dialysis centre in Naples; Dr Maddalena Lorenzo, who heads the facility in Casavatore; Dr Ida Miranda, who heads the facility in Capodimonte; and the nursing coordinators of the various centres, such as Annalisa Pistone, Antonio Serio, Ilaria Coppola, Melania Capocotta and Paola Mazzariello. All this in state-of-the-art facilities in terms of technology and the concept of health in which balance, including psychophysical balance, can make all the difference. It’s a new concept for some but one that we in Kidney have actually always made our own. In fact, Kidney has always included among its services, in addition to the normal medical treatments



In the centre, doctors Giovanni Capuano and Antonio Zarra with the Kidney centres team

that exceed 25,000 haemodialysis services per year, a psychology and psychotherapy service as well as support in trying to prevent the most serious diseases. It also boasts the presence of a nutritionist, Teresa di Lauro, an ultrasound specialist, Luigi Di Pasquale, and vascular surgeons Tommaso Bianco and Vincenzo De Falco, so that patients can find everything they need in one facility and many other services.

“For care that has the same quality and

professionalism, and the ability to be at the forefront as we have demonstrated in the more than 43 years of Kidney activity, we now want to transfer this to the field of cardiology as well. Always keeping up with the times thanks to the continuous training of our staff”. Training cannot be underestimated, especially when it comes to health, especially in a world where an ageing population presents the sector with major challenges. “This requires a team that is able to help the patient from A to Z. It is no coincidence that we have the largest caseload of transplant patients precisely because of the optimal management of their general health and the daily efforts to get them on the national transplant lists in order to achieve successful operations”. ■

■ ■ ■ PETS IN THE WARD

Among the various services provided by Kidney is Pet Therapy, thanks to a memorandum of understanding that brought together the work of a group of veterinary doctors and experienced dog handlers. “This project”, says Kidney’s Ceo, Dr Giovanni Capuano, “carried out since 2018 with the Federico II, aims to safeguard the psycho-physical well-being of dialysis patients by making the environment less medicalised, but still just as safe from a health and hygiene point of view, and therefore less stressful”.

Green steelmaking: renewables and new technologies

45
years

Movisid is 45 years old and the De Giovanni brothers, at the helm of the group, talk about it: “We have grown but dynamism and timeliness are as they once were”

“As time goes by, there are ever new goals, opportunities and challenges to be faced, building on the strength of an important past and industrial tradition but always looking to the future”. This was spoken by Danilo De Giovanni, Ceo of Movisid, a group active in the steel industry that is celebrating its 45th anniversary at a time when market changes are commonplace. “Of course we have also changed over the years”, says Danilo, “we have grown, but the dynamism and timeliness of the response have remained the same. The size of one’s company does not matter. In order to be competitive, you must always be ready to find the best solution for your customers”. Customers who today are many more and much larger, however, find the almost sartorial care of yesteryear.

“Our company”, says Enrico De Giovanni chairman and brother of Danilo, who leads the Group with him, “was born from an idea of our mother and father, Elena Artese and Alfredo De Giovanni, who coming from the steel field together with other colleagues decided in 1978 to lay the foundations for a new way of doing business by founding Movisid, which at that time specialized in the trade of steel products,

focusing on the skills and professionalism of its employees”. Human resources have always been an indispensable and valuable value for Movisid in its development.

The company, in its personnel management, promotes interventions and projects oriented towards training and professional development, full compliance with the law with particular reference to issues related to health and safety at work.

“Over the years, given the need to catch up with changes in the market, our father”, Enrico and Danilo recount, “quickly became aware that there was no small gap in the industry.

There were large corporate giants and small artisans, there was a lack of an intermediate company that provided services with the same agility and attention to detail as the small business but the same professionalism as the big guys. So, in the 1980s, our father expanded the offer with machining by founding the Group’s first service centre”. In fact, today as in the past, Movisid’s strength lies in its wide range of cutting-edge products and equipment.

The world steel industry is going through a period of strong changes, decarbonisation and environmental sustainability of processes, is transforming distribution and service centres, Movisid has been sensitive to these needs for years and is increasingly attentive to safeguarding the planet.

“We have been undertaking such activities for some time now”, says Danilo, “investing in photovoltaics, starting in 2010 with a very first plant, which was followed by a second in 2022 that made the Nola plant completely energy autonomous. These plants allow us to produce 1,100,000 kW per year with a CO₂ emission saving of around 850,000 kg”. “Regarding the future one”, says Enrico, “by now we are sailing on the

■ ■ ■ WITH UNIVERSITIES FOR A GREENER FUTURE

The future of steel in construction is also in “Latss”. This is the acronym for a project in which Movisid is working with some twenty Italian and European universities and a number of companies in the sector to try to create a new structural node to make steel more and more high-performance. “Steel”, say the De Giovanni brothers, “already has enormous potential but is sometimes undervalued. Technically it is strong, durable and earthquake-proof, and it is much greener than you might think”.



Danilo and Enrico De Giovanni, Ceo and chairman of Movisid

momentum of the information technology revolution that is allowing us to reach standards of speed and optimization of work that is inherent in our Dna, through these continuous investments in new technologies we will provide our customers with more and more up-to-date solutions, so as to preserve

that great heritage that makes Movisid one of the most interesting players in the steel sector".

A Dna made of passion for this industry. "Not surprisingly, we jokingly say that we grew up on bread and iron. A passion that has made these first 45 years of Movisid challenging, but also extraordinary. Our aim is to leave future generations a healthy world full of values that are useful for the progress of humanity". ■



Hoffmann Italia headquarters

Growth strategies for the future

Hoffmann Italia Spa celebrates its first twenty years of success in industrial production. The managing director, Alessandro Gentili: “We invest in Esg, talent management and digitalisation”

20
years



Alessandro Gentili, managing director of Hoffmann Italia

Hoffmann Italia Spa was founded in 2003 by the Hoffmann Group, Europe’s leading system partner for quality tools, workstations, storage and Ppe, with over 4,000 employees and 135,000 customers worldwide. Nowadays, the Vigonza, Padua-based company celebrates its first twenty years with its 170 employees and managing

director Alessandro Gentili, born in 1964, a Milanese who moved to Venice and graduated in economics and commerce from Milan’s Bocconi University, at its helm since its foundation. The company, which has more than 8,000 active customers throughout Italy, stands out not only for its wide range of products and services aimed at large industries and small and medium-sized mechanical workshops, but also for the quality of its technical consultancy in the fields of chip removal, metrology, manual and abrasive tools, industrial furniture, Ppe, digitalisation and automation. “In these 20 years”, explains the managing director, illustrating the vision that has led the Italian subsidiary to reach important milestones, “Hoffmann Italia has recorded constant growth, with a turnover projection of €74 million in 2023. We have evolved from a tooling player to a complete business partner, offering state-of-the-art solutions for industrial production. Our strengths include belonging to an international group, the combination of German precision and Italian flexibility, and an all-encompassing approach”. Gentili then describes the strategic growth actions he is focusing on in the coming years. “The future goal”, he says, “is to develop the best ecosystem for industrial production and to invest in Esg, talent management and digitalisation. Between 2024 and 2025, we will, for example, adopt the 231 model and draw up the first Sustainability Report, then we will continue our programme to attract and manage talent and implement policies to develop our professional resources”.

With a message to his customers, Gentili finally thanks all the companies that have placed their trust in Hoffmann Italia and invites them to follow its “proposed path in the areas of sustainability, digitalisation, automation, planning and production, because”, he concludes, “there are no better alternatives to be able to compete on global markets in a sustainable manner”. ■

The ship of the future is an intelligent zero-emission system

Fincantieri focuses on the future with the aim of re-industrialising the country

Fincantieri has every intention of remaining the world leader in shipbuilding for at least the next 10 years. How? Meeting and addressing the challenges of the digital revolution and ecological transition and transforming the production model with a view to excellence and distinctiveness on the global stage. These are the words of Pierroberto Folgiero, who has occupied the company's most important chair since May 2022 and who is speeding towards the realisation of the goals set out in the 2023-2027 Industrial Plan. "There is much more technology in Fincantieri than it seems and the sense of the Plan is precisely to express our technological value in the best possible way.

The old-fashioned shipbuilding business (based mainly on manpower and steel) has moved eastwards. What remains in Europe must be of high added value. In concrete terms, this means building digital ships, which represent 'integrated systems of systems', through the use of artificial intelligence; green ships, which meet the needs of the energy transition by aiming for 'zero emissions'; and distinctive ships, which change the production process by reinterpreting heavy industry in this decadent part of Europe. With this in mind, Fincantieri wants to become the country's laboratory for future-proof re-industrialisation".

This vision is reflected in the company's three core businesses: cruise, military and work ships.

"All sectors are growing", assures the Ceo and general manager. "Cruises, after the stagnation of the Covid period, are experiencing a strong recovery and market differentiation, intercepting luxury segments



Pierroberto Folgiero, Ceo and general manager

and new customer segments. The military sector, given the current geopolitical scenario, is also experiencing an increase in demand. Work ships follow the development of renewable energy at sea, so they are increasingly in demand".

In this respect, Fincantieri is focusing on two other areas: diving, which includes all those activities that draw energy resources from the sea (mining, quarrying, laying cables) and for which the company has the right technology, and offshore wind power, i.e. the construction of large platforms, both floating and non-floating, on which wind blades are installed. ■

Here advocacy and sociology meet

The testimony of Michele Miccoli, lawyer, sociologist and outstanding interpreter of current times



Michele Miccoli, lawyer

A sociologist, a professor, a lawyer, a writer, but above all a man deeply engaged with the stories of people in their everyday lives. Michele Miccoli has always dealt with burning and extremely topical issues concerning society, young people, women and the ordinary person. Two degrees, one in law and one in sociology, a master's degree in criminology, university professor, speaker at national conferences for local police forces on criminal law and procedure and in various public

administrations on family law, president of the Piemmenews Association, online legal publications and member, with national office, of the Asi (Association of Italian Sociologists) in addition to numerous other offices, Michele Miccoli has published several scientific texts including "Suicide in Adolescence"; "Hikikomori" and the recently published "Code red, when the man is the victim".

During our meeting, he dwells on the latest publication.

"In this volume, I emphasise how the Italian citizens have a much sharper perception of insecurity than in the past and even prefer to be victims of it rather than to voice their subjective rights. People often refrain from denouncing any abuses because trust in institutions is at a low level".

The book investigates a neglected phenomenon, that of violence suffered by men, a violence that is above all psychological, economic and legal, based on false accusations, stereotypes and primordial standards, in the absolute silence of the institutions and those bodies responsible for supporting people. "The book stems from my daily experience as a lawyer and gathers experiences in the field, as was already the case for Hikikomori, a term that indicates a disturbing phenomenon of our times, the second leading cause of suicide among young people. After the publication of Hikikomori, I started to do training among teachers, as the issue has risen in the headlines and is less underestimated".

"Law evolves when society moves forward", concludes lawyer Miccoli, who will continue his journey as a frontline witness to the events and issues of our time. ■

Integrated logistics chosen by big brands

Gruppo Futura, with an annual turnover of € 40 million achieved in 12 years, opens its capital with a view to growth through aggregations

Twelve years in business, a turnover of €40 million, around 600 employees and an effervescent plan for the near future, so much so that the founders have decided to open up the capital to an institutional investor to gather additional forces for growth by aggregation, thus adding skills and geographical areas of operation. This is the essential yet impressive identity card presented by Gruppo Futura, a strategic name in integrated logistics, as demonstrated by the brands of excellence in the Italian economy that rely on its services: Vega group, Heineken, Barilla, Ferrero. Added to this are, among others, EasyCoop and Cortilia, for which Gruppo Futura manages “shopping at home”,



From left to right Gerardo Cardone and Luca Cimarosti, founders of Gruppo Futura

handling logistics warehouses and last-mile distribution. It was Luca Cimarosti and Gerardo Cardone who started the entrepreneurial adventure, bringing together the verve of business captains and a solid managerial education acquired through years of work in this field. This dual nature has been at its best over the years, and even in front of the growth project it has made a choice that was not always obvious. “Opening the share capital to other investors is the most effective way to integrate energies and continue to have an important propulsive capacity”, Cimarosti and Cardone explain, after Fvs Sgr, a local area fund that invests in companies in north-eastern Italy with solid positions and capacity for further growth, entered Futura with 25% of the shares. Headquartered in Udine, Gruppo Futura manages its own warehouses, logistics outsourcing and organises transports in Italy, with locations in north-eastern Lazio, Lombardy, Emilia-Romagna, Campania and Basilicata. “All integrated logistics management is guaranteed by resources that have always been employed by the group”, emphasise the two entrepreneurs, “thus providing added value in terms of quality and reliability”.

Streamlining every aspect related to logistics is at the heart of Gruppo Futura's business, which has managed to be the interlocutor of major brands and maintain long-lasting and consolidated relationships with them “because we are able to take on any logistics project and solve it efficiently and in a timeframe compatible with our customers' needs”, conclude Cimarosti and Cardone, now ready to continue their expansion plans with a wider shareholder base. ■

A sip of well-being and sustainability from nature

Innovation, quality and respect for the environment: the recipe for Santo Stefano Springs' oligomineral water

50
years



Francesco Garone, president of Sorgenti Santo Stefano Spa

Sorgenti Santo Stefano was born from the intuition of Professor Pasquale Gagliardi, who since the 1950s has pursued a project to enhance the waters of Montesano sulla Marcellana (Sa) with the construction of the bottling plant and spa complex. "When I joined the company in 1982", explains Francesco Garone, president of Sorgenti Santo Stefano Spa, "it was a regional brand that was only present in glass bottles; over the years the market has become more competitive and we have faced various challenges, to the point of competing with national and multinational companies".

Quality and innovation are the keys to success.

"With such a valuable raw material, our task is to preserve its characteristics and communicate its value to consumers", Garone continues. "Ours is a naturally protected water because it springs from

Montesano sulla Marcellana in the Cilento and Vallo di Diano National Park, a 'Biosphere Reserve', recognised as a Geopark since 2010. Every day we try to meet the needs of consumers, with new formats and restyling of current ones. Thanks to these factors we register an increased distribution every year. With only 3.05 mg/l sodium, Acqua Santo Stefano is among the lightest oligomineral waters on the market. Moreover, it has a fixed residue of only 250 mg/l, which makes it particularly suitable for the whole family. Studies from the University of Naples indicate that Acqua Santo Stefano is ideal for preventing stones and gout and for treating chronic chole-cystopathies and gastritis. It also has beneficial effects on blood cholesterol by promoting the elimination of uric acid. "The greatest satisfaction is seeing the company grow in terms of numbers and people", adds the president. "For me it is a source of pride to hire the children of our long-standing employees, I realise that we have become one big family. I feel the same emotion when I see our bottles as protagonists at important meetings: Council of Ministers meetings and festivals". With a new plant in Contursi Terme, the company aims to expand its product range and enhance the brands in its portfolio. "With a new eco-friendly, 100% recyclable pack, lighter bottles and photovoltaic systems to make the production cycle self-sustainable", Garone concludes, "we are committed to safeguarding the environment in order to continue growing with the same values that have characterised us for 50 years: transparency, cohesion and passion". ■

The press, pure passion

From the original ceramic sector to other areas of production, an entrepreneurial adventure that is always adding new pieces: Neos

The fact that Sassuolo is one of the world capitals of industrial ceramics does not only depend on the number and quality of the companies producing tiles, but also on the very high level of the entire supply chain. Vincenzo Palumbo's professional adventure was also born and developed in this context: after some youthful experiences in his native Amalfi Coast, in the mid-1990s he decided to move to Fiorano Modenese with an innovative idea, to be applied precisely to the world of ceramics: making printing machinery. So there it was in 1996, the first flatbed printing machine, which immediately received great attention from the industry: and then gradually over the years—even with different corporate structures—the subsequent silicon machines, until the advent of digital printing. With machines sold by the hundreds even in international markets. Yet Palumbo is a constantly evolving entrepreneur: in 2017, having sold his share in his previous company, he founded a new company called Neos: still with the aim of making printing machines, but with the need to apply his know-how to different sectors. And even though Covid inevitably affected its first months of life, the new Fiorano-based company immediately took off by exploring different contexts: that is, producing high-performance machines dedicated to printing on wallpaper, on Pvc films, on furniture, even in the book industry.

"This multi-tasking operational choice was certainly laborious and costly, especially because at the beginning it was necessary to check the most interesting sectors", says

Palumbo. "However, with time, the situation became more refined, and some important sectors bore fruit. All this while continuing to constantly invest in innovation, especially from the point of view of sustainability: using, for example, non-polluting water-based inks". Today Neos is a € 15 million turnover company (half of which is export-related), but the

forecast is to double this by 2026: a prospect that will certainly be helped by the opening of a much larger new headquarters, also in Fiorano, planned by the end of the year. ■

Today Neos is a € 15 million turnover company, but the forecast is to double it by 2026 also thanks to the opening of the new headquarters



Vincenzo Palumbo, founder of Neos



On the right, engineer Francesco Bruni with the Digimatic Robotics team

Towards a future of agile and energy-efficient robots

These are the goals of Lucania-based Digimatic Robotics, which has been patenting innovative solutions for two years

“A future in which robots move with the agility and balance of living creatures”. This is imagined by Francesco Bruni, 55, an electronics engineer and Ceo of Digimatic Robotics founded in 2021 as a branch of Digimatic Srl, based in Potenza. “Our goal”, Bruni explains, “is to design and patent state-of-the-art robotic equipment”. Bruni is also general manager of the parent company, founded in 2008 with the aim of transforming data from electronic equipment into accessible information. Thanks to the Webvision platform, developed by Bruni and his team, gas and water meters can be remotely read, effectively monitoring hundreds of thousands of devices in the field. Returning to the robotics division, Bruni and his team have already registered a revolutionary patent: a compact and lightweight cable-driven differential spherical joint for robotic applications, capable of combining the motor torques of two motors to reduce the robot's mass and increase its power-to-weight ratio accordingly. The Italian

patent registered in July 2022 received a positive opinion and in June 2023 an extension for the European patent was requested. In addition, the Lucanian company is working on a second patent concerning a linear actuator. “Permanent magnet linear motors”, adds Bruni, “represent one of the most promising options for creating actuators that approach the performance of biological muscles. Our invention concerns a construction technique for the electrical windings of these actuators, allowing advanced miniaturisation and simplified series production. The Italian patent application was registered last July and we expect answers by April 2024”.

The research relies on a team of experts and takes place at the Potenza site, which covers 400 square metres of Silicon Valley-style offices and laboratories. The equipment includes 3D printers for additive manufacturing with composite materials that can replace metal. Cnc machines for processing metal and composite materials, and dedicated workstations for mechanical, software and electronic design. “Currently”, Bruni points out, “we are concentrating our efforts on the realisation of a quadruped robot with a wide range of uses, specialised in inspections in places inaccessible or dangerous to humans.

Artificial intelligence”, he concludes, “plays a crucial role in coordinating the movements and navigation of such robots”. To overcome the current problem of low robot autonomy, Digimatic Robotics is developing a new prototype that aims to be more energy efficient. ■

Energy: the best solutions for households, businesses and the public sector

Bio Wood Heater is already a leader with its Tekgreen brand, specialised in photovoltaics, agri-voltaics and energy efficiency

Thanks to their climate solutions, domestic hot water and photovoltaics, respecting the environment is now possible. These are the staff of Bio Wood Heater, a company based in the province of Agrigento that has launched the Tekgreen brand, a versatile organisation specialised in photovoltaics, agri-voltaics and energy efficiency. The company with its services operates throughout Italy and brings together photovoltaics, solar energy, climate solutions, and anything else that guarantees savings in energy consumption by reducing waste. "We are specialists in green economy", says Ceo Angelo Sciumè, "and through our team we think, design, deliver and implement solutions for the effective and efficient management of energy consumption in private, public and commercial buildings, through our turnkey systems". In charge of the commercial side is Giuseppe Marotta, co-founder in 2018 of a

company in step with the times. "We cooperate with public administrations", Marotta emphasises, "We carry out integrated projects and services for the realisation of important energy efficiency measures thanks to Conto termico 2.0". All under the banner of the Uni En Cei 11352 Esco (Energy Service Company) certification of which Bio Wood Heater is equipped. Everything is designed "green" in Bio Wood Heater. Warehouse management too: most of the time, goods go directly from the producer to the buyer, optimising the delivery chain and reducing, CO₂. "We want to transfer our experience and know-how to our team, whose average age is just over 30", he continues. "Our employees are our assets and resources and we take care of them and their families through the Health Insurance Fund and production bonuses. The management, dedicated to work, strongly believes that compliance with tax rules, safety, environmental sustainability, combined with respect and appreciation of employees and collaborators can distinguish modern business entities, transforming into benefits in terms of turnover and profitability, where precisely the employees themselves benefit through policies of corporate welfare and a sense of belonging to the company itself". "We operate", concludes the Ceo, "with products and companies with high technological content and very low environmental impact, attentive to the issue of sustainability and air pollution. ■



The Bio Wood Heater team



The new corporate culture focuses on cooperation

The point of view of Federmanager president Stefano Cuzzilla

The complexity of the present day engages companies in a constant motion of adaptation, which requires managers to have skills that go beyond technical management ones. The “twin revolution”, the transition process combining digital and green, supported with funds from the Nrrp, promises a paradigm shift in industry and public administration. Corporate culture must be open to cooperation. We discuss this with Stefano Cuzzilla, president of

Federmanager and 4.Manager, an association set up by Federmanager and Confindustria for active labour policies and business culture.

Is something changing?

“I think so. Entrepreneurs are opening up their vision for managers who can internationalise the business, create value in the company, and attract capital and talent. One of the reasons for Italy’s dwarfism lies precisely in the lack of corporate management. Instead, entrepreneurs today are looking for more qualified skills to respond to the problem of generational changeover, and because managerial skills are proving invaluable in handling new complexities and managing crises”.



enterprise synergies

Is a new approach based on cooperation taking hold?

"This is cooperation between companies: nothing to replace healthy competition, but a cooperative approach is gaining ground as a system logic, and that is good. Let's think about Italian production: those who cooperate have a better chance of success in international markets and are able to innovate. It is important to invest in the 'soft', transversal and human aspects. The dual lever of technical and human training is at the heart of the 'BeManager' managerial skills certification programme, a path from which structured professional figures emerge to act as 'agents of change' in the many entities that, starting with Sme-s, need to look to the new frontiers of digital technology, circular economy, and quality exports".

Training at the core?

"The issue of cooperation between entrepreneur and manager is part of what I call the 'new business culture'. It is an expression that recalls a value in which I strongly believe: the for-profit nature of business today is closely linked to corporate purpose and the ability to transfer part of the wealth created onto the communities involved. Let us look at the central role that sustainability and corporate responsibility have assumed in recent years, or how finance is shifting investment towards those who show concern for the environment and climate impact. Never before has it been so true that 'no one saves himself'. From the 4.Manager observatory we know that more than 76% of



Stefano Cuzzilla, president of Federmanager and 4.Manager

Italian companies have difficulty finding the necessary skills. We need to intervene on a double level: that of training and that of skills orientation, also to govern the impact that artificial intelligence is already having on the world of work". ■

- Barbara Trigari -



The “Marican Model” attracts Italian and foreign companies

Sustainable and integrated logistics appeals to big players

In its industrial plan, the Marican group is making investments between Naples and Caserta of over € 500 million, attracting large companies to the area

While Italy and Europe ponder how to gain autonomy from a logistical and infrastructural point of view, in southern Italy's Campania region, the Marican group - led by brothers Carlo, Ferdinando and Michele Canciello - is bringing to fruition a business plan that started in 2021 and has a deadline set for the end of 2024. They foresee investments, between the provinces of Naples and Caserta, totalling more than € 500 million, with the creation of 3,000 new jobs, including direct employees and allied industries that are being generated. This ambitious path is strengthening the country's Logistics System day by day, attracting large companies to the area and fueling a virtuous investment-new employment circuit. Nowadays, the Marican group is a European reference model in the field of integrated, intermodal and sustainable logistics, building

tailor-made structures with a full-service formula that, in addition to “turnkey” delivery for immediate operation, includes submission of the building permit application; obtaining the certificate of fitness; tout court assistance; security, night patrols and access control; emergency intervention on electrical, plumbing and mechanical faults; maintenance of greenery, external cleaning and lighting; shuttle service for travel to/from: Naples port and airport, main railway stations (Naples, Caserta and Afragola). This know-how has made it possible to set up a state-of-the-art logistics hub in Campania that covers four industrial areas between the provinces of Naples and Caserta: Aversa Nord, Arzano-Casoria-Frattamaggiore and Nola, here, after the allocation of 800,000 square metres of land, the construction of about 80,000 square metres of covered land was completed.

“Right now”, says Ferdinando Canciello, “the focus of our business plan is on the Nola Sez area, where we are constantly working to equip the territory with increasingly modern, interconnected, resilient infrastructure and with mobility services tailored to the different needs of customers, increasingly oriented towards multimodal and sustainable transport”.

Today, the Sez-s represent a unique opportunity to develop the economy



■ ■ ■ A STAR SHINES IN THE WORLD OF FOOD

Another fast-growing asset of the Marican group is food, with the brands Vega Food, Vega Restaurant and Vega Café. The latter is establishing itself as a true concept bar of excellence, thanks to the flair and talent of two exceptional executive chefs: pastry chef Armando Palmieri and chef Lino Acunzo. Vega Café is a winning format, already present in Frattamaggiore, in the Neapolitan area, and in the Medi Shopping Centre in Teverola, in the province of Caserta, which is expected to be replicated in other territories.

of southern Italy and make it a strategic hub in the Mediterranean in terms of integrated and multimodal logistics.

For the Canciello brothers, people, with their skills, their sense of responsibility, and their dedication are what determine the success or failure of a company. The Marican group's attention to the individual is also expressed externally, through a social responsibility plan, based on cooperation with associations and non-profit organisations, to support those in need of help, fostering development and inclusion.

'According to the Marican Philosophy', says Carlo Canciello, "prior to building walls and foundations, even before projects and plans, an industrial property must be designed to create value. When we talk about value at Marican, we are not only referring to the purely economic aspect, but also to the ability to create positive relationships first with the community and then with existing and potential partners". Marican is a shining example of how the paradigm of the world of



Vega Café - Medi Shopping Centre

industry can have a humanist vocation, creating a virtuous model that attracts big national and foreign players to Campania.

"For a few years now", concludes Michele Canciello, "we have been talking about work-life balance as if it were a fashion. In fact, it has always been an unavoidable dogma for us because, even though today Marican is a holding company that spans several sectors, we always proudly carry on the family dream, which began with our father Mario, of always putting the importance of human capital at the centre of all our projects". ■

Puppies, cats and iguanas: a pet lover-friendly market

Antonello Catania, founder of Zoomiguana:
 “Business is not everything. The important thing is to ensure the welfare of the animals and to find them the ideal owner”

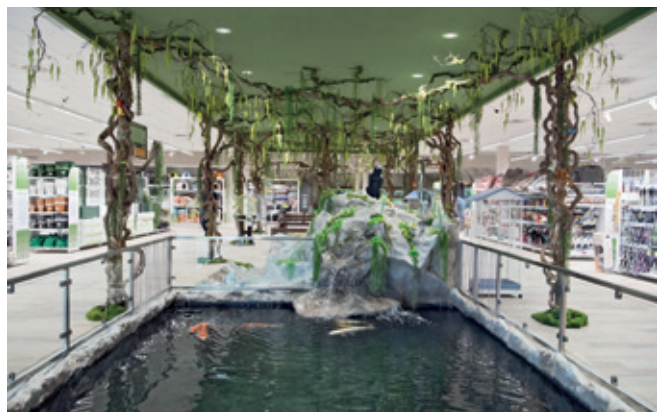
“**M**y father was a long-standing trader in the toiletry industry, so I definitely inherited from him the entrepreneurial spirit, made of ambition and broad vision, and at the same time the passion for customer contact, typical of the retail shop. By mixing these two elements, I thought of creating something different: Zoomiguana, a unique format”.

Speaking is Antonello Catania, founder of “Zoomiguana - Megastore of Animals”, of the Catania Group, as well as president of Multinvest, a subsidiary of Multicedi for which he runs several outlets.

Zoomiguana is an entity that has grown from its first shop in 2011 in Qualiano, where it had 15 employees, to nine shops in Campania and Apulia, with over 200 employees. This is while aiming to expand to other regions of Italy. “It’s not only a megastore with the widest range of products, but at the same time a place where highly specialised and adequately trained employees are ready to listen to customers and find perfect solutions for every situation”.

Indeed, although the Neapolitan entrepreneur began his career in the world of associated large-scale distribution by opening a first grocery shop in the province of Naples in 1987, so it was in 2011 that he decided to return to an “ancient” passion.

“Certainly the market is favourable to us, but the one who wanted to open the first Zoomiguana was that child born in 1964 who, living in the city, took advantage of every green space to play with a few stray dogs and cats, and discover lizards, frogs and any other kind of animal”.



Koi-pond Zoomiguana Marciianise (Caserta)

Zoomiguana is an entity that has grown from its first shop in 2011 in Qualiano, where it had 15 employees, to nine shops in Campania and Apulia, with over 200 employees. It aims to expand to other regions of Italy as well

Catania continues. “Sometimes I think it’s strange to recognise myself in that child; yet, thinking about it, it’s a passion that I grew up with. So much so that I remember, as a young boy, using the expense allowance I got from playing in the youth team of Napoli Calcio, to go to a small local shop to buy fish, food and accessories for a small aquarium I was building. The times, however, were not yet ripe when I started working and I, too, certainly had to cut my teeth learning what it meant to be an entrepreneur”.

Time goes by. And when Catania is ready to diversify, he decides to do it big by creating the mega-store chain specialising in pets of all species. “Business, however, is not everything. Zoomiguana’s deepest aim is to ensure the welfare of animals. It is no coincidence that among our many commitments to social work we have partnerships with WWF, Emergency, Unicef, to name but a few”, says Catania. “In any case, in the business world we often



Antonello Catania, founder of Zoomiguana

■ ■ ■ FIRST AID SCHOOL WITH CASPER

Among the various events organised by the Zoomiguana team, the First Aid Masterclasses, which were completely free of charge, were a great success. There are a series of appointments where customers met with experts in the field to learn how to handle emergency situations for their four-legged friend, and not only. Participants learnt how to detect the problem but also how to do Cpr, cardiopulmonary resuscitation, on Casper, a dog-shaped dummy created for the exercises.





Inside Zoomiguana Quarto (Naples)

Zoomiguana grows and is appreciated year after year: Antonello Catania creates a real chain ranging from the most exotic fish species to pet dogs

talk about matching supply and demand, at Zoomiguana it is more about matching the pet lover with a pet he or she knows how to take care of. In fact, I must confess that in 2011 I wasn't even so sure there was a market ready for this type of store in Italy, and in Campania in particular, but I wanted to take on this challenge. I had seen a great pet shop during a trip abroad, and I wanted to take on this challenge with great courage and determination, already strong in the

world of large-scale distribution, which has seen me play a leading role over the years, first with Sisa, and then with Multicedi, and today I have eight Dodecà-branded supermarkets and four Decò-branded ones". Zoomiguana grows and is appreciated year after year and Catania creates a veritable chain, ranging from the most exotic fish species to pet dogs.

"Among other things, it is now good to see that we are able to pick up on new trends with agility. Just about fish, for example, we have to say that the demand for cold-water fish has increased in the last period, for energy reasons I dare say. Yet this small case tells the story of how over time we have become more and more specialised. Training also helps us in an area where we make a difference: after-sales".

However, in the mind of the entrepreneur, the present already has the shape and form of tomorrow, and for Antonello Catania, thoughts are already turning to how to take the next steps for further brand expansion.

"Zoomiguana is certainly ripe to expand its business in Apulia, where we are already present, but we do not leave out any region of the country, on which we are always vigilant. There are several regions and markets that we have in our sights and that we will have to get to know, it may take some time but the challenge certainly does not worry us. On the other hand, if it is true that thinking of having our chain present in every region of Italy is a dream, it is equally true that if you don't dream, nothing good will come true. And so you can't really do business". ■



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Market Research on 12,000 consumers by Circana, on a selection of products sold in Italy, prodottodeilanno.it mattresses category



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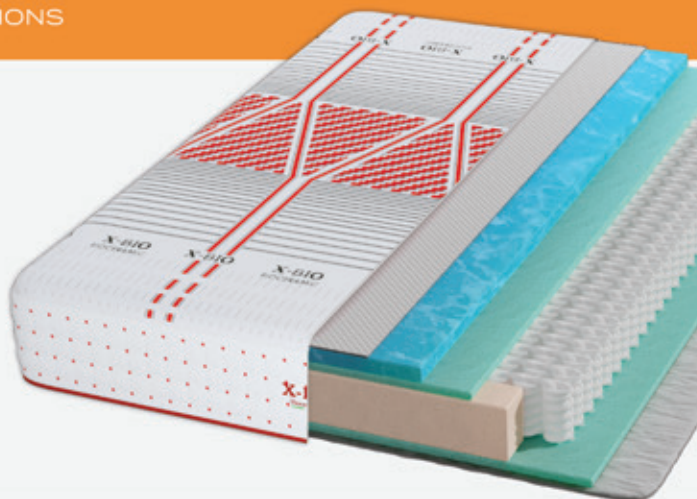
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Green and inclusive for award-winning entrepreneurship

Giovanni Liccardo, founder and Ceo of the Lever Touch group, received the Golden Lion for Lifetime Achievement: “More sustainable and faster repairs”

A “lion’s career”, successful and characterised by courage. The courage to do business. Giovanni Liccardo, founder and Ceo of the Lever Touch group, who was awarded the prestigious Golden Lion for Entrepreneurial Achievement at the Senate of the Republic on 24 November, knows this well. “A great pride for me and for the whole group that rewards a project that creates value and has become a great international entity. My dream was to create a modern, green and inclusive company. It was not easy, but the award of the Golden Lion for Lifetime Achievement testifies that the dream has become reality and this was only possible thanks to the support of my family and the team of my collaborators to whom I owe my sincere gratitude. Nowadays, the Lever Touch group has these characteristics and is perfectly organised in the different countries to provide an excellent service”. Established as a film award in 1931, the Golden Lion for Entrepreneurship was introduced in 2008 and since then only a handful of entrepreneurs have received the award, which has become somewhat of a symbol of excellence. Just like Lever Touch. This is especially true when it applies to car body repair, where the company is a world market leader with hundreds of employees and a workforce of over a

thousand. “Our experience stems from 30 years of specific know-how. We are present with offices in Italy, Spain, France, Germany, the USA, Brazil and Argentina, and we guarantee operability in a few days all over the world, being able to immediately provide, in addition to specialised manpower, infrastructure, technology and resources dedicated to project management. With a strictly b2b business we deal with car body repairs on an industrial level for major car manufacturers. In addition, we cater for insurance companies and large fleets of short- and long-term rental companies. All this thanks to a patented technique: the so-called Pdr (cold) repair, which is particularly suitable for vehicles damaged by hail, a phenomenon that is unfortunately on the increase due to ongoing climate change. This is referred to as ‘cold’ repair (Pdr technique) because it does not involve the usual car body work. “It is the highly specialised workforce that makes the difference and allows us to establish ourselves”, says Giovanni Liccardo, “as an extremely green company. In fact, by replacing the traditional car bodywork we avoid all the environmental problems for those who use chemical paints. Multiply this by all the cars we deal with. In October alone we had already exceeded 150,000 cars repaired in 2023 worldwide. Yet a low environmental impact is not the only plus. “Besides the advantage of being a green method, our patented technique is very fast and has lower costs than traditional car body work, which we do anyway when necessary. Over time we have built up a number of large direct repair centres in Italy, Spain and France together with a network of thousands of body shops we cooperate with. A winning team looking to the future. “A future with further great ambitions for growth. After all, receiving an award like the Golden Lion was not only a great joy but above all an incentive to do better and better. It is no coincidence that our goals include entering new markets, consolidating our presence in those we already operate in, and building a further five large direct repair centres in Europe”. ■

■ ■ ■ WHEN EDUCATION LOOKS TO THE FUTURE

Having received the Golden Lion for Lifetime Achievement, Giovanni Liccardo looks to the future. “Starting with training, on which we invest a great deal”, says the entrepreneur, who has in fact for some time now set up the Lever Touch Academy, open to young people who want to follow an ad hoc path lasting a few years to become a specialist in the field of car repair by acquiring the know-how of the Pdr technique known as the “cold” method. “It hosts people from all over the world, as we believe in the strength of a very inclusive team that creates a unique and extraordinary working environment. That is why we facilitate experiences in different countries for our young people so that their experience can be as complete and solid as possible”.



Giovanni Liccardo, founder and CEO of the Lever Touch group

The pallet that makes goods travel across the country

Specialised in the sale of used pallets, Essegi has grown from a turnover of € 800,000 to € 35 million in six years. It is now among the top 10 in the industry

At a time when words like “recovery”, “reuse” and, above all, “care for the environment” have become part of our everyday vocabulary, there are companies that have decided to apply them to their business for a long time now. This is the case of Essegi, a Tuscan company specialised in the sale of used wooden pallets, which are normally used to load goods onto the most commonly used means of transport, or to place them inside warehouses. This young company, founded in 2017 by Giovanni Bartolomei and Sandro Martini, both with previous experience in the sector under their belts, has managed to impress with its exponential growth in just six years, steadily doubling its turnover.

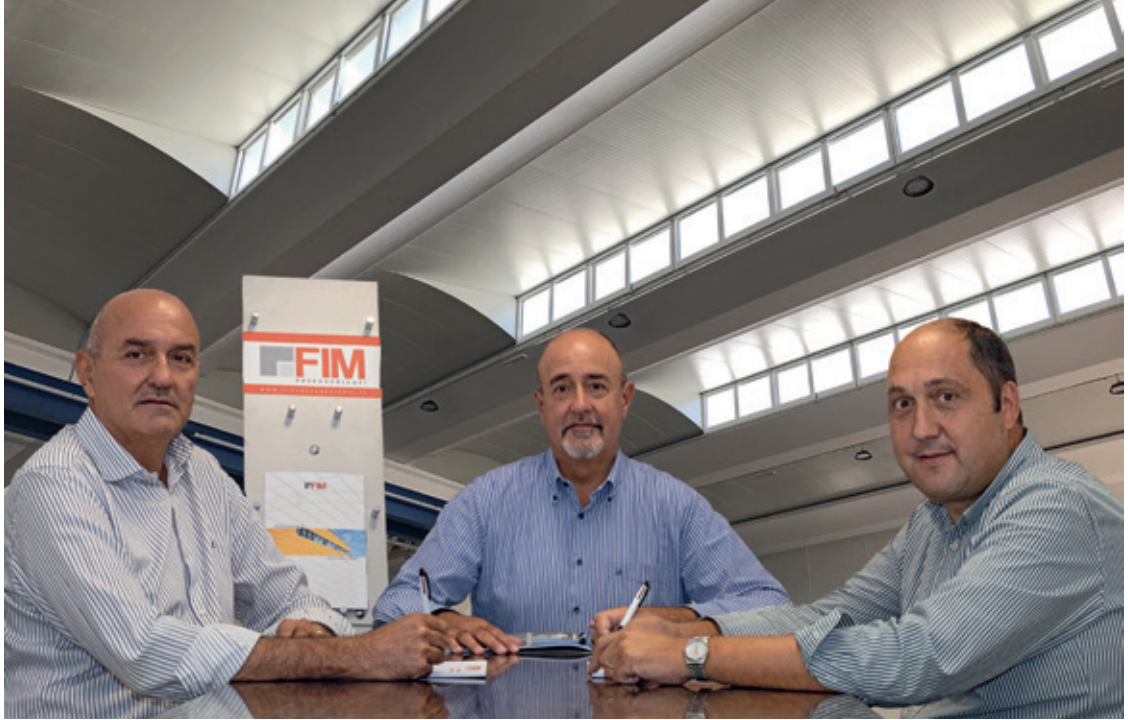
In fact, Essegi went from € 800,000 in the first year to € 6.8 million in 2020, and then closed at € 18 million in 2021 and € 35 million in 2022. The year 2023, although not yet closed, will record a 25% increase in sales volumes, compared to the previous year. Quite an achievement for a company that moves 15 thousand pallets per day (about 250 thousand per month) and is now among the top 10 in the industry in Italy. The merits, in addition to the ability of its managers, also lie in the service, which Essegi describes as “tailor-made” in that it is very flexible.

“Our target market is mainly the Italian market and in particular the centre-north”, explain Giovanni Bartolomei and Sandro Martini, “but we have no problem bringing our pallets to the south as well, in less than 24 hours. With us, the customer always has the certainty of delivery, thanks also to a logistics service that we develop with our own means, with which we can fulfil an order in a day or less. Essegi works mainly with large companies in the food, packaging and paper

industry, for whom it takes back used or broken pallets, repairs them (where possible) and puts them back on the market at a lower price than new, but with the same quality performance. Essegi has all the mandatory certifications (Conai, Fitok, Epal, waste authorisations), to which it has also integrated Iso 9001, Iso 14001, Iso 27001, White List, and has equipped itself with the Organisational Model pursuant to the legislative decree 231/2001. For the future, we intend to work on expanding the range of services and further strengthen the position at national level. ■



From left to right: Giovanni Bartolomei and Sandro Martini



From left to right Leonardo Lachi, Iacopo Lachi and Andrea Tavanti

Prefabrication construction: excellence runs in the family

Quality, safety and sustainability are the values of the 60-year history of Fim Prefabbricati, an integrated partner for a turnkey service

Excellence is a goal to strive for: it is measured one step at a time and becomes a value when recognised by stakeholders. It translates into authority and reaches its professional peak when it succeeds in each of the procedural steps of design, organisation, operation and assembly. Fim Prefabbricati's is an extraordinary professional journey that spans three generations and goes back to the 1960s: it began with the construction of metal-framed buildings, then in the 1970s it moved on to precast vibrated and prestressed reinforced concrete constructions. Today it works for major logistics players, such as Amazon, and small and large retailers, investing in the future thanks to the work of a group of young entrepreneurs who have grown up within it, ready to make it grow further. "The experience gained in over sixty years of business is an added value, which has enabled us to

overcome even difficult times due to the market crisis", explains Fim's managing director, Andrea Tavanti. "Our high level of specialisation allows us to offer dynamic solutions that fully satisfy the customer, guaranteeing him a tailor-made service". Nowadays, the galaxy of Fim prefabbricati is headed by the two families Lachi and Tavanti and can count on a turnover of € 25 million, which has been growing steadily in recent years, 30 direct employees at the Monte San Savino site, in the province of Arezzo, plus another 25 in the allied industries. It operates on a 22,000 square metre establishment. Among the highlights are the "Bacacier" roofing system, which offers excellent watertightness and less weight on the structure, thus perfect for logistics, and the "Airone" system, which fits perfectly even to buildings with irregular shapes and offers minimal environmental impact. These solutions have enabled the company to build no less than four Amazon warehouses between 2021 and 2022, covering 53,000 square metres, and over 300,000 square metres of buildings for logistics use in the three-year period 2019-2022. The company also provides an effective design assistance service, aimed at finding the best performing solutions through a highly qualified technical staff. "For the future we want to consolidate our target market", concludes Tavanti, "by continuing to invest resources in improving our services". ■

The importance of helping social entrepreneurs

Acting responsibly is among the best actions one can take. Like the choice of “I Bambini delle Fate” for Lci Lavorazione Carta Riciclata Italiana

IT IS of paramount importance to make sure that one's donation is directed to the right recipient, that it is serious, effective and effective in its goal of solidarity. Lci Lavorazione Carta Riciclata Italiana has placed its trust in the non profit organization “I Bambini delle Fate” to support various projects of associations, foundations, cooperatives and other non-profit organisations. It all stemmed from the strength of Franco Antonello, an entrepreneur from Castelfranco Veneto (Treviso), father of the wonderful Andrea, an autistic boy. “The model of the ‘traditional’ business world works well, with structured and well-defined methods. However, the moment I approached the world of social work, I found myself in an improvised jungle, where it is difficult to plan for the long term. Here, harnessing the entrepreneurial mindset in social work is the key to actually helping families in need”, Franco Antonello explained. This understanding led him to fight for himself, landing in the social world with a winning business model that is actually revolutionizing the sector. “Fare impresa nel Sociale” is precisely the national campaign of “I Bambini delle Fate” aimed at social inclusion and targeting entrepreneurs: having identified the local partner that will manage the project in that area, a group of entrepreneurs operating in that geographical area will be involved in the

campaign through regular sponsorship. It is a monthly commitment that becomes a means of supporting projects with a long time frame, organized and structured, just as it is in the logic of healthy companies. To find out more about Franco and Andrea and the solidarity initiative, the docufilm “Se ti abbraccio non avere paura”, which recounts one of the motorbike journeys undertaken by father and son to spread the word about their social projects, is well worth watching. In addition, at www.ibambinidellafate.it you can see current initiatives, many of which support families with autistic and disabled persons, including the bank of social time to offer important opportunities for inclusion. To date, more than 3,800 families have been helped in 17 active regions, 101 projects supported, more than 3,800 private supporters and more than 2,000 entrepreneurs involved. ■



Andrea and Franco Antonello

■ ■ ■ ANDREA'S THOUGHTS ON PAPER RECYCLING

Lci Lavorazione Carta Riciclata Italiana is a company in Treviso that supports “I Bambini delle Fate” and collects and recycles used paper and cardboard to give them a new life. These are Andrea's thoughts for the company: “It is important to recycle paper. Friendly trees smile. I say thank you for your human commitment with the idea of saving the planet. I say thank you for helping my peers with autism. Good deeds written on recycled paper. I write Andrea Antonello on renewed paper”.

Bespoke mixers, as safe and qualitative as homes

Family governance and international projection: Metalmeccanica Rossi manufactures customised vertical silos, 70% of which are destined for export

PH: PHOTO FUGACCI



From left to right Erica Rossi, Ceo, with her sister Franca, quality control manager

Going from a metal sheet to a customised mixing silo of significant size, up to 150 cubic metres, is a process that requires technologically advanced machinery and a highly specialised team, such as that of Metalmeccanica Rossi, a Forlì-based company founded in the 1970s, which has maintained family governance while evolving and gaining a valuable place within a market dominated by large manufacturers. “These are entities that almost exclusively supply standard products: on the contrary, we start from a blank sheet of paper and work closely with the customer”, emphasises Erica Rossi, now Ceo of the company, flanked by her sister Franca, responsible for quality control. Everything stems from the in-house technical department, where

the entrepreneur started working and today led by Raffaele Ciani, one of the first collaborators to join Metalmeccanica Rossi at a very young age, an essential reference figure, with a unique wealth of experience and expertise acquired over more than thirty years, which allows the company to have that edge over its competitors. Alongside him, there is an engineer, “because the construction of a silo is like that of a house: it is a delicate process, which requires a complex study, from the chemical, physical and mechanical characteristics of the materials used to the processing cycles, we are dealing with imposing products that need solid foundations”. Thus, operations such as calendaring, shearing, welding and assembly are all carried out in-house and only painting is outsourced. Among Metalmeccanica Rossi’s clients are Celanese Production (parent company in Texas and plants also in Forlì and Milan) and Ascend Performance Materials (headquarters in Florida and subsidiaries also in India), multinationals that mainly operate in the automotive-related plastics sector and require new solutions. Erica Rossi explains: “We started with small clients who produced polymers, but today we work alongside the big players who recycle plastic, grinding it into plastic granulate and giving it a new life”. ■

The construction of a silo is a delicate process, requiring a complex study ranging from the materials used to the processing cycles



The Dimensione Ingegnerie team

Towards the future, from the Eighth Wonder to the Bahamas

Dimensione Ingegnerie with Dimensione Energie has been implementing strategic renewable energy solutions around the world since 2007

This unique professional experience is firmly rooted in the tradition of a family that, from the early days of the last century with the management of the Mondovì Funicular and the construction of an early hydroelectric system, has reached the present day through development in the field of renewable energy. This, in short, is the heritage in terms of know-how of Dimensione Ingegnerie, a historic company with offices in Charvensod (Aosta), Courmayeur (Aosta) and Turin. So, Piedmont and Valle d'Aosta roots, with the Skyway - Mont Blanc as the flagship of this decades-long journey, a work that required meticulous design and attention to every technical detail, the pride of made-in-Italy engineering. "We love difficult challenges, just because they are such", says engineer Sergio Blengini, president of Dimensione Ingegnerie, "a characteristic that has always been part of our corporate DNA and that has allowed us to design and oversee the work on the Skyway - Mont Blanc, which was inaugurated in 2015 with a very positive image for both the Aosta Valley area and the entire nation". It is a highly specialized team of about 20 engineers and

professionals who, in more than 30 years, have been able to complete more than 1,000 projects, 450 of which are related to cableway systems: in fact, more than half of the systems built for the 2006 Turin Winter Olympics were designed by Dimensione Ingegnerie, as were many of the cableway infrastructure facilities located in Piedmont and Valle d'Aosta. "Environmental sustainability and renewable energy are also important issues for us, which we cannot disregard in order to guarantee a future for our planet", Blengini stresses. "For this reason, since 2007 we have created Dimensione Energie, an offshoot of Dimensione Ingegnerie that deals with the design, construction and management of energy production systems from renewable sources, with a particular focus on photovoltaics". Starting from "traditional" projects developed locally and nationally, we arrive at complex and challenging projects such as the photovoltaic system at the U.S. Embassy in Ouagadougou, Burkina Faso, or the photovoltaic system built to serve the wastewater management company in the Keys Islands nature sanctuary in Key Largo (Florida) and even "the ground system with energy storage and management system built in the Bahamas by our U.S. branch Bes - Burke Energy Solutions, born from the partnership started in 2018 with Burke Construction Group in Miami". "Speaking of environmental friendliness and decarbonization, we are also concerned with sustainable urban mobility", Blengini concludes, "Thanks to a hybrid rope/autonomous system, designed and patented by us, composed of autonomous vehicles equipped with a dual movement system, we believe we have identified a winning solution that can best meet the needs of many urban areas and particularly those characterized by significant differences in height, combining flexibility, safety and sustainability". ■

New opportunities with Ai for companies

Positive year for Lcs Liguria Consulting Solutions and further bet on artificial intelligence to streamline and enhance business processes

One office in Genoa, one in Catania, 35 employees, free and incentivised smart working. The dream to cherish? A new location abroad. And, while they enjoy the positive results of their “Smart Helper” product, an artificial intelligence-based tool offering planning, data analysis and decision automation solutions that has marked their success in the digital consultancy field, the team at Lcs Liguria Consulting Solutions Srl is already working on a product upgrade, which, thanks to the Ai evolution, will lead to further software improvements that will bring added value to companies.

“We are working to improve our Smart Helper in deductive function”, explains Luca Calabrese, Ceo and head of research and development, “in order to improve its function of streamlining and enhancing business processes. Being able to develop solutions

quickly, with logic-deductive constructions that can systematize valuable projects thus optimizing resources and expertise, is another upgrade of the Smart Helper. All while always remembering that a very important part of the strength of our product is the dialogue with companies, all to ensure maximum customization. Through these journeys, we realised how difficult it is to organise and streamline business processes, and when companies entrusted us with their problems, we created the best solution. Knowing that they changed the pace thanks to Smart Helper was a great satisfaction for us”.

Lcs Liguria is among the most dynamic companies in the sector. It has been called upon to illustrate and witness its history at conferences, Italian and international technical seminars. And so the idea of an office abroad, alongside the current ones in Italy, is no longer such a distant dream.

“Openness to the future is our code”, Calabrese confirms, “and we do not set ourselves any limits. However, we remain steadfast and down-to-earth. We are optimistic, but concrete. To date, one of our greatest satisfactions is to have a solid company, made up of people who work in a healthy and serene environment that allows them to unleash all their creativity”. ■

Luca Calabrese
and Valentina Cordi,
founding members of
Lcs Liguria Consulting
Solutions Srl



Welfare and industrial relations within the reach of legislation

Studio Legale Fontanarosa Billwiller Cervone guides clients in labour policies



The staff

“We have shifted our focus from litigation to industrial relations management, strategically advising our clients on all aspects of human resources”. Speaking is lawyer Giuseppe Fontanarosa, who in 2000 founded a firm that in 2006 became Studio Fontanarosa Billwiller Cervone, in cooperation with partners Annarita Billwiller and Ivana Cervone. The firm has large industrial groups in its client portfolio and has expanded its presence thanks to five offices, namely the historic ones in Naples, Portici and Rome and the more recent ones in Palermo and Turin.

“To date”, says Fontanarosa, “litigation still plays an important role in the firm’s activities, but consulting on issues such as corporate welfare, privacy protection and administrative liability (the former

legislative decree no. 231/2001), which we have been focusing on for years now, is a bit of a cornerstone of labour policy management”. It’s a bit like Studio Fontanarosa Billwiller Cervone “prevents” instead of running for cover by guiding its clients in best practices. “Focusing on corporate welfare, training, safety at work, indispensable tools for the creation of profiles suitable for managing a changing market that sees a shortage, in every sector, of qualified resources”. ■

■ ■ ■ enterprise synergies ■ ■ ■

Italian-English scientific synergies

The EndoTheranostics project combines robotics and medicine and has been awarded a €10 million Synergy Grant by the European Research Council



Professor Bruno Siciliano and the Erc Brussels team

It proposes an innovative approach to fight one of the world’s three most common cancers, colorectal cancer, thanks to robotics. Thus, the first Synergy Grant for the University of Naples Federico II is the one awarded by the European Research Council for EndoTheranostics - Multi-sensor Eversion

Robot Towards Intelligent Endoscopic Diagnosis and Therapy to Bruno Siciliano, Professor of Automata and Robotics at the Department of Electrical Engineering and Information Technologies, coordinator of the Prisma Lab. The project, the result of an Italian-English research synergy, envisages €10 million and six years to develop a pneumatically actuated sensorised soft robot that can perceive the environment through the acquisition of images and multisensory data. This project is led by a team of excellence that also includes Alberto Arezzo from the Department of Surgical Sciences, University of Turin, Kaspar Althoefer from the School of Engineering and Materials Science at Queen Mary University of London, and Sébastien Ourselin from the School of Biomedical Engineering & Imaging Sciences at King’s College London. “The ambitious goal”, Siciliano says, “in 10 years’ time is to develop and certify a revolutionary robotic technique that will help increase the percentage of at-risk patients who decide to undergo colonoscopy, thereby significantly reducing the mortality rate of colorectal cancer”. ■

- Paola Cacace -



Fibre optics to everyone's home

Thanks to the special “No Dig” technology and funds from the Nrrp, the Emilian company 0.3 is working throughout Italy for a fast internet connection

A large part of the Italian territory is still not connected to fibre optics, and therefore suffers from the “digital divide” that became evident in the worst period of the pandemic, when the lockdown forced people to use the Internet for work and school lessons.

It is normal, then, that part of the funds from the Nrrp is invested precisely to eliminate, or at least considerably reduce, this technology gap.

For the Emilian company 0.3 it is an opportunity for a large-scale intervention, which has been developing for months in various Italian regions. Upstream, lies the considerable experience that the company created by Antonino Russo had already built up in this specific sector, especially thanks to the use of the innovative “No Dig” technology, which allows underground pipes and cables to be laid without resorting to open excavation,

thus avoiding tampering with the road or, in any case, the surface.

“Our goal is to bring the fast Internet connection inside Italian homes, creating an infrastructure with the lowest possible environmental impact”, confirms Russo. “Among other things, this system has other significant advantages. On the one hand, the speed of execution: to make one hundred metres of excavation takes a day's work, with the drill it takes twenty minutes. On the other hand, the fact that the operation can be done neutrally: in Venice, during the period in which we operated in St Mark's Square, tourists passed over the areas where we were working without noticing anything”.

Thanks to this mode of operation, 0.3 - about sixty employees and growing - now has about thirty active sites in every part of the peninsula, from Sicily to Trentino, partly on behalf of leading telecommunication companies. “When this phase of work financed by the Nrrp is completed, I believe we will have brought fibre to millions of Italians”, emphasises Russo. “After all, there is a lot of money to be spent on this sector, certainly not wasted. My company is using them in a proper way, since it is everyone's money, for a commodity as primary today as the Internet. That is why we are running: we are always working, seven days a week, to achieve the goal of great social importance”. ■

Walk of Peace between Friuli Venezia Giulia and Slovenia

The Interreg Walk of Peace+ project will enhance mount Hermada/Grmada on the Trieste Karst, improving the route on the sites of the Great War

Creation of a route to enhance mount Hermada/Grmada, one of the symbolic sites of the Great War on the Trieste Karst, and consolidation of the promotion and reception along that path of peace that was developed with a project that was recognised as the best Interreg project in Europe in 2020.

This is the core of “Walk of Peace+”, the continuation of the strategic Interreg Italy-Slovenia ‘Walk of Peace’ project, abbreviated WoP, which started in 2018 and ended in 2022. The renewed cooperation between Italy and Slovenia will now continue until 2025.

The Italian side of the project includes PromoTurismoFVG as lead partner and the Municipality of Duino Aurisina, while the Slovenian side involves Fundacija “Poti miru v Posočju”, Posoški razvojni centre and the Municipality of Komen. Specifically, in this second phase, redevelopment work will be promoted for the creation of a route, supported by signposts, around mount Hermada/Grmada, custodian



PH. P. DA POZZO

REMAINS OF BUNKERS IN THE MOUNT HERMADA/GRMADA AREA

of many relics of the First World War, thus expanding the offer for walkers and, in the future, bicycle tourists. At the same time, measures will be taken to valorise the route that characterised the first phase of the Walk of Peace, a route that starts from Lod Pod Mangartom, in Slovenia, and reaches Trieste for more than 500 kilometres divided into 30 stages, 19 in Slovenia and 11 in Friuli Venezia Giulia, with the possibility of delving into the events, places and stories of the battles on the Karst and the retreat of Caporetto. The aim is to set up a partnership

and permanent agreements in the area that can guarantee the maintenance and total walkability of the route. The project also pays special attention to the extraordinary appointment that awaits Gorizia/Nova Gorica in 2025, the year in which they will be European Capital of Culture. Events have already been planned to promote the new trail among all those who will be drawn to this cross-border “capital”. Also planned is the reprinting of the guide and the revision of the routes, together with training opportunities for operators.

Interreg
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Co-funded by
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WALKofPEACE+

Traditional Italian pasta from Sassano to the United States

Since 1994, the pasta factory I Sapori del Vallo has been producing genuine, quality products, exporting them not only to the USA, but also to Germany, France and Switzerland

Italian Sundays have the smell of home-made pasta. A tradition present beyond national borders thanks to pasta factory I Sapori del Vallo, which exports its products to the United States, France, Switzerland and Germany. The family-run company is located in Sassano, in the province of Salerno, and since 1994 has been offering a variety of handmade pasta formats, such as paccheri, zitoni and the most popular Calabrian fusillo. Made from durum wheat semolina from Altamura, it is produced and packaged with care and quality to give customers the excitement of fresh



pasta. It all started from the small shop of Salvatore Calandriello, who wanted to expand his pasta production and distribute it to shops and restaurants. Nowadays there are a dozen people employed in the enterprise and ready to package, along with semolina and egg pasta, stuffed pasta made with local products and free of preservatives.

Fresh ricotta from local dairies is used for ravioli, for example. Owner Rosaria Calandriello, who has been with the company since 1999, emphasised: "We are a small company, but we always try to do our best and grow". ■

■ ■ ■ enterprise synergies ■ ■ ■



3 M headquarters

Mechanical processing: a family and two generations of success

3 M: professionalism, reliability and competence for an international clientele

It's 30 years of 3 M Srl, 30 years of contract machining and construction of industrial machinery and plants for a heterogeneous clientele, often Italian multinationals that market their products worldwide. This is the story of the Marandola family, from the founding of the company by Mario Giacomo Marandola in 1993 to the entry of his children Ivan, Emanuele and Valentina. The secret of this longevity? "Seriousness, professionalism, transparency with the customer and competence", Ivan points out as CEO, "these requirements have allowed us to branch out in

the Italian market and in the international market, Germany, France and Austria in particular. And then continuous investment, especially in the last two years, in equipment, state-of-the-art machinery, factories and R&D". In addition to the production sites in Rocca d'Evandro and Cassino, the foundations are being laid for two more sites, in Bahrain and Saudi Arabia, considering the Persian Gulf area as the key for business development in the years to come. Yet, it is always the people who make the difference: "We strongly believe in the constant staff training", concludes the CEO. "Together with the existing, highly professional staff, over the years many young people, fresh out of professional and university studies, have been trained, and the company follows them with passion and tenacity so that they can identify with the organisation and skills of the large 3 M family". ■

An aerial photograph of a complex highway interchange, overlaid with a digital network of white lines and nodes, suggesting connectivity and technology in transportation.

transport & logistics

COMMUNICATION PROJECT CREATED BY **ANTONELLA MINICHINI**

Intermodality and digitisation for a green Europe

Guido Grimaldi, President of Alis, explains the establishment of the Digitalisation and Technologies for Sustainable Transport and Logistics Commission

Seven record-breaking years. On 17 October, to coincide with Alis' birthday, the association's Board of Directors meeting was held in Rome. It's an opportunity for members to take stock of changes in the market and to look ahead to future challenges. "Our Association", explains Guido Grimaldi, president of Alis, "has made enormous progress in promoting the sustainable development of transport, logistics and all services related to a truly strategic value chain for our country and Europe".

This is a Europe in which intermodality, training and digitisation go hand in hand with environmental awareness. This was no coincidence, as Alis not only welcomed new members, but also presented its first sustainability report, which was produced with the support of

advisory partner Grant Thornton. "This is a novelty in the association landscape and demonstrates once again, with certified data and elements, the strong commitment that our entire association and all associated entities promote towards the Esg criteria", says Grimaldi. "It is a great pride for us, because we have always considered environmental, social and economic sustainability to be at the centre of the association agenda. In addition, we have set up the new 'Digitalisation and Technologies for Sustainable Transport



Guido Grimaldi, President of Alis



Guido Grimaldi, President of Alis

and Logistics' Commission, entrusting its chairmanship to Vodafone, which is a leader in the field and will therefore contribute to deepening and raising awareness of the many advantages of digital transformation towards an increasingly efficient and sustainable supply chain".

Digitalisation and sustainability for a smarter, greener future to be approached with caution. "Certainly incentives such as the Sea Modal Shift, which encourages maritime intermodality for the years 2022 to 2026,

following on with Marebonus, are a positive signal". Yet concerns remain about the entry into force in the coming year, 2024, of the EU Ets taxation system for maritime transport alone. "This could lead to a risk of modal back-shifting and, above all, to a distortion of modal competition, as it applies only to the maritime mode".

This is a topic to which Alis has been opposed from the outset. "We asked", explains Grimaldi, "at least for an exemption from this taxation for the Motorways of the Sea and Island Cabotage lines, and we are pleased that today there is a unanimous position from all the associations and operators in the sector. Let's also remember that this is a regional tax that would only affect 7.5 per cent of global maritime transport emissions". The wish follows the proposal of the president of the International Chamber of Shipping, Emanuele Grimaldi. "Create a global fund that is fed by a fee on all emissions produced worldwide, thus creating a "Fund & Reward" research and development fund from which resources can then be drawn for the development of new technologies, but above all for new fuels that will be more and more expensive, and to reward ship-owners who have committed to and invested first in new technologies".

These were central topics also for the appointment in Rome on 14 and 15 November for the Alis General Assembly and states general of transport and logistics and the third edition of Let Expo - Logistics Eco Transport, to be held in Verona from 12 to 15 March 2024. ■

- Paola Cacace -

From family company to Esg values: a natural evolution

Founded in the Avellino area in the 1970s, Gruppo Torello today has 29 locations across Italy and Europe. And it preserves the human side of the business of yesteryear

“Sustainability applied to logistics makes business more ethical, and at the same time transports us to global markets through a mix of new technologies and competitiveness. This mix is Torello’s own and makes us have a very clear look toward the future”. The speaker is Nicola Torello, who in 1975 founded the transport company in Montoro, near Avellino, which over the years would become a major logistics group. “Fulfilling a dream that is now the dream of my children, Concetta, Umberto and Antonio, who now run the company and to whom, every now and then, I take the liberty of giving some advice born of the experience gained over the years. On the other hand”, Torello continues, “the company had already become a solid reality in ’92 when they guys entered giving way to the second generation, but on that solid foundation they were able to further relaunch Torello turning us into one of the Italian integrated logistics big players, the one with the largest fleet, especially in temperature-controlled logistics destined for



Concetta, Nicola, Antonio and Umberto Torello

agribusiness, around Europe thanks to its 1,600 drivers”. A big player that in addition to trucking has strengthened its offer for warehouse logistics by exceeding, in 2023, 330 thousand square meters, in 29 locations distributed among Italy, France, Slovakia, Romania and Serbia. “From e-commerce to fashion and food, Torello and its entities (i.e., Tn Service, which is specialized in vehicle service and maintenance, Tn Logistics, which is our international cohort, and Dif, which has introduced a new paradigm of collaborative logistics in agribusiness) is above all the product of the understanding that people with their values make the difference and determine success, which is why we focus so much on training”.

Training and focus on employee welfare in an Esg perspective is almost natural for Torello. “That’s the beauty of being a family company. You tend to take care of the territory and the people you work with. And that’s not all. Esg issues have another positive aspect. Companies that focus on environmental and economic sustainability also have the best growth prospects from a financial point of view. It is no coincidence that we have registered a process patent, Glap, which, by monitoring all stages of logistics, helps us to reduce emissions and contain waste. ■



Mobility is strategic for the well-being of the community

Domenico De Rosa, Ceo of the Smet Group: “We expect concrete actions from the institutions for a new development model”



Domenico De Rosa, Ceo of the Smet Group

Innovation, business ethics, environmental protection. These are the values that guide the Smet Group, founded in Salerno 76 years ago and today a European leader in integrated logistics. “Internationalization of business has been the work of my father, who received from President of the Republic Sergio Mattarella the Cavalierato del Lavoro as a well-deserved recognition for his efforts”, says Domenico De Rosa, Ceo of Smet Group and third generation of the family at the helm of the company. “As early as the mid-1990s, well ahead of his time, my father sensed the potential of maritime and rail intermodality and its benefits in economic and environmental terms. Thanks to his vision, the Smet Group was the true pioneer of intermodal transport in Europe”. Alongside maritime and rail intermodality, technological

innovation has enabled new vehicles to travel the first and last mile by road, powered by alternative fuels to diesel. This fleet transformation started in 2014, with the Lng-powered eco trucks. Today we are moving not only to electric vehicles, but also and above all to biogas and, in the near future, hydrogen.

“The search for new models of sustainable transport is in our history, in our DNA”, De Rosa emphasises, “That is why we do not believe in the exaggerated electrification of mobility, as promoted by the EU so far. On the contrary, in the absence of changes to the current legislation, the electrification race we are currently experiencing will certainly cause irreparable damage. Our vocation for sustainability must go beyond electric, aware of what are the structural limitations of these vehicles, which would worsen the already precarious conditions of our country’s infrastructure”.

“Mobility - the entrepreneur continues, “is the strategic node around which the well-being of the entire community revolves. We need concrete actions, we need a new development model. We hope that the institutions will become aware of this and harmonise the legislation with the current economic context. Only in this way can companies be guided towards a new mobility model, with the goal of zero emissions”. In partnership with universities, with whom it works together in educating the next generation, the Smet Group has developed some simulations related to a hypothetical all-electric scenario, with very significant results: the simulations show that twice as many vehicles would be on the highways in 2022, because an electric vehicle carries half the load as a conventionally powered vehicle, due to the excessive tare weight due to the immense battery packs. ■



Intermodal transport between social commitment and sustainability

The parent company of a group of companies owned by the Fiorini family, Intermodaltrasporti has been in the international bulk handling market for over 30 years

“The company”, explains Alessandra Fiorini, controller and member of the Board of Directors of Intermodaltrasporti, “has gained more than ten years of European experience in the development and execution of industrial integrated logistics projects, actively participating in the management of transfers of bulk raw materials, polymers, liquid chemicals and foodstuffs in a ‘multimodal’ regime, making use of infrastructure networks connected to rail and maritime terminals and warehouses dedicated to transit time and storage of goods. Our goal”, he continues, “is to carefully design the activities in order to make the service as close to the customer’s needs as possible, with a focus on customisation of the service to maximise customer satisfaction”. Intermodal transport is also sustainable. “Environmental sustainability, first and foremost, as the combination of alternative transport modes such as rail, sea and road ensures a significant reduction in CO₂ emissions. Our commitment”, says Fiorini, “is aimed at offering an increasingly ‘green’ transport service, investing in upgrading the railway infrastructure and related storage terminals, not least the Core-Tnt terminal in Agognate, which was inaugurated last September”. Economic sustainability comes next, as the organisation of multimodal transport requires the development of high network management skills upstream and downstream in the logistics chain. With this in mind, it



Pietro Fiorini, founder of Intermodaltrasporti and chairman of the board of directors



From left to right Francesca, Giorgio and Alessandra Fiorini: the Board of Directors of Intermodaltrasporti

becomes a priority for us to ensure the sustainability of the entire value chain. Indeed, Intermodaltrasporti has made a concrete commitment to a sustainable supply chain by adhering to subsidised finance initiatives in the form of Dynamic Discounting, offering support solutions to our suppliers. Yet what has distinguished Intermodaltrasporti for 30 years, being the bearer of the sound principles of the family business culture, is social value, being particularly attentive to the needs of its internal and external stakeholders. “Economic actions of corporate welfare, wellbeing initiatives in favour of our employees, for the improvement of life in the company, to summarise some of the policies of 2023; the use of female resources starting with a Board of Directors with a high presence of women; the protection of people reconfirmed in the 20-year support to the Telethon Foundation and now to the ‘Diseases without Diagnosis Programme’, without forgetting the training projects with schools and universities as a result of which some young people have found professional employment in

our organisation”, he emphasised in conclusion. Finally, the preparation of the sustainability report for the year 2023, which concludes the journey that began with the 2022 Esg assessment, is an opportunity to summarise and assess the social, environmental and economic impact by disclosing the commitments and results made in the area of corporate social responsibility. ■

Workshops as boutiques for futuristic maintenance

Bartolomeo Paciocco, Gt Parts: “Our goal is to focus more and more on preventing faults with the aid of new technologies”.



Bartolomeo Paciocco, Ceo of Gt Parts

Predictive maintenance is the next goal, as is the creation of a “worry-free” fleet management service

including those in reception and the workshop manager. Today the mechanics alone are almost 20, to which must be added all the rest of the staff”.

This human resources growth tells of a growth marked by two pivotal moments, both in 2021 that is, when Gt Parts became an authorized Schmitz Cargobull, Daf and then Mercedes Truck workshop, followed by Mercedes Van in 2022. “We are determined to continue this expansion, as also demonstrated by the acquisition of the two workshops of Area Truck Srl, in Lazio, which are also Mercedes and Daf authorised. This acquisition allows us to cover a very attractive stretch of Italy. All this while we are increasingly focusing on a new service: scheduled on-site maintenance. That is, at our customers’ homes”.

In a nutshell, Gt Parts mechanics and technicians go to customers’ premises to carry out routine maintenance and prevent possible vehicle problems. “Predictive maintenance, not surprisingly, is our next goal”, Paciocco concludes, “as is the creation of a fleet management service where customers, whom we actually see as partners, don’t have to worry about anything, just doing their job. This is no small feat given that in the logistics world we are always working on the edge and every minute lost has an exponential impact on productivity”. ■

Reception as if it were a boutique and the confidence one would have for one’s primary care physician. Except we are talking neither fashion nor medicine, but industrial vehicle maintenance.

“When you entrust a vehicle to a garage, it is like entrusting a loved one to a surgeon who has to find the problem and the solution”, says Bartolomeo Paciocco, Ceo of Gt Parts, a company specialized in service and spare parts for the main brands in the truck & trailer sector, set up in 2017.

“All this with the support of two strong personalities”, Paciocco explains, “such as Giuseppe Badini and Giacomo Maurelli to take care of spare parts distribution in the Caserta region, where we are based. In 2019, they made a field choice by turning the company into a workshop. This change took place in February 2020, when we had four mechanics,



From left to right Fortunato Tortora with his sons Gianluca and Roberto

Green colours vehicles thanks to advanced sensor technology

The Xxl Marmitte and Green Energy group focuses on smart solutions to detect problems in industrial and commercial vehicles and reduce emissions

“In a world and a time when we talk green, facts make the difference. That is why, as Xxl Marmitte and Green Energy group, we are always ready for new challenges. After all, it is our nature to always want to be ahead of the times by aiming for a cleaner, greener business, or should I say: More Clean, More Green, as our motto says”. Speaking on the subject is Roberto Tortora, Ceo of Xxl Marmitte and Green Energy, a company that embraced the mission of offering environmentally sustainable solutions in the world of catalytic converters for industrial and commercial vehicles. “All of this by following the fil rouge, or rather the green thread, of the most advanced innovation”, Tortora explains. Evidence of this is the continuous launch of new solutions. One example among many are the new lines launched in the very recent

period that make us almost trendsetters in the green sphere. In fact, in addition to the euro 4 and euro 5 catalytic converters, we have expanded the euro 6 Dpf production line. Then we launched the Reman Dpf euro 6 line, which focuses on regeneration thanks to innovative cleaning methods for a service that is increasingly popular, as it guarantees the removal of all combustion residues, guaranteeing environmentally sustainable, strictly certified results. As is our style”. A style that goes much further, however, by extending XXL's product range to mechatronics. “Another of our innovations is the range of sensors”, adds Gianluca Tortora, co-creator of Xxl Marmitte, “The GreenSenox ones, for detecting nitrogen oxides within the exhaust gas, as well as temperature sensors; and pressure sensors. All this is done to detect the health of the particle filter and its ability to reduce emissions in real time. In addition, there is the Lcv production line, which designs and manufactures a wide variety of products, from hoses to silencers. This is also thanks to the work of our research and development team. “The goal is the same as always”, conclude the Tortora brothers, “to guarantee our customers, now in more than 50 countries, excellence in the field of sustainability and made in Italy”. ■

Smart management and green solutions to reduce consumption

The logistics company Sepe Group has decided to opt for the use of an alternative diesel fuel and focus on low-energy technologies for its locations

“In our more than 50 years of experience, we have covered hundreds of millions of kilometers, but above all we have been protagonists of a real change in the world of transportation, which over time has become increasingly green”, says Paolo Sepe, CEO of Sepe Group an integrated logistics company that, in addition to its historical headquarters in Naples, has four branches in Catania, Palermo, Parma and Calvignasco, in the Milan area, and that over time has become increasingly specialized in supply chain management. “Integrated logistics and material flow control are a must”, Sepe explains, “and innovation, in general, and digitisation, in particular, have provided us with ad hoc solutions to improve maximum operational and management processes. What makes the difference, however, are the people. And that is why our priority is to make sure that technologies help our employees by easing their workload and making their work safer”.

Among other things, thanks to traceability and smart management, processes can be simplified and consumption reduced at the same time.

“Undeniably, the future of logistics is eco-sustainability”, says Sepe, “and for some time now Sepe Logistica has decided to focus on environmentally sustainable technologies with a low energy impact, such as the installation of photovoltaics and refrigeration centres in our locations to reduce consumption and costs at the same time, and to be more environmentally friendly thanks to renewables. Most importantly, our pride has always been a state-of-the-art vehicle fleet. This is more so today than ever before since, in some ways, we are already projected into the future”. “Specifically”, the CEO reveals,

“in the last period we decided to opt for an alternative diesel fuel, Hvo, which is Eni’s Hydrotreated Vegetable Oil, a diesel that is 100% produced from renewable raw materials thanks to a partnership set up years ago with Agip. Then again, if there is the technology that can allow you to safeguard the environment at the same time affordable it would be irrational not to invest in it. And it is often the right mix of vision and rationality that does the trick. This mix is the recipe that has ensured that Sepe Logistica despite being 50 years old still has that desire to grow as always”. ■



Paolo Sepe, CEO of Sepe Group



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A corporate policy oriented towards sustainable business

Toscandia is the sustainable reality that makes goods travel responsibly

Not only cars and motorbikes. The need to complete the ecological transition in transport also concerns the means of transferring goods. This is a challenge that some companies are proving to be able to interpret decisively in the right way. This is the case of Toscandia, a dealership for the Scania, Volkswagen Commercial Vehicles, Nissan and Isuzu brands, with seven locations in Italy, of which two are in Calenzano, on the outskirts of Florence, a turnover of € 100 million in constant growth and over 90 employees. This entity spreads Scania's ethical conduct on the local area, oriented towards sustainable business, investing in research and accompanying transport companies towards the ecological transition through a path that starts with an analysis of companies' needs and ends with offering consultancy, services and concrete solutions to meet the requirements of European de-carbonisation regulations. Nowadays, Toscandia has specific certifications establishing how many kg of CO₂ are produced for processing services and has introduced, starting in 2019, a special 100% electric van sharing service for private individuals who need a van for limited periods of time. Added to this is "Time Zero", a special task force with the task of accompanying customers through the ecological transition, creating awareness of what is happening in the industry.

However, Toscandia's real flagship is called "Edo", a special device, developed in-house by the company, together with the Biorobotics Institute of the Scuola Superiore Sant'Anna in Pisa, that allows vehicles to be driven efficiently, with significant fuel and emission savings.

"Sustainability is now a concept that embraces many fields, from the economy to transport to the social sphere", explains Toscandia's Ceo,

Giuseppe Barelli. "Doing business responsibly means behaving ethically not only as regards work, but also in human relations with customers, which is why our services are geared towards supporting them on a path of renewal that will involve everyone. Nowadays, a company that does not think sustainably risks becoming unattractive, either to the market or to job seekers". ■



Giuseppe Barelli, Ceo of Toscandia



Valeria Sisti and Raffaele Mancini, founders of DeTraLog

Meeting market challenges with diversification

DeTraLog stands out for its young and innovative approach to the logistics and distribution additional space to be removed, like its founders Valeria Sisti and Raffaele Mancini

“In the company, stress is commonplace. The trick is to distinguish between bad stress, which overpowers you, and good stress, which gives you the impetus to do your best to complete that project. To find the ideal solution for that specific problem. Because you believe in it and you want to do well. To grow your business that you care about as if it were your own family”. Speaking is Valeria Sisti, Ceo of DeTraLog, a logistics, distribution and transport company operating throughout Italy with warehouses in Lombardy, Lazio, Molise and Piedmont, born of the

meeting between her and Raffaele Mancini, now her husband and logistics director. “He was born and raised in this environment. Descendant of a family that has always worked in logistics, he asked me in 2010 to embark on this adventure together. I was about to graduate and the hope was that our skills, so different, could complement each other. Thirteen years



■ ■ ■ SMART SOLUTIONS FOR THE AUTOMOTIVE WORLD

In the world of logistics, DeTraLog is distinguishing itself through innovation. “It is crucial to focus more and more on intermodality and reducing emissions”, explain Valeria Sisti and Raffaele Mancini of DeTraLog, “The key is to tackle this change with alternative solutions. So already in 2017, we created double-decker prototypes designed for the transport of compressible material, reducing the trips for our automotive customers by half”.



Shahin Golli, branch manager in Santhià (Vercelli)

later we can say that the challenge has been met, although there is always the desire to expand, progress and improve by broadening our horizons but always keeping in mind that being an entrepreneur is not just about doing business but is often about believing in a project and in the people you work with”. “For this reason”, adds Raffaele Mancini, who is in charge of the more operational side of DeTraLog, “our values have always been respect, a great sense of responsibility and consequently precision or professionalism as well as challenging ourselves on a daily basis. All of this is governed by a great desire to work. That especially involves Valeria and me, because although our company has grown a lot, we really enjoy being out in the field. Starting out with just three vehicles, at the time covering only the Vercelli area and the area between Molise and Campania, DeTraLog today has 70 vehicles, four operating sites and a staff of 80 led by the young couple. “In the meantime, we had three girls who gave us an extra sprint to do better”, says Valeria Sisti,

adding, “But above all, we made our youth our strength in 2010. It may also be that hint of madness of those who decide to start a company out of pure passion in their early twenties. Among other things, we immediately faced the economic crisis of 2011 but managed to overcome that hurdle, and those that followed, thanks to having had the ability to think a little outside the box. The watchword was, and still is, ‘diversification’. The diversification of the vehicle fleet and the products transported. It goes from automotive to waste, from home-care to food, even including fridges”. “In fact, we have also recently acquired some refrigerated vehicles”, explains Mancini, “while we are in the process of setting up a new hall with an adjoining cold store for storing products at a certain temperature, which will help us to manage the cold chain in the best possible way. And then there is the waste area, which is somewhat of a world apart, where our precision, sense of responsibility and integrity, which characterise us and the guys in our team, are needed to manage the transports in the best possible way. This diversification ensures that DeTraLog, perhaps aided by the strength of character of the two owners, takes on new challenges every day.

“By now the company has grown, but it can still do more”, says Sisti, “And for this reason, in order to handle waste transport but not only, we have decided to focus in the last period on a series of services, such as vehicle washing and the maintenance workshop, which already has four mechanics, created for us, but the intention is to extend it to other companies in the future”. ■

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An ambitious project for the future of logistics

A challenge for Apulia but also for the whole country: Gruppo Spamat aims to create a rail terminal from the Molfetta maritime port in order to optimise services and make southern companies competitive again



Captain Vito Leonardo Totorizzo, at the helm of Gruppo Spamat

The port company Gruppo Spamat, founded in 1977 by Spadavecchia, Amato and Totorizzo, is heading towards its 50th year of activity. Specialised in networks, transport, logistics and international shipping, the group is led by Captain Vito Leonardo Totorizzo, who has been a sole shareholder for 40 years. Based in the ports of Bari, Molfetta and Barletta, the company has established itself as a solid reference point for the regional economy. "Logistics is now a science that has to stick to service efficiency and cost optimisation", says Totorizzo.

With a team of 50 employees, Gruppo Spamat is divided into a shipping agency, which handles the bureaucratic aspects of shipping, and a logistics contractor for the loading and unloading of goods from ships. In addition, the company charters merchant ships to transport all kinds of

goods all over the world, characterising itself as a terminal operator and ship agency. Gruppo Spamat, however, is not content merely to consolidate its current success, but looks to the future of logistics by committing itself to promoting the economic and sustainable development of the Apulia region, focusing on innovation and the use of state-of-the-art solutions. In fact, with the introduction of the new Port and Intermodal Terminal in Molfetta, a winning combination of maritime and rail services is on the horizon. This is where Totorizzo has some projects in store concerning the port of Molfetta. "When the port is completed, if we want to give it a future, we will need the railway", he argues enthusiastically.

"With 500 metres from the port to the railway line", Totorizzo adds, "we can build a rail freight terminal. My idea has received the appreciation of the Italian railway network Rfi, which considers it ingenious. Ships can unload in Molfetta, while trains can bring goods into the heart of Europe. The train convoys, with a length of 750 metres, will become true 'Frecciarossa freight trains', as - he concludes - they will not stop at any intermediate stations. This will lead to an extraordinary result in terms of service efficiency and effectiveness".

Spamat's project represents a fascinating challenge for the company, for the economy of Apulia as a whole, but also for southern Italy in general, and could open up new opportunities for growth and competitiveness in the international logistics scene. In order to carry out this ambitious project, the Group is proposing financing of € 90 million coming entirely from private investors. ■

Leader in maintenance management of large fleets

The Amati Officine Meccaniche group lands in the North, with its first site in Turin, which will expand its premises already in 2024

The Roman group Amati Officine Meccaniche has reached the Northwest, with the opening of its fifth site in one of Italy's most important logistics hubs, the Interporto Sito di Torino, and its plans already include an expansion planned for early 2024. Specialised in full service for large public and private transport companies, the move to Orbassano was motivated by the management of a full service contract with Cavourese in the capital of Piedmont. "We have opened a 1,200-square-metre workshop and 5,000 square

metres of forecourt, but the start-up of the business has been so interesting that we have already decided on an expansion in early 2024", explains Ceo Gianluca Amati. "The new premises will have 3,000 square metres of workshop and 20,000 square metres of forecourt. This growth will be accompanied by an increase in personnel, from the current 8 to over 15 employees", the entrepreneur continues.

The Amati group qualifies for highly qualified knowledge and expertise in mechatronics, bodywork and tyres, with the aim of guaranteeing the maintenance management of large fleets of cars, tractors, trailers and also container repair.

Always in step with the times, the group has also trained itself adequately to deal with the management of fleets consisting of electric vehicles, such as the one it has taken over in Piedmont.

"We started with an order for the operation of 14 electric buses", explains Amati, "and from there the volume of work immediately expanded, so much so that we expect a major expansion of our operational space next year". The group works with a high degree of operational autonomy, guaranteeing with its own workshops and technicians all carpentry work, mechanics, tyre work and digital vehicle systems. It also organises technical training courses.

"We are increasing our knowledge and operational capacity on electric vehicles", Amati emphasises, "because this type of power supply represents the future, a time in which we want to be a key player in the maintenance sector".

The Amati group has a total of 150 employees and the Orbassano site joins those in Rome, Nettuno, Palestrina and Latina. ■



Gianluca Amati, Ceo of Amati Officine Meccaniche

The ideal partner for road transport companies

In-depth knowledge of the sector, presence throughout Europe, fast response: these are the services provided by Easytrip

The daily work of thousands of truck drivers travelling throughout Europe is managed by a very active company with its headquarters just outside Cesena, in the heart of Romagna.

This is the location of one of the most important offices of Easytrip, a French legal entity present in 16 countries in Europe, which has chosen Italy to coordinate a series of essential services for all third-party and own-account transport companies, from large fleets, logistics centres up to the “owner-operators” themselves.

The network involves more than 6,000 customers with about 200,000 vehicles, with a total turnover of 700 million, and with more than 150 employees. Their operations, by and large, serve to simplify work by organizing it.

“We take care of a whole series of services related to the world of road transport”, emphasises Massimo Vannicelli, Easytrip’s sales manager, “from Italian and European motorway tolls to the management of Alpine tunnels, ferries, trains, and fuel cards, up to the management of all Vat and excise duty recovery paperwork. We have trained and qualified operators as well as staff able to speak practically all European languages, but also to interact, if necessary, with Turkey or even China... We are ready for problem solving, our aim is to simplify the drivers’ work: every one of their vehicles is equipped with at least one Easytrip device”.

Present in Italy for more than 35 years, the company has been growing steadily: even last year - the first year in which Vannicelli took up his new position - turnover grew 11 percent, despite the overall market contraction.

“The reasons why we succeed do not only depend on the acquisition of new customers”, Vannicelli continues, “but we try above all to



Massimo Vannicelli, Easytrip sales manager

retain existing customers with new and interesting services, for example, one of the new proposals concerns the insurance sector.

We are also investing heavily in technology: because the speed of data management and computerisation, practically in real time, is a necessity that strongly interests our customers”. ■



The Marchetti brothers

One family, one passion, one success story

Marchetti Trasporti is constantly looking for low environmental impact solutions, both in purchasing vehicles and in choosing routes

Marchetti Trasporti's story is one of family, commitment, innovation and success. It all began after the Second World War, in Montegabbione, Umbria, when Federico Marchetti and his son Luigi decided to start a small local transport business for construction and agricultural products. By the end of the 1970s, their entrepreneurial vision led them to expand their routes throughout Italy. Their van became a fleet of trucks and, since 2000, the company has experienced a new phase of growth, reinforced by the entry into the company of Luigi's children, Alessandro, Chiara and Francesca, who bring their expertise and desire to innovate. In order to consolidate the company's presence in the area, a second office and warehouse was opened in Bergamo, and operations were also

expanded internationally with new import-export routes in Europe. The company is guided by the values of cooperation and respect for customers, guaranteeing the service offered but also the care of employees and the sustainability of development processes. Aware of the environmental impact of the sector, they are always looking for environmentally friendly solutions, both in purchasing vehicles and in choosing road routes, through the use of Euro 6 vehicles or alternative fuels and the use of intermodal transport.

The company's customers are heterogeneous and come from different markets, including the heavy transport, industrial precast, rail and machinery sectors, as well as nursery and food companies.

They have around 100 trucks, road tractors, trailers, forklifts and are all equipped with a satellite system for greater control and efficiency. The company and its almost 50 employees are distinguished by their readiness to meet customers' demands, creating a fruitful relationship with them.

The Marchetti family is united and passionate and has made transport its mission and pride. ■

Aiming for Europe and green solutions

Casil Car, specialised in fitting out commercial and industrial vehicles, makes customer service its must

From a small bodyshop in the backyard to a company with a clear vision of the future and which today is specialised in fitting out commercial and industrial vehicles and has partnerships with the best-known international manufacturers and constructors. "experience counts more than the years. So Casil Car, founded in Afragola in 1975 as the one-man business of my father, Domenico, is today a competitive reality like few others", says Ceo, Marco G. Casillo. "In 2016 we became a Ltd. company", Casillo continues, "seizing the opportunity to realise our dream of opening up to the European market, expanding our business, focusing on a wide range of fittings, and



Marco G. Casillo, Ceo of Casil Car

in particular on those for the last mile and Nlt. However, vision is worth more than practice, and ours is that of an entity that, aware of growing needs from an environmental perspective, is increasingly exploring the opportunities provided by green solutions". All this while always being ready to respond to a wide variety of needs. "The all-round after-sales customer support gives us the strength to be more and more competitive thanks to a network we are building that allows us to have a widespread presence throughout Italy, so we can always be close to our customers. This is our way of conceiving the logistics of the future". ■

■ ■ ■ transport&logistics ■ ■ ■

Air traffic: digital control towers for more sustainable mobility

European Investment Bank provides one hundred sixty million Euros loan to Enav to modernise infrastructure



Pasqualino Monti, Enav, and Gelsomina Vigliotti, Eib, at the signing of the agreement

One hundred sixty million Euros to renew and digitise air traffic management infrastructure and systems in Italy. These are the objectives of the loan granted by the European Investment Bank to Enav, a company that manages civil air traffic in Italy through control towers at 45 commercial airports and four radar control centres for en-route services. "The contract signed with EIB", says Pasqualino Monti, Enav's Cwo, "will allow us to further improve services for the benefit of airlines, passengers and local areas". The €160 million loan granted by the EIB will enable Enav to digitise a number of infrastructure works, including radar, communication, navigation and surveillance systems. And particularly interesting is the implementation of remotely managed digital control towers at some Italian airports, perfectly in line with the European Commission's strategy for sustainable and smart mobility. "Thanks to the EIB's support", concludes Gelsomina Vigliotti, EIB Vice-President, "Enav will continue to guarantee state-of-the-art air navigation services in Italy, making an important contribution to the safety and efficiency of air traffic, two fundamental pillars of the EIB's new lending policy in the transport sector". ■

- Paola Cacace -

New Bologna hub inaugurated last October

Palletways Italia has a large new headquarters in Sala Bolognese: environmentally sustainable, strategically located, with state-of-the-art technology



Massimiliano Peres, Ceo of Palletways Italia

A large new headquarters for Palletways Italia, with thirty thousand square metres divided between offices and operations area with a strategic location for goods handling in our country, just a stone's throw from the motorway in the hinterland of Bologna; uninterrupted 24-hour operation on three shifts, which allows us to unload and reload an average of about 150 vehicles daily, handling about 8,000 pallets a day, with an organisation that allows 22 vehicles to work internally at the same time. Palletways thus guarantees the express transport of palletised goods, excluding perishable goods. These are the considerable figures that give the picture of Palletways Italia's current Hub in Sala Bolognese. This facility was built following a multimillion-dollar investment by the Palletways group, Europe's leading

express palletised goods transport network. Already in operation for a few months, the new facility was officially inaugurated in early October at a ceremony attended by the main local authorities and top management, primarily Luis Zubialde, Ceo of the Palletways group.

"I am delighted and honoured to present first-hand the work done, the road travelled so far and our next ambitious goals", said Massimiliano Peres, Ceo of Palletways Italia. "The new headquarters is the result of this major investment in Italy, which reaffirms the central role of our country in the Palletways group's growth and expansion strategy. Aware of our financial solidity, a European soul to constantly deal with and the guarantee of multinational ownership, we start from this highly symbolic moment to continue being pioneers of the future". The new logistics centre is Breeam "Very Good" certified and is equipped with 1,100 photovoltaic panels and electric vehicle charging towers. It uses innovative technologies, adopted to facilitate and speed up the daily operations of the network, optimise processes and transit times, and provide real-time information.

Soon, in fact, "Palletways Id", a technology that captures in real time all the information of a shipment during the handling of goods, will also be launched in Italy; in addition, the Italian network is busy developing new features of its app with services such as Eta (Estimated time of arrival) and Live Exception code, with the aim of providing real time information on the progress of shipments. In terms of safety, the facility has an Nfpa sprinkler system, which is accredited as one of the most effective fire protection systems and complies with the American standard also recognised in Italy. ■



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strategic competences



The most effective governance is certified

Companies and certifications, the comment of Paolo Marras, area manager of Centro Italia di Certiquality



Paolo Marras,
area manager of Centro Italia di Certiquality

One hundred fifty-seven and 330 management system certificates were issued by accredited bodies to public and private organisations, +1.2% compared to 2021 (data source: Accredia Annual Report 2022).

With the exception of energy management systems, all major certification schemes show high uptake rates among organisations, in particular information security management systems, +32%, environmental management systems and occupational health and safety management systems are growing.

The arrival of the new Uni/Pdr 125 gender equality management system in 2022 was very well received with 800 sites certified in a few months. These are the data from Accredia's Annual Report 2022, quoted by Paolo Marras, area manager of Centro Italia di Certiquality, talking about how companies read the correlation between certifications and effectiveness.

There's a boom in certifications in the area of not only environmental, but also social and governance sustainability: what's going on?

"Growing are Iso 14001 for environmental management systems, Iso 50001 for energy management, sustainability reports, carbon footprints and Fsc certification for forest management. As regards the social aspect, there's the gender equality plan of the Pdr 125 and the anti-corruption Iso 37001. What drives them is, apart from the international situation, the increasing attention of customers and investment funds, which choose the most sustainable companies: thus, certifications become tools to be competitive. This applies to large companies and also to

small ones that are part, or would like to be part, of the supply chain of large ones. It is not enough to make a good product or a good service, we need governance capable of assessing risks and opportunities".

What sectors is the trend most evident in? Are there differences along the Peninsula?

"The differences depend on the particularities of the production system in each area. In Lazio there is the pharmaceutical district of Pomezia, important companies in the energy and service sectors. We certainly start with these more culturally advanced and resourceful companies, which are so complex that they cannot be governed without appropriate organisational models, which are then those that comply with certification standards. From advanced industries, certifications have extended into every field: food, waste management, textiles and clothing, automotive. Cobat's Cyclus, a certified network of car dismantlers for the transparent management of end-of-life vehicles that anticipates European regulations, has just been presented, demonstrating how certification can get down to reality and give added value.

Recommendations for a valid certification route?

"Certification must be done by credible operators, so firstly be accredited by Accredia, and then have a recognised brand and perhaps focus on specific areas. Then it matters a lot how these models are experienced by the company, the commitment of the top figures. Training people is the key". ■

- Barbara Trigari -

Justice and society, the ambiguity of crimes against persons

Studio Legale Crippa Vallese in Milan also handles the defence of persons accused of stalking, family abuse, child abuse, sexual violence

In addition to business crimes, Studio Crippa Vallese also deals with crimes against persons, almost always assisting defendants. Stalking, family abuse, sexual violence (so-called “gender crimes”) and child abuse.

“These are despicable crimes, of which there has undoubtedly been a resurgence”, comments lawyer Alessandro Gino Vallese of the Crippa



Mr. Alessandro Gino Vallese, lawyer

Vallese law firm in Milan, “but that does not mean that all the accused are guilty. Justice can never afford to generalise, even if the goal of breaking the chain of crimes is laudable. Everyone is entitled to a fair trial”. Each case must be treated individually, also reflecting on alternatives to detention, such as restorative justice.

“I have faced the most diverse cases. From the absolutely ‘indefensible’ to the opposite case of the victim of a complaint being used as leverage to obtain custody of the children in a divorce case, or as a personal revenge”, the lawyer continues. However, even the offender facing imprisonment for the first time, when showing willingness to embark on a serious path to redemption and is sentenced to a moderate sentence, why not give him confidence by trying to remove him from further bad influence, instead of imposing a one-year hard prison regime?”. The lawyer develops defensive strategies based on his own experience.

“If, when analysing the evidence, I consider that a trial may be counterproductive, I lean towards the alternative trial. If, on the other hand, I believe that it can be evaluated to the point of raising questions, I will pursue the option of a trial and at least try to obtain general extenuating circumstances. In many cases I make the patient talk to a psychologist. Not necessarily a technical consultant, but a therapist who can make an assessment. “I see a lack of coordination in the desire for reforms concerning this type of crime. The proposals seem more oriented towards consensus-building than towards doing justice. The role of the defence lawyer is to see that each case is treated for what it really is”, concludes Alessandro Gino Vallese. ■



The Studio Legale E-Lex team

The right of innovation

E-Lex is a transversal law firm with a multidisciplinary approach to handling the challenges of technological innovation

The future (and security) also passes through the right of innovation. E-Lex, a law firm with sectoral experience in the fields of data protection, cybersecurity and technological innovation, offers tailor-made, client-friendly support, applying traditional areas of law (civil, criminal, administrative, commercial, corporate) to new technologies. Included among the law firms of the year selected by Statista for Il Sole 24 Ore, E-Lex is founded on a multidisciplinary approach, with a team capable of handling the challenges of innovation, with diverse expertise. Data protection, intellectual property, cyber security, computer crimes, start-ups, artificial intelligence, digital transformation, and public contracts are among the subjects that determine the core business of the firm, with a splendid location in Renaissance Rome. E-Lex was founded in 2011 on the initiative of the lawyers Giovanni Maria Riccio, Ernesto Belisario, Dario Reccia and Guido Scorza, now a member of the Data Protection Authority. “Gradually”, explains Giovanni Maria Riccio, a professor of

comparative law and one of the founders of E-Lex, “the firm expanded with the entry of new partners (Alessandro Di Gioia, Adriana Peduto and Stefano Aterno) and now has some thirty professionals. We are one of the best positioned firms in Italy in the field of data protection. We work on projects related to artificial intelligence, augmented reality”. E-Lex members were among the first to address the metaverse and to find innovative and impactful solutions to the challenges posed to law by artificial intelligence.

“With a rigorous approach, we have been dealing with innovation rules since 1998”, explains Ernesto Belisario, one of the founding partners of E-Lex with expertise in digital administration, data protection, social media, transparency and corruption prevention.

The firm supports training and dissemination activities aimed at promoting a digital rights culture. “As lawyers, we try to understand how law is applied to technology through an interaction between professionals who do not belong to our ‘world’, in order to combine the technological component with the legal one, supporting, for example, clients in the management of computer incidents and data breaches”, explains Stefano Aterno.

“In the field of data protection”, Riccio continues, “we are Dpo-s of numerous businesses, from multinationals to public administration. We provide ongoing support, knowing that a consultant is needed to manage the processes on a daily basis. The use of information technology is crucial for all companies to be ready to enter the metaverse or use artificial intelligence”. ■

Criminal law counselling and business sustainability

Lawyer Carlo Baccaredda Boy: “The criminal defense lawyer who is an expert in judicial affairs can make an important contribution to give substance to such a cross-cutting issue”

“Sustainability is also a cross-cutting issue for the criminal defence lawyer profession”, explains Carlo

Baccaredda Boy, founder of the Milan law firm of the same name. “At the beginning of my professional activity, between the 1980s and 1990s”, he continues, “environmental awareness was in its infancy and the first trials referred to facts that dated back decades earlier, when awareness and scientific knowledge were different: I am thinking of the first major environmental trial that made Italian judicial history, the Porto Marghera Petrochemicals trial, in which I participated first-hand”.

From its judicial experience, in which the preservation of procedural guarantees and the timely reconstruction of the facts and responsibilities of each are essential, the firm has developed a solid expertise, which continues with its participation in major trials of social alarm, including the Abruzzo case of Bussi sul Tirino and the Ilva case in Taranto. A deep understanding of criminal law risk also enables the company to offer timely corporate advisory and compliance interventions to its clients: think of the importance of the precautionary principle, or the complex relationships between compliance with regulations and authorizations, and allegations of wrongdoing by administrative authorities. This professional characteristic, which combines judicial and advisory experience, including participation in supervisory bodies, is embodied in a team of young professionals and a network of scientists and accredited technical advisors. “Sustainability is not limited to the environmental field”, points out lawyer

Baccaredda Boy, “For us, sustainability of labour in the enterprise is also of central importance”. Hence the experience in trials for occupational diseases and major disasters, including the trial of the Morandi Bridge in Genoa and the Linate air disaster: all cases in which the internal circulation of information played a key role.

“We keep an eye on data confidentiality and respect for privacy”, the firm owner concludes, “so that clients can feel protected, starting with their relationship with their lawyer”. ■



Mr. Carlo Baccaredda Boy, lawyer

Key industry data, at your fingertips

Plimsoll Publishing turns public information on companies into valuable insights to help them make the best choices

Making wise decisions for an entrepreneur is never easy, so why not rely on concrete, real and reliable data instead of just intuition? "Our job is to help business owners and managers make the best choices to make the business thrive", comments Daniel Turkington, managing director of Plimsoll Publishing and son of the founder. "The concept that distinguishes us is that of the waterline introduced for British merchant ships in the 1800s by Samuel Plimsoll. Brought back to the companies, it is a method to evaluate their performance". Plimsoll offers market surveys to all companies in Italy and worldwide on a



Managing Director Daniel Turkington

subscription basis, for 6 or 12 months. "The entrepreneur accesses the Talat platform", he continues, "which is updated monthly, and finds all the public data related to his sector: how the company is positioned, how the market and competition is doing, which businesses are most interesting for an acquisition, and also suggestions on how to improve performance". It's a very rich database, organised for easy reading, and

offered at a price that is also affordable for SMEs. "We have the most loyal customers in Italy, and we really care about them getting the most out of our reports", concludes Daniel Turkington. ■

■ ■ ■ strategic competences ■ ■ ■

PH GIUSEPPE MACOR



Lawyer Stefano Linares

Internationalization is a strategic process for companies, but each market has unique peculiarities and rules. It is therefore crucial to be able to count on reliable and trained professionals to accompany us along the way and assist us in facing the entrepreneurial challenges. Among the most attractive and at the same time most complex markets is the

US-licensed lawyers serving businesses

Linares Associates Plc, a reference point for companies and individuals

US, where lawyer Stefano Linares has been active for more than 20 years through his offices in New York and Milan. "The U.S. is a very competitive market, in which state and federal regulations overlap; the litigation rate is very high, as are very onerous litigations in court", confirms the professional. "Benefiting, therefore, from specific advice aimed at resolving problems before they can give rise to dangerous litigation could prove decisive for a company's success".

Italian companies and individuals wishing to carry out business activities and/or investments in the US can find in Linares Associates Plc the necessary expertise to safely operate overseas, taking advantage of being able to share the same language, culture and approach to business. ■

Excellence in banking and business consulting: the key to economic and financial success

FCN CAPITAL has expertise in banking and business consulting, internationalisation, tax advisory, legal advice, marketing and communication



Fernando Carlo Natale,
director and sole shareholder
of FCN CAPITAL

In the ever-changing world of corporate finance, business and corporate development, banking and business consulting firms play a crucial role in helping companies navigate a complex and competitive landscape. FCN CAPITAL helps shape the future of companies. Born from the more than 25 years' experience in banking of its director and sole shareholder Fernando Carlo Natale, a graduate in Economics and Commerce, FCN CAPITAL - one office in Rome and one in Milan - supports Italian

companies by assisting their growth and affirmation on global markets. Adapting to the digital transformation that has led to radical changes in the banking and corporate sectors, FCN CAPITAL has embraced emerging technologies such as CRM, artificial intelligence, data analytics, and blockchain to improve the efficiency and security of corporate financial operations. Faced with financial and corporate economic challenges, FCN CAPITAL can rely on a team of multidisciplinary experts, banking, financial, accounting, legal, technology, international management and marketing and communication consultants, who can offer tailor-made solutions for each client. "We rely on automated tools to increase marketing on social media and by 2024 we plan to quadruple our already massive presence on industry channels", explains Fernando Carlo Natale. FCN CAPITAL keeps up with the latest laws and regulations, helping companies to comply with regulations and mitigate legal risks, which is crucial

at a time when penalties for non-compliance can be devastating. The company is also results-oriented, working with clients to set clear objectives and develop strategies to achieve them. This may include optimising cash flow, reducing costs or creating long-term growth plans. Besides offering valuable guidance in the present, FCN CAPITAL prepares companies for the challenges of the future. Keeping an eye on emerging trends and innovation, it is ready to guide companies towards stability and success by helping them thrive in an increasingly complex corporate financial world. Its ability to adapt to emerging challenges and to offer customised solutions makes FCN CAPITAL an indispensable partner for any growth and success-oriented company.



Tailor-made protection

Link Underwriting Agency: ad hoc solutions for liability, cyber risk and environmental damage



Simona Zirano, managing director of Link Underwriting Agency

From professional indemnity insurance to liability for business managers to insurance from cyber risk or environmental events: Link Underwriting Agency selects the most suitable solutions for customers by customising the policies of 16 major companies. “As wholesalers”, explains Simona Zirano, managing director of Link Underwriting Agency, “we provide brokers and agents with all our underwriting capacity, suggesting legal protection to complement our professional indemnity insurance, directors’ indemnity insurance and public employees’ property indemnity insurance cover”. The insurance covers most in demand at this particular time in the market are medical expense reimbursement policies, but also all emerging risk guarantees, such as weather and environmental damage and cyber risk, which are becoming more and more topical, especially in the industrial and commercial sectors. “We are proposing innovative solutions”, adds Simona Zirano, who has extensive experience in the insurance sector, “such as parametric policies that are well suited to environmental risks, with a very different damage management from the traditional one, based on predefined thresholds for claim settlement”. With a dynamic and constantly updated structure, Link also trains intermediaries on new policies and claims management: “If intermediaries do their job well”, concludes Simona Zirano, “there will be no difficulty in covering damages”. ■

■ ■ ■ strategic competences ■ ■ ■

Customised multidisciplinary counselling

Buonaguidi & Partners, a brand created by lawyer Vittorio Buonaguidi, values human and professional relationships to network

Valuing human and professional relationships to build networks, investing in training, updating and multidisciplinary. This is the “motto” of Buonaguidi & Partners, a brand that offers multidisciplinary advice tailored to the client’s needs, created at the end of 2018 by Mr. Vittorio Buonaguidi, lawyer, with significant experience in banking, corporate and real estate law. The brand, which offers assistance in the areas of banking and financial law, corporate law, real estate and inheritance law, brings together several professionals in partnership, including lawyers, accountants, economists, tax experts, real estate experts, psychologists, architects, who have many years of experience working in multidisciplinary teams. “I wanted to distance myself from traditional law firms by creating a law firm as a network with professionals who conceive their work primarily as teamwork, multidisciplinary, at the service of a brand to be enhanced precisely by this method of working”, explains Vittorio Buonaguidi. Over time, Buonaguidi & Partners gained important partnerships such as Ldp Tax & Law and Lawyers. The brand has recently taken a strong interest in assisting Sme-s that want to list themselves as or transform themselves into innovators. “We are also very strong with external strategic consultancies in the world of innovative start-ups, as we are also focused on artificial intelligence and the innovation process applied to legal sectors”. ■



Mr. Vittorio Buonaguidi, lawyer

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TECNOLOGIA LUMINESCENTE DI ALTA QUALITÀ

Facility services: an innovative approach to catering

Consorzio Copernico approves the 2022 financial statements, the first of the new corporate governance

Copernico Scpa - a leading Italian operator in the soft facility management sector, specialized in cleaning and targeting public administrations of national importance - continues its market growth by also exploring the catering and green area maintenance service sectors.

In addition to the provision of cleaning, sanitation and logistics services, the Rome-based consortium, which is increasingly oriented towards sustainability, takes a further step in its growth process with the approval of its 2022 annual report, the first under the new corporate governance appointed in May 2022.

Fabiola Sabellico, chairman of Copernico's board of directors, flanked by board members Giorgio Matrigiani and Gaetano D'Altrui, marks the path of continuity and evolution in line with the business plan approved by the shareholders, which envisages increasingly sustainable growth.

"We are very satisfied with what we have achieved in the year of the new Board of Directors", explains Sabellico, "Our commitment is to maintain and acquire new market shares, and to evolve the range of services. We aim to enter the restaurant industry with a sustainable and innovative approach. The consortium is a team, we have all the credentials to compete with the big market players, and there are all the prerequisites to continue building a positive image of the consortium instrument".

The cleaning sector, which at the national level has shown some critical issues, has come up against the difficult policy implemented by the public administrations to avoid the non-recognition of contract price revision, an unpredictable increase in inflation and the cost of labour employed in conducting

services for the renewed National Collective Labour Agreement, Multiservice sector.

Although these issues have challenged the new governance, which estimates 2023 as a year of transition, Copernico's turnover will close in 2022 with final revenues of around € 33 million. Ebitda and financial indicators remain within the sector average, confirming the company's solidity necessary for development and the achievement of the targets set in the 2023-2025 business plan. ■



Fabiola Sabellico, President of Copernico

A trusted guide at the side of customers and companies

Studio Vabri explains how the accountant profession goes beyond numbers

Management and consultancy in corporate, tax, accounting, contractual and litigation matters. Services tailored to the needs of each client - entrepreneurs, professionals and private individuals - under the banner of utmost confidentiality and professionalism, but also in the name of empathy, intuition and sharing. These distinctive traits make Studio Vabri - Chartered Accountants truly special, conveying an image far different from the stereotypical and aseptic one often associated with professional firms. Upon entering the studio, one breathes warmth, flexibility, availability. "We have been working with companies and professionals since 1986, with a particular focus on manufacturing and trading companies present in northern Italy", Maria Giuseppina Vabri, founder of this dynamic company, tells us, assisted in the last decade by her son Alessandro Giana. "Our propensity for problem solving, direct contact with people and the identification of ad hoc solutions for each interlocutor has fostered a marked retention of customers who have often continued to work with us, moving from the first to the second up to the third generation", the owners explain. Assistance and advice during the generational transition in SMEs is one of the strengths of the Milan- and Vanzaghello-based firm. "We help senior entrepreneurs to soften rigid, past-anchored attitudes towards their children or grandchildren taking over the business, while at the same time making them appreciate the value of tradition. We support entrepreneurs in understanding how management control can provide a better understanding of business dynamics and management mechanisms in order to identify both the economic and financial balances of companies, thus fostering a more conscious



Maria Giuseppina Vabri, founder with her son Alessandro Giana

and planned transfer of information and knowledge to new generations". Finally, very important for Studio Vabri is the continuous training of its team: "We believe in young people: we often bring them into the firm as soon as they graduate or get a degree and let them grow with us. Clients also perceive the quality of the work of a constantly updated team to which we dedicate many hours of training, not only technical, but also focused on communication and sharing", conclude the two professionals. ■

Entitlement to damages: full protection

The innovative Studio Gargano EG Avvocati, boasts a smart team operating based on a new vision of the profession

A lawyer in step with the times, this is how Edno Gargano defines himself, as the owner and founder of Studio Gargano EG Avvocati, which is based in Pescara and where, supported by a close-knit team of professionals, lawyer Gargano protects citizens' rights based on smart operations. His team works completely in the cloud using all the tools offered by digitisation and the web, with the aim of making work more streamlined, efficient and effective. "The lawyer", argues Gargano, "usually tends to initiate litigation. On the contrary, I believe that in 2023 my profession must be able to offer clients concrete advice backed by regulatory evidence, which will guarantee their success even before we get to actual lawsuits of uncertain outcome and long duration. I believe that a good transaction is often the best solution. Founded in 2011, the law firm deals with civil law with a strong focus on the protection of passenger rights, online defamation and medical liability. In the particularly complex area of medical liability, it boasts partnerships throughout Italy with experts in various branches of medicine and professionals specialised in specific fields in order to achieve the best solution for patients in a timely manner. "The Gelli Law", continues Gargano, "has redrawn the boundaries of medical malpractice and instituted the obligation of

insurance for healthcare facilities; it has also introduced the preventive technical assessment aimed at settling the dispute and the obligation to formulate a proposal for compensation for damages based on what emerged following the assessment, entrusting the reconstruction of the clinical case to specialists and a panel of experts. Nowadays, if elements of 'healthcare malpractice' emerge, actual legal action can be avoided, through an attempt at conciliation, which proves to be a fundamental tool in the effective and rapid protection of patients' rights". "Another important area of our activity", he continues, "is the protection of passengers against all inefficiencies caused by airlines. We were among the first in Italy, in 2007, to file a lawsuit against an airline and since then, we have been working every day to obtain compensation and redress for passengers affected by inefficiencies". The all-round view of the compensation of damages has also directed Studio Gargano towards online defamation cases, which are particularly topical due to the spasmodic and inappropriate use of social networks, which have become veritable virtual media plazas, in which it is very easy to damage victims personally, professionally and financially, resulting in emotional stress and/or loss of reputation or even job opportunities. ■

Mr. Edno Gargano, lawyer,
owner and founder
of Studio Gargano EG Avvocati





Mr. Italo Partenza, lawyer

Insurance know-how, including environmental expertise

Itc Law's areas of specialisation include the focus on environmental liability and climate change insurance risks

This is a highly specialised law firm, with collaborators spread throughout the territory, where a dynamic, contemporary, open-minded working atmosphere prevails. Itc Law - Insurance Tort Civil Law - in the heart of Milan, was founded by lawyers Italo Partenza and Roberta Victoria Nucci, who offer clients their expertise in insurance and civil liability law for companies and professionals.

Armed with a passionate approach, impeccable scientific rigour and a profound sense of innovation, the two founding partners have turned Itc Law into a point of reference for civil, professional, health and corporate liability risks for policyholders and insurance companies operating in the market.

"Another feather in our cap is the issue of risk linked to environmental responsibility. From an insurance point of view, the consequences caused by pollution, which are in fact comparable to real catastrophic natural events, are now particularly relevant for companies and professionals. Our firm is also increasingly involved in climate change and its damage. Insuring for environmental risks, however, does not mean saving on prevention, but investing in uncontrollable parts of risk", the lawyers emphasise. In addition, the insurance model linked to environmental liability allows companies to meet costs they could not bear and is also a benefit to the community, as it favours the restoration of the damaged environment.

"Since both insurance law and pollution or even climate change insurance are highly specialised fields, those who turn to us know that they can count on a tailor-made service", conclude the owners of Itc Law, who are also very involved in the dissemination of legal culture, in the conviction that the exercise of the profession cannot be separated from knowledge sharing. ■

Pets, moving and relocation

Three specialised global mobility companies, Bliss Corporation

“We treat personal belongings and animals as if they were our own”: it’s more than a slogan for Bliss Corporation, a group specialising in global mobility for companies and organisations. “We revolutionise the concept of service, putting empathy at the centre and bringing values into people’s lives”, says Francesco Argirò, at the helm of Bliss, who is young but has strong experience in the family business. In 2008, Bliss Moving & Logistic was founded for relocations of companies and staff, individuals and households. Then Bliss Pet Services and Bliss Relocation were founded, the former providing five-star pet shipping, the latter relocation and immigration services for corporate staff and families. Together, the three companies revolutionise the concept of relocation by enabling customers to move

their lives professionally, easily, and quickly. “From private individuals to large corporations”, Argirò continues, “ours is the business of emotions: we listen to customers’ needs, acting as facilitators between corporate policy and families in integrating different and complex cultures and norms. Bliss operates worldwide with its three companies: Bliss Moving & Logistics (international transport and logistics), Bliss Relocation (relocation and immigration services for families and companies), Bliss Pet Services (international transport of pets). Our services are all customised and supervised by specialised and qualified staff”. ■



The staff of Bliss Corporation

■ ■ ■ strategic **competences** ■ ■ ■



Maurizio Bellavista, Ceo of Keyone Consulting, with Cfo Giuseppe Meli

“We are living in a once-in-a-lifetime era of digital and green transition that must be seized to compete in the global marketplace. Our mission? Guiding companies that seek the way forward”. Speaking is Maurizio Bellavista, Ceo of Keyone Consulting, a company founded in Naples in 2008 with Giuseppe Meli, which from the outset has focused on helping entrepreneurs to get

Companies in search of a digital and green future

The Keyone Consulting team leads entrepreneurs in public finance

a clear picture of the public finance instruments useful for getting a company off on the right foot or consolidating existing assets. “We are specialized in industrial development contracts for companies facing investments of more than € 20 million. These major investments change the way of doing business. As is happening in the many 4.0 transformation projects”. This is an area where Keyone Consulting employees are well versed, but it is not the only one. “We have several business units aimed at companies. However, we always have an ethical business idea that is implemented by supporting only the projects we believe in. Then, in 2021, we started with PartiAgevolato, opening at the Centro Direzionale in Naples the first store concerning subsidised finance for young people whose innovation and start-up projects are evaluated thanks to an algorithm that objectively and transparently establishes the chances of success”. ■

Business consulting for business success

Enrica Maria Laveglia, founder of With You Solution, also deals with soft finance and organisation to offer cross-sector solutions to customers

It stands out as an all-round business consulting firm, driven by the experience and passion of Enrica Maria Laveglia. The firm's ability to combine expertise in business consulting, soft finance and organisation offers a unique advantage to customers, contributing to their success and operational efficiency. We are talking about With You Solution founded in 2017 by Enrica Maria Laveglia, an experienced all-round consultant with a degree in law and a specialisation in economics. "My idea", explains the owner, "was born from the need to create customised solutions for customers, and today I operate in both Italy and Europe". Laveglia, a polyglot intellectual (she speaks four languages: German, French, Spanish and English), has extensive experience in project management, business management and marketing. In addition, she is a senior teacher in the education sector and an experienced consultant and project manager in European programmes, with a focus on social innovation.

"With You Solution's corporate mission", adds Laveglia, "focuses on the following areas: business consultancy, which includes business planning and internal organisation; subsidised finance, which offers services at both local and European level, covering a wide range of customers, from small funds for micro-enterprises to financing for more structured companies. In addition, I play the role of professional organiser: I am among the 100 Italian senior organising professionals, members of Apoi (Associazione Professional Organizer Italia, ed), helping people to organise their time and improve efficiency at work". The company has three offices, located in Matera, Potenza and Rimini, which enable it to provide assistance throughout



Enrica Maria Laveglia, founder of With You Solution

Italy. Laveglia also plays a key role as an external consultant for social investment projects in Basilicata, such as the "Shell inventaGiovani" project for Shell Italia E&P, a role he has held for 14 years. Finally, looking to the future, Laveglia plans to launch an innovative project in 2024 called "Circular Organisation". "This project", he concludes, "will offer companies not only business consulting, but also comprehensive support in recruiting highly qualified professionals at various levels". It will be another step forward for With You Solution in providing comprehensive and customised solutions for business success. And also in 2024 it is confirmed as local business partner of the Partner240re Network of "IL Sole 24 Ore". ■

A global network for tax advice

Tourism and e-commerce: Studio Professionale Carrara is the reference for international market fulfilment

Marcello Carrara, one of Italy's leading tax professionals, as attested by Forbes magazine which included him among the 100 best accountants in Italy for the years 2022/23, started out in the Langhe, a land of wines and wineries, and now leads a network specialized in business consultancy. In 1996 he developed the first tax consultancy firm for travel agencies and tour operators, which has now become a national reference point for around 900 companies in the sector. This was followed in 2016 by the establishment of the relationship with Amazon partner Avask Ltd of Southampton (UK) to take care of tax compliance in Italy for over 5,000 international operators. "Many Italian companies engaged in e-commerce", Carrara explains, "are turning to my firm for advice on the scenarios opened up by the tax reform triggered by the



Marcello Carrara

introduction of the loss and Oss lossand Oss regimes". Studio Professionale Carrara Stp Srl, with offices in Rome, Milan, Narzole and Fossano (Cuneo), 38 specialized staff, handles-for large industry as well as the small business-accounting, tax, payroll and contribution compliance, with training activities in the tourism sector. It employs partners such as leading law firms, architects and qualified engineers in order to provide clients with an all-round service. "At the core of our activity is the continuous updating to assist and inform companies on tax news in a timely manner", adds Carrara. "In addition, during Vat closures for clients selling on Amazon, thanks to the comparison with references all over the world, I can now count on a global network of interchanges to provide clients with the necessary tools to operate in global markets". ■

■ ■ ■ strategic competences ■ ■ ■

Flying sustainably on the wings of education

Its Mobilità Sostenibile e Aerospazio Puglia courses teach high skills to make tomorrow's mobility greener

This is Apulia where sustainable mobility and aerospace make the difference. Starting with the skills of the youngest thanks to the Istituti Tecnici Superiori, two-year post-diploma courses to create specialised figures. They know this well at Its Mobilità Sostenibile e Aerospazio Puglia, which has decided to expand its training offerings in its three locations of Brindisi, Bari and the one in the province of Lecce. While participants are being selected for the next two-year period, in order to complete around 2,000 hours of training, of which more or less 800 hours of internship, it is interesting to note that the courses range from the higher technician for aeronautical and naval engine maintenance to the higher technician for sustainable aeronautical mobility, whose skills will cover areas ranging from drones to recreational vehicles, from ultralight aircraft to seaplanes and sailing boats. These courses see a close partnership with local companies whereby Confindustria Lecce acts as a bridge for future workers in sustainable mobility. "Looking at the present and the near future from the sustainability angle becomes the concrete direction towards which",

says its president, Antonio Ficarella, "the world of education must aim to implement a model of efficiency and regeneration that is needed now more than ever". ■

- Paola Cacace -





From left to right: Luca Torcivia, owner with partner Marco Da Preda

School at the service of entrepreneurs

Osm Firenze is the project initiated by Luca Torcivia and Marco Da Preda: a unique model enabling companies to increase their turnover by up to 40%.

Starting a business or setting up one's own business is never easy, but achieving success is even more complicated. Luca Torcivia, Ceo of Osm Firenze (Open Source Management), a company that operates in the field of business consulting, helping entrepreneurs with practical community and training paths to success, knows this well. Not an ordinary business consultancy agency, but a true community of professionals, where we all learn to grow together.

Osm Firenze was born at the end of 2019 from an idea of Torcivia and Marco Da Preda. It is a story of success and courage, as the start of the activity coincides with the arrival of the Covid-19 pandemic and the lockdown. An event that would have discouraged many, but not the two partners, who instead sided with the hardest hit businesses, creating a network where entrepreneurs supported each other. Once the lockdown ended, the community

not only stayed, but evolved, culminating in the establishment of a "school for entrepreneurs", which now offers a training course where organisational models, the art of communication, sales, marketing, etc. are taught, and which now has hundreds of members.

"Nowadays, there is no school that teaches you how to do business", explains Luca Torcivia, "so we wanted to create something that would allow those who do business to really grow, on a customised path. Other consultancy companies mostly offer services dedicated to large companies, whereas we have focused on Sme-s, which are the real engine of the Italian economy". The results were not long in coming: almost 90 per cent of the participants in the Osm Firenze entrepreneurship school stated that their business increased month after month, reaching +35-40 per cent in annual turnover. This excellent result prompted Torcivia and Da Preda to do even more, by launching the "Entrepreneur you are not alone" project, dedicated to professionals in difficulty, who are offered free entrepreneurial training to help them revive their business. "We see the individual's strategic skills as accounting for 15 per cent", Torcivia concludes, "the rest depends on the individual, how he or she behaves, how he or she reacts to adversity, etc. What we do, while teaching new business management skills, is to try to empower the unexpressed part of people, to help them develop their companies to the maximum". ■

A consultant to increase business

Studio Francesco Leone Commercialista at the side of entrepreneurs



Founder Francesco Leone

Accompanying companies towards growth, building business. This is the mission of Studio Francesco Leone Commercialista, backed by the continuous updating and almost 30 years of experience

of its founder, Francesco Leone, who is attentive to client needs and promoter of the firm's activities. "We try to understand the needs of the individual company with empathy", explains Leone. "We have been doing accounting (the accountant's 'core business') and management control since 1995 and were among the first to use, for over ten years, modern and advanced accounting and payroll software, delivered and managed in the cloud, so that data is always safe". Another strong point is corporate training.

"For twelve years, I have been providing corporate training as a lecturer for several multinational companies. Our firm, based in Corato, Rome and Milan, is able to provide that extra knowledge that goes beyond mere consulting. Continuous updating allows us to react to different market stimuli". Francesco Leone Commercialista also provides support in the internationalisation process towards European and non-European markets. "We have well-established relations with Slovakia and Dubai. Depending on the actual needs of the companies, we help customers find resources to support their investments, analysing with them the areas and best ways to expand". ■

■ ■ ■ strategic **competences** ■ ■ ■

The "personality" of companies must be developed strategically

Luca Iovine: forging corporate character to improve market positioning

With the aim of supporting Sme-s in facing challenges and growing, in 2001, Luca Iovine founded the first nucleus of what has now become the Gruppo Iovine. This consultancy firm - present in Salerno, Rome and Bolzano - has established itself as a leader in the sector, offering consultancy services to top Italian companies, focusing on strategic and organisational aspects. "We codify the temperament of the entrepreneur reflected in the company's personality and the know-how developed and disseminated", explains founder Luca Iovine, "when the conditions are met, it gets certified, improving the company's market positioning and brand. The result is a competitive advantage that opens our customers to new prospects of success. "The strategic aspect is crucial: through the corporate academy, Gruppo Iovine works on corporate culture, turning specific skills into winning strategies. This innovative approach", he concludes, "enables companies to develop a



The Gruppo Iovine team

long-term vision and meet the challenges of the market". The group offers customised consulting, addressing the specific needs of each company, including in the areas of compliance: regulation 231, whistleblowing, environment, occupational safety and privacy. Thanks to this comprehensive and integrated consulting approach, Gruppo Iovine's Sme clients achieve significant growth and increased competitiveness in the markets. ■

A safe guide to business success

My Way Consulting offers strategic and innovative consulting through the “Strategic Roadmap” telematics platform

It is a reliable partner for companies seeking strategic consulting, innovative and customised solutions. We are talking about My Way Consulting, a leading consulting company - based in Parma and Sarnico in the Bergamo area and operating throughout Italy - specialised in helping businesses grow. Particular focus on Sme-s in supporting them to achieve goals and overcome challenges through experience, expertise, and a people-oriented approach as a driving factor.

Founded in 2010 by Marco Randazzo, initially a chartered accountant and later a strategic consultant, today My Way Consulting represents a team of more than ten close-knit professionals. “For me”, Randazzo explains, “the focus on the team is fundamental”. The company’s human capital, therefore, comes first. “Between permanent partners and freelancers who are all business consulting experts”, he adds, “My Way Consulting has quickly established itself as a point of reference for companies looking for professional support to

tackle complex challenges and achieve ambitious goals”. My Way Consulting offers a wide range of business consulting services covering several key areas such as strategic consulting, working with companies to develop winning strategies to gain a competitive advantage in the market. The firm’s workhorse is called ‘Strategic Roadmap’ and consists of a telematics platform-to which the customer has access-that has nearly eliminated the need for physical firm-customer meetings. This smart approach allows each problem to be solved efficiently. It is no coincidence that My Way Consulting was chosen by the Liebherr - Emtec Italia Spa group to train their service managers to support them in the growth of their Italian subsidiaries. My Way Consulting’s experts also help companies effectively manage periods of change by identifying potential obstacles, developing detailed action plans and providing support for implementing new strategies.. “By implementing advanced methods and tools”, Randazzo concludes, “we help companies optimise their processes, reduce costs and increase operational efficiency”. ■



Marco Randazzo,
founder of My Way Consulting



Lombardy dossier

COMMUNICATION PROJECT CREATED BY **LUCA RAPETTI**

In spite of negative external influences due to ongoing conflicts, the German recession that absorbs 14% of Lombardy's exports and rising interest rates, Lombardy is "holding its own" and, as we ascertained from our interviews, it is the more technology- and innovation-oriented companies that are keeping up. Together with Bergamo and Brescia, which have been nominated Italian Capital of Culture 2023 and whose mayors we interviewed in the last issue, all the Lombardy provinces contribute to improving the territory's economic performance, with companies and sectors of excellence, capable of seizing the opportunities linked to the current - epochal - changes. According to the data provided by Confindustria Lombardia, the artisan sector in particular recorded a performance similar to that of the previous quarter, but with a better trend result, with particularly performing sectors such as clothing and the leather-footwear sector, means of transport - in this case a real exploit with +13.4% - the food sector and the mechanical sector. The data released by Survey on Internationalization 2023,

presented in September by Confindustria Lombardia and Assolombarda in cooperation with the Lombardy Region, Ispi and Sace, are very eloquent. According to this report, 38.5 per cent of the companies in Lombardy increased their market shares compared to pre-Covid, with the foreign share of turnover rising to 44.2 per cent, while 20.2 per cent of the companies replaced parts of their supply chains altogether due to costs and geopolitical risks. In addition, exports are also growing digitally, a fact that was already evident earlier, but which has become much more consolidated. At the presentation of the report, the president of Confindustria Lombardia, Francesco Buzzella, spoke, stating

Avant-garde and international projection



Francesco Buzzella,
president of Confindustria Lombardia

that: "The international vocation of Lombardy's manufacturing companies, as revealed by the survey, is confirmed as one of the distinctive points of our production system. In spite of a chaotic international environment, companies in Lombardy adapt quickly to change and are

Lombardy's industry continues to excel in Italy and Europe, with better results than the national average

able to seize the opportunities arising from change sooner and better than their competitors, as shown by the high number of companies that have made replacements along their supply chains or are looking to new countries. However, the merits of business risk being nullified in the absence of defined pathways by the institutions, with particular reference to the procurement of raw materials and human resources as well as clarity and bargaining power in the management of the geopolitical changes taking place".

So, a great deal of credit goes to the Lombard entrepreneurs and their Sme-s, which, as always, could achieve even more excellent results with more support from the institutions. What is needed, in other words, is a national and European industrial policy capable of making even better use of the enormous potential of Lombardy and Italian companies, supporting them as they prepare to complete the challenges of the ecological and digital transition. ■

- Elena Marzorati -



Roberto Pasotto, Ceo and general manager of Fai Filtri

Ready for new challenges

Fai Filtri: a team of excellence for state-of-the-art filtration solutions

It is a company of international stature, while retaining its Italian character, its roots in the local area and its desire to be a team player.

This global connotation can be perceived in Fai Filtri, unaffected even after the process of transformation from a family-owned company to a management company in recent years. This is a necessary step for this historic company, founded in 1976 by Wilmo Pasotto, to continue to be competitive on the markets, as Roberto Pasotto, Ceo and general manager, tells us.

"In recent years, even in times of pandemic, we have invested relentlessly in new technologies, reorganised production lines and focused on human resources, increasing our cooperation with schools and institutes to identify talent to be trained directly in the company. I think it is very important to learn the trade by working: we dedicate many hours of training to the new employees who are replacing the

previous generation". This training is also dedicated to foreign languages, as Fai Filtri is strongly export-oriented: 80% of turnover is in fact generated abroad, by the more than six hundred customers scattered all over the world.

"In the last year we have significantly expanded into the American market: our Charlotte branch in North Carolina, in which we had invested six years ago, is currently yielding excellent results". Fai Filtri relies on a widespread network of dealers and distributors and is represented in strategic market areas by branches in Canada, the



The Pontirolo Nuovo - based company's filter elements and components are designed and manufactured for the hydraulics, Edm, industrial and air/oil separation aftermarket

United States and Malaysia that operate with the same philosophy and spirit as the parent company, pursuing the same customer satisfaction and guaranteeing the necessary technical and logistical support.

Fai Filtri's strengths include flexibility, fast changeovers and the handling of small to medium batches. "We have an

extensive product catalogue, around 24,000 items, with a warehouse geared towards semi-finished as well as finished products, to offer a consistently fast and efficient service. The Pontirolo Nuovo-based company's filter elements and components are designed and manufactured for the hydraulics, Edm, industrial and air/oil separation aftermarket sectors.

For aftermarket filters, full compatibility with the major manufacturers' machines and interchangeability with filters from the major manufacturers has been achieved, while a new type of highly sustainable Esd demountable filters has been developed, which allow the filter cartridge to be separated and the flange and housing to be reused, unlike traditional spin-on filters that have to be disposed of and replaced after they have served their purpose. In addition, Fai Filtri has recently developed a complete series of spin-on cartridges of different models and sizes to meet every filtration and application need, enabling effective contamination control in the following circuits: hydraulics, lubrication, motor and others.

"In the years to come, we will further develop the growth project we have been working on over the past period, involving the expansion of new markets and investment in new machinery, new technologies and the expansion of work space. In fact, by 2026 we will go from a surface area of 14,000 square metres to one of 20,000", concludes Roberto Pasotto. ■

Constant renovation to grow

Management, internationalisation, innovation: new vision for Sonzogni Camme, at the dawn of 60 years

This evolving company has reaped the fruits of the past to propel itself with determination and foresight into the future. Sonzogni Camme, an international reference company in the field of globoidal cams and mechanisms serving complex kinematics, is undergoing a profound reorganisation, with the aim of becoming even more competitive in national and international markets. From a family-run management, the company switched to a managerial management: the second generation of the Sonzogni family entrusted the company management to two external managers, Andrea Mazzesi, general manager, and Massimo Basso Ricci, president. A necessary choice to continue on a successful path. On the other hand, the company was born in 1964, first run by the founders - Giancarlo and Bruno Sonzogni - then successfully developed by the second generation, precisely from the brilliant intuition to build a specific machine that revolutionized the traditional production cycle of thread guide rolls for the textile industry. Over the years the company from Fara Gera d'Adda (Bergamo) has continued to grow: from machines for the textile industry to cams, from special units to globoidal cams made to customer specifications in co-engineering to better meet requirements. At the heart of the entire business are the needs of a demanding customer base, which includes major national and international players in industrial packaging, pharmaceuticals, cosmetics through to the food & beverage and tobacco industries. Nowadays, the evolutionary drive is fully identified with the new management, which is taking the company into a new dimension. Therefore, under the control of the Sonzogni family and with the fundamental support of external management, the company is inaugurating a new organisational phase. "We are in fact preparing a three-year expansion plan whose cornerstones are internationalisation, with growth in foreign markets, and innovation, with the development of new products and opening up to new sectors, including a massive investment phase", explains Andrea Mazzesi. "In 2024, when the company celebrates its 60th Anniversary of foundation, the first sustainability report and the first part of the Iso 14001 environmental certification process is also planned", emphasizes Massimo Basso Ricci. Since mechanical engineering thrives on continuous innovation, a major strength of Sonzogni Camme is its research and development area, whose mechanical and electronic designers perfectly blend the experience of the past with



the innovation required by the present and the future. "We will continue to design kinematics and motion control solutions with customers to create customised products for companies, which are mainly exporters. This is why our company, although distributing its products mainly in Italy, is present in many geographical



In 2024, when Sonzogni Camme will celebrate its 60th anniversary of foundation, the first sustainability report and the first part of the Iso 14001 environmental certification process is also planned

From left to right: Massimo Basso Ricci, president, with Andrea Mazzesi, general manager

areas of the world. Among our next goals is the direct expansion of our brand in the European markets”, the managers emphasise.

Sonzogni Camme is currently also investing in training young people and digitisation, while in terms of products, it has been turning towards mechatronics for a few years now, as Mazzesi

points out: “Combining mechanical precision, electronic flexibility and digital technology results in user-friendly solutions that can be managed more autonomously by customers. Sonzogni Camme’s experience in a variety of industries enables them to design products using innovative “best practices”, providing timely responses and novel solutions. “With the revitalization and reorganization plan in place, we are ready to cross important new milestones”, managers conclude. ■



From left to right Massimo Sigalini, Davide Zoppini and Alberto Vaccari

Innovation is in the art of simplification

For Mupi 2000, the ability to stand out starts with differentiating solutions

The province of Brescia reconfirms itself as the cradle of Lombard manufacturing.

In the myriad of companies that populate it, a few stand out that, despite not being giants, are able to express great expertise and, above all, the ability to be appreciated across borders.

Mupi 2000 of Castenedolo, which is specialized in the construction of self-powered riveting machines, particularly pinning, eyeletting and screwing machines, is one example. But not only that. The company's strength lies in its ability to cater for a wide variety of sectors, producing customised machinery based on the needs of its customers, who are leading names on the international scene. "We don't work in a conventional way, but we study the simplest solutions to achieve the goal, making them as sustainable as possible from both an

economic and process point of view", explains Davide Zoppini, owner since 2009, when in the midst of the crisis he decided to acquire the company to turn things around. With him are partners Alberto Vaccari, for accounting, and Massimo Sigalini, production and assembly manager. Mupi 2000 works with an eye to the future and, thanks to constant research and development, designs multiple automatic and semi-automatic machines, right up to entire machining lines.

"Different sectors come to us, most recently automotive and aeronautics". Because, as Zoppini says, the world moves behind a product: each mechanism brings with it a whole series of upstream and downstream processes, in which Italian-made quality and attention make all the difference to the final product.

"We are small and lean, but determined and specialised", the owner recalls. A drive shared with sons Mattia and Tiziano, both dedicated to developing a business with great potential: "We want to distinguish ourselves in a sector that suffers a lot of competition, the screwing sector. We recently formed a synergy with Kolver of Vicenza, one of the leading companies in motors and control units for screwdrivers. We are mainly targeting the American market, where we want to increase our presence". ■

The dream team of the last mile

Corporate welfare, green logistics, privacy protection: the cornerstones of You Log, a benchmark handling and distribution company

10
years

A company focused on “the last mile”, the delivery of goods and products into the hands of the end customer, be it a private individual, a company or a hospital. Guaranteeing absolute security, discretion and reliability in delivery, relying on a team of qualified employees. Making sustainable the movement of goods from their production and sales points to their final destinations. This is the mission of You Log, with headquarters in Vimercate (in the province of Monza and Brianza) and 24 branches in Northern and Central Italy, over 1,700 employees and more than 1,000 vans that perform daily tasks for the best-known multinationals in the sector.

“I founded You Log in 2013, realising the potential of e-commerce at a

time when its boom was not obvious. During these ten years, we have always tried to implement our organisation, developing new technologies and assuring our customers the best risk management and privacy protection, even in sensitive periods such as in the midst of a pandemic”. So says Alberto Cagliani, Ceo and founder of You Log, a company around which revolves a series of complementary companies - vehicle rental, real estate, human resources - allowing the parent company to be flexible and competitive on the market. Cagliani’s right-hand man is Gianluca Caputo, Coo, who talks about the importance of green logistics for the Vimercate-based company: “We aim for sustainability starting with the warehouse - we have several projects underway - while zero-emission electric vehicles in You Log represent 20 per cent of the fleet and are set to increase. Another flagship of You Log is corporate welfare to which a unique platform is dedicated: “Our team consists of a multi-ethnic staff to whom we reserve time and resources. Through our platform created in partnership with Axa, all of our employees - from drivers to warehouse workers - can request personalized services that will be followed by financial compensation: from airfare to return to their home country to school books, from pool admissions to medical care. Our welfare, modelled on employees’ lifestyles, benefits the company itself by improving the quality of work”, Cagliani concludes. ■



Alberto Cagliani, Ceo of You Log

Another flagship of You Log is corporate welfare to which a unique platform is dedicated

Accounts and documents, the smart evolution of bureaucracy

Germano Spezzaferro and Diego Sepe have founded “Il Commercialista Digitale Società Benefit” and provide tax advice and assistance throughout Italy

Access tax returns, balance sheets, pay slips and company documents with a few quick clicks. Signing remotely overcomes time and logistical problems by having one's office always in one's pocket, on one's smartphone, and the accountant within app reach, almost eliminating paper altogether with peace of mind for the environment. No utopia but a future already current put up by Germano Spezzaferro and partner Diego Sepe who founded the “Commercialista Digitale Società Benefit” which, from its three physical offices in Milan, Crema and Naples, carries out the activity of tax, labor, accounting and corporate consulting and assistance digitally throughout Italy, as indeed their name suggests. “We have known each other for years”, Spezzaferro explains, “we share a passion for the digital technology as a means to improve customer relations, and in 2022 we decided to found our own start-up that somehow combines our respective experiences and skills. In fact, we have already aimed to reduce paper in my accountancy firm in Milan for several years, and with our startup we have decided to go even greener by generating all documents exclusively in electronic format”.

This special focus on the environment makes the start-up one of the first “benefit” companies to be registered with the Milan Institute of Chartered Accountants. “In addition to the environment”, Sepe adds, “the benefit is both for the client, who has his archive with him at all times and can reduce travel costs and time, and for the professional, who can now expand his horizons well beyond his geographical boundaries thanks to today's technologies”. Underlying everything, and the partners are

very clear about this, human contact is key. “Meeting with the client will always have its reason, while with the accountant there must be an ongoing relationship of mutual trust. Imagine that a client needs a document quickly, he will not have to wait for a meeting at one of our offices. All it takes is a video call or a click”. ■



From left Diego Sepe and Germano Spezzaferro



The staff of Almo Logistic

Customised shipments worldwide

Almo Logistic: an example of young, dynamic and forward-looking entrepreneurship

This is a close-knit, professional and young team, mostly made up of under-30s who, starting from a winning idea, have developed a global scale business. Almo Logistic, an agile and flexible company, has decided to open for business in 2020, at the height of the pandemic, specializing in time-critical shipments with services via road, charter or handcarry, with the goal of minimizing bureaucratic and shipping time in an increasingly interconnected world. "Precisely during the lockdown period, when companies had logistical problems, we started gradually at first, and then more and more quickly, to guarantee our services on every continent, relying on the experience we had gained at other international companies", the two founding members, Elvis Albani and

Gianluca Morelli, who were joined by seven other young professionals over time, tell us. "In these three years, we have more than doubled our turnover. We work in particular with the fashion and automotive industries for which we are available seven days a week, 24 hours a day, even during holidays. Customers acknowledge our indispensable know-how that allows us to identify the right contacts and relevant offices, getting immediate and above all personalized answers for their shipments".

Almo Logistic is constantly investing in new fleet vehicles, human resources and new offices. And in new ideas. "We accompany customers at all stages of the shipment, offering a tailor-made service, tailored to their needs.

We aim to create valuable connections all over the world by liaising with local partners in different geographical areas". Also in the future, Almo Logistic aspires to be a champion of Italian style abroad: "All over the world, made in Italy is appreciated for creativity and excellence. We want to continue to represent the Italian brand in the best possible way", the owners conclude. ■

Development and growth

The story of Mac Group, which will exceed 10 million Euros turnover in 2023

Building a company from scratch and bringing it to success is not for everyone, and Michele Zarrillo, Ceo of Mac Group Srl, is very proud of this. It all started in the early 2000s, when Zarrillo, still a student, with the support of his family, decided to approach the world of construction. In 2008 it celebrated its first million turnover, today, in 2023, it is close to exceeding 10 million despite the difficulties that have marked the construction industry over the last decade. "I started by involving "Mastri Edili" and newcomers, as well as friends from my hometown. Everything took shape from this group. The combination of the skills of the masters, the enthusiasm of the new recruits and the far-sighted management of a young man in his early twenties at the time proved to be successful. Convinced of the need to share experience and responsibility, Michele Zarrillo has over the years built up an entity consisting of several companies, capable of ranging from new buildings to renovations, from energy efficiency to the removal of architectural barriers, also dealing with environmental and subsoil remediation, demolition and installations. The interest in differentiating the business and maintaining a high degree of specialisation appears fundamental, as confirmed by the numerous certifications that the founder of Mac Group has sought over the years. "Customers need to know that we can give them the solutions they are looking for. The certifications show that we are up to date with regulations, governance and technology, that we have what it takes". Iso 45001:2018 for worker health and safety, Iso 9001:2015 for quality, Iso 14001:2015 for environmental management and the most recent Soa certification. Over the years, the support of small and large suppliers, spread throughout the country, who have accompanied the company's growth, showing unconditional trust, has been crucial. Since 2020, major customers include the Snam Spa Group and numerous investment



Michele Zarrillo, Ceo of Mac Group Srl

funds. The new challenge is to open up to the real estate sector, public procurement and Nrrp, thanks to the creation of the in-house design group coordinated by architect Beatrice Trincia, which is being expanded with new technical figures to develop this new field.

Thanks to its ability to autonomously support all phases of construction activities, Mac Group Srl will manage the entire process in a direct and totally autonomous manner. For almost a year now, Mac Group Srl has been involved in the work of the 2016 Earthquake Crater, contributing to the reconstruction of the earthquake-affected areas. Thanks to the possibility for earthquake-affected areas to benefit from the enhanced Superbonus, it will also use its own financial channels to guarantee this type of intervention to further support the population affected by the 2016 earthquake.

Nationwide coverage is ensured by the four offices, the legal office in Naples, two administrative and logistical offices, in Marina di Massa and Terni respectively, and the primary administrative office in Milan". ■

This is why the emergency is like daily bread

Elio Brigiotti, Sies: “The correct management of uninterruptible power supplies is essential to avoid supply shortages in businesses of all sizes”

What happens if, due to a sudden blackout, the electricity goes out? In a private home, perhaps only a little inconvenience: but in a large facility, where power supply is essential for the running of activities - from a hospital to a supermarket, to give two examples - the suspension of services connected to electricity would create considerable problems. Hence the absolute necessity to activate systems to be used in emergencies (UPSs) and to have adequate assistance: both to solve problematic situations when they arise and to try to avoid them with adequate system maintenance. This is exactly the core business of Sies. Active for more than thirty years, strategically located between Emilia, Lombardy and Veneto (the headquarters is in Bagnolo San Vito, in the lower Mantua region), the company founded by Elio Brigiotti was created precisely to provide assistance in this sector, although

over time it has expanded the business to include machinery sale. “We work mainly on urgent care, as problem solving”, Brigiotti began, “Our employees are on call 24 hours a day, 365 days a year: we are always ready, in a few hours we arrive everywhere within the area we serve”. This mainly includes Emilia-Romagna, the Triveneto, and has in sight a strong expansion in Lombardy. “We have signed an agreement with a major supermarket chain, and we will deploy staff to provide them with the level of service they demand”. It is precisely the quality of service that is the main strength of Sies. “We have experienced and highly trained technicians, we do everything to encourage them to stay with us: having the historical memory of the machines we operate is important for our customers. There include all sizes, from the large group to the small shopkeeper: today a company cannot do without Ups units, these machines must be protected everywhere. Over time, we have also evolved in our ability to operate demanding, large machines. The aim is always to avoid supply shortfalls for customers”. If emergency is the occasion for intervention, maintenance should be the good practice. “It’s true, but it’s not easy to make people understand. Many people try to save on maintenance costs, only to realise that having to react to a breakdown costs much more. If you do the ordinary maintenance well, you can even forget about the Ups”. ■



The Sies team

oppo

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Tuscany experienced from the sea

Nautical Tourism

COMMUNICATION PROJECT CREATED BY **STEFANO RIDI**

A voyage of discovery of the beauty of Tuscany, being caressed by the waves of the Ligurian and Tyrrhenian seas, to experience unique sensations during the journey and after landing. 500 miles of lush, multifaceted coastline, with fantastic seabeds and unexpected inlets, overlooking

sandy or pebble beaches, contributing to the spectacular landscape. This coastline blends with an area rich in history, art and culture, with surprising and varied food and craft traditions, which are an added value for a unique experience, all year round.



The Island of Elba's coast





Porto Ercole - Monte Argentario

Boating as a tourism promotion tool

“Tuscany is many things in the collective imagination”, explains Leonardo Marras, Regional Councillor for Tourism for the Region of Tuscany. “Everyone has their own, personal postcard of our region that tells of the sight, flavour or monument that has impressed them the most. In recent years, we have worked hard to increase our tourist offer by trying to bring the attention of visitors to the small villages and, more generally, to the many areas that are less known to most but that have so much to give and to bring to life. We have worked to deseasonalise and enhance our strengths, from mountains to beaches, from cities of art to major events. However, we have also worked to build increasingly sustainable proposals by exploiting the immense variety of options that a territory like ours has available. In all this, the sea has been and always is the

protagonist. After all, if we think about it, it is the largest gateway to Tuscany with over 600 kilometres of coastline. And from there, from the sea, you can enter and visit villages, towns and cities by building customised itineraries. It is a context where marinas play an essential function of reception, information, and garrison with varied and quality services, both for those who moor there and for those who do not have a mooring and arrive there from land. They are true squares, intense in their meaning as a place of meeting and exchange, and from the squares, by definition, branch off routes that lead to the discovery of all the surroundings. These meeting places must be accessible to all. With this in mind, in recent years, as the Region of Tuscany, we have made various resources available to marinas for the removal of architectural barriers: eliminating critical elements and making these spaces easily accessible also to persons with disabilities or reduced mobility is fundamental for development both from a tourism and economic point of view. It is a clear choice and one that looks to the future by supporting the investments of the companies that manage tourist ports and marinas”.



Marina Cala de' Medici Tourist port - Rosignano Marittimo



HAPPY BOAT IN TUSCANY: A PRACTICAL GUIDE TO TYPICAL CUISINE

The sea is the protagonist, on and off the plate, of the book “Happy Boat in Tuscany - Recipes for sail and motor sailors”, a collection of typical local recipes interpreted by the chefs of the Tuscan coast, published by Toscana Promozione Turistica, as part of the Vetrina Toscana project.

The sustainability topic also passes through food and wine: not only recipes, but also advice to be adopted for the success of a good dish and for the preservation of the sea: from the use of local products, to attention to seasonality even for the catch, so as not to damage the ecosystem and to allow reproduction.

Sailing along the coast and the islands provides a privileged vantage point and makes it possible to discover not only new territories, various fish species, through traditional recipes, protecting natural biodiversity, but also food biodiversity: a gastronomic experience that recovers ancient knowledge, stories and crafts. It's a fascinating itinerary along the approximately 600 kilometres of coastline with 17,550 moorings and a widespread network of ports and marinas, in a journey to be enjoyed.

www.vetrina.toscana.it

The port, a landing point and hub for exploring the hinterland



Portoferraio - Island of Elba

The strength of Tuscan tourism is the integration between the offers proposed by the local areas to visitors, a mix of activities and experiences ranging from culture to nature, from sport to food and wine, to make people discover or rediscover, the essence of authentic Tuscany, with a strong attraction towards nature and the landscape, in search of a balance between time and space. Sailing along the Tuscan coasts, therefore, best expresses the sense of the regional promotional campaign “The thing I liked most about Tuscany is my sensations”, in the conviction that reaching the Tuscan coasts, allows all travellers to rediscover the profound sense of travelling, immersing themselves in the beauty and landscapes that Tuscany has to offer. Recreational boating thus becomes a tourism promotion tool, to promote marinas, and commercial ports with cruise traffic, as landing points and hubs for exploring the hinterland. This itinerary is in tune with the project, presented at Ttg in Rimini, “Italy seen from the sea - Discover where I take you” promoted by the Ministry of Tourism and the Regions, in cooperation with Assonautica Italiana and Enit, which includes 17 boat itineraries from Sanremo to Trieste, part of the even broader tourism promotion project, “Italian Journey - Discover the Italy you didn't know”. One of these itineraries, is a two-day trip proposal, to be spent by boat along the Tuscan coast, with stops at some of the most beautiful islands in the Tyrrhenian Sea, following the ancient routes beaten by the Etruscans, published on the site Italia.it (www.italia.it/it/toscana/cosa-fare/rotta-degli-etruschi-toscana-in-barca), of which we report an excerpt, to express the experiential concept of one of the many proposals Tuscany can offer.



By boat, from Marina di Pisa to Cala Galera, along the Etruscan Route

Day One

The starting point for our sea adventure, discovering the wonders of nature and history, is just a few kilometres from the famous Piazza dei Miracoli, with its Leaning Tower.

We set sail from Marina di Pisa, ploughing through the last few metres of Bocca d'Arno, pushed a little to the west, and turn 90 degrees to head for Livorno. We are only a short distance away, yet you can already feel the strong energy of the great history flowing under the keel. Marina di Pisa was the outlet of Pisa's Maritime Republic.



Etruscan helmet,
Populonia

Bocca d'Arno was filled in and the Medici packed up and went to Livorno, giving safe conduct with the Livornian Constitution to anyone who populated that rock in the middle of the swamp.

In Livorno you can enter the Medicean port guided by the Shiplight, one of the most powerful lighthouses in the Mediterranean. If you prefer to take a break, this is a good time.

Otherwise, you can set off again towards the island of Gorgona, taking care to pass the Secche della Meloria, the lighthouse that signals them and the tower, another place where history speaks in silence. Here, on 6 August 1284, Genoa and Pisa, two maritime powers that controlled the western Mediterranean, clashed in a fierce battle. The Genoese won. At Meloria, you can decide to sail west and you will find yourself in front of the island of Gorgona. From there, just head south-west to reach the small island of Capraia, the only volcanic



PH BARATTI DIVING

Seabed in the Etruscan Coast

island in the archipelago. We recommend a stop here, because around Capraia there are frequent sightings of marine mammals such as dolphins, orquals and sperm whales and, after decades of absence, the presence of the monk seal, an endangered species, has also been ascertained. Continue south-east to Portoferraio, the first municipality on Elba, where Napoleon Bonaparte reigned for 300 days in May 1814. Elba is an absolute marvel, and sailing around the island is an unparalleled thrill.

PH ARCHIVIO VAL DI CORNIA PARKS



Etruscan Necropolis of Populonia - Piombino



A cove on Giglio Island



The Bolgheri cypress avenue - Castagneto Carducci

Day Two

After discovering the wonders of the Island of Elba, you can set off for Pianosa. It is a protected island, so mooring is not allowed, but you can admire its seductive coastline before heading south-east towards Castiglione della Pescaia in the Grosseto Maremma.

If you go just a little further north-east, you can make a stop in the enchanting Gulf of Baratti and visit Populonia (the only Etruscan necropolis on the sea), to understand the central role of the Etruscans in maritime trade. Returning a little to the north, we propose two places to visit. The first is the Port of San Vincenzo, which opens the door to Bolgheri, the land of great wines and the poetry of Giosuè Carducci, an excellent witness to the wild and elegant Maremma. The other place not to be missed is Castiglioncello, perched on the rocks between two gulfs

of enchanting beauty. You can dock in Cecina or Rosignano.

As you continue southwards, you will arrive in Talamone.

From here you can take a diversion to encounter the absolute enchantment of the islands of Giglio and Giannutri, a wild rock favourite of first Etruscan and then Roman patricians. Turn north-east to reach the destination of this route: Cala Galera, a place where you can enjoy a unique sunset over the Etruscan Sea. ■

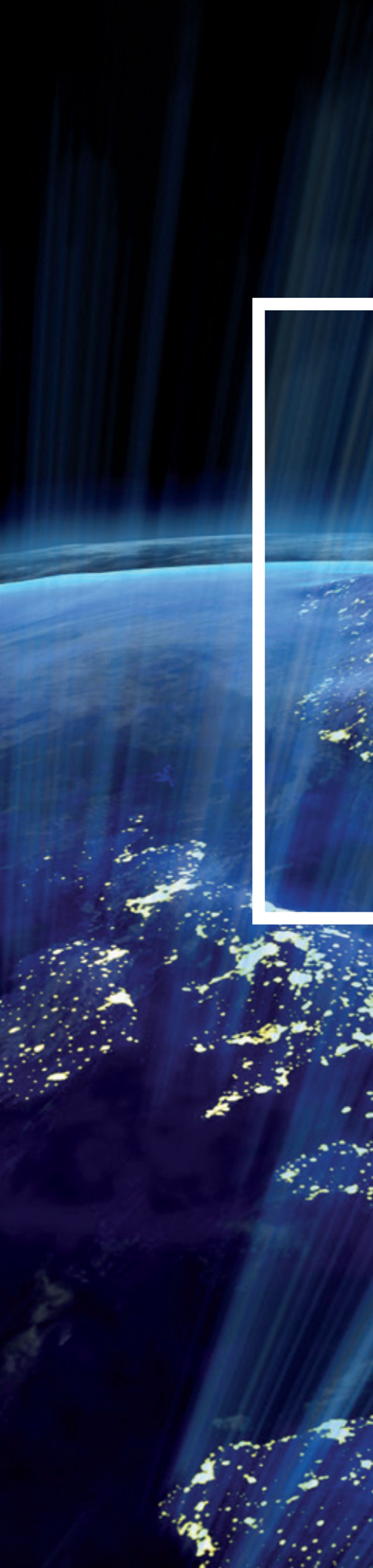
Agreement between Toscana Promozione Turistica and the Port System Authority of the Northern Tyrrhenian Sea

With reference to the promotion of nautical tourism, yachting, and the Tuscan coast in general, an agreement was recently signed between Toscana Promozione Turistica (the regional tourism promotion agency of the Region of Tuscany) and the Port Authority of the Northern Tyrrhenian Sea, for a programme of reciprocal promotional activities. The project intends to foster integration with the regional tourism observatory and the Ambiti Turistici (to which the ports under the jurisdiction of the Port Authority of the Northern Tyrrhenian Sea belong), to allow synergy for tourism promotion and incoming services, to encourage participation in exhibitions, fairs, and exhibitions, and to broaden the knowledge of activities to all the actors of the Tuscan fair chain. The first phase of the agreement's implementation includes an analysis of the potential joint participation in thematic trade fairs and a project, on the ports of Piombino and the Island of Elba, aimed at monitoring and improving the services offered to passengers (commuters and tourists), with the objective of consolidating (and establishing ex novo) cooperation and collaboration relations between the Authority and the various local entities (public and private), involved, in various capacities, in passenger reception and handling.



Cruise ship in the Port of Piombino

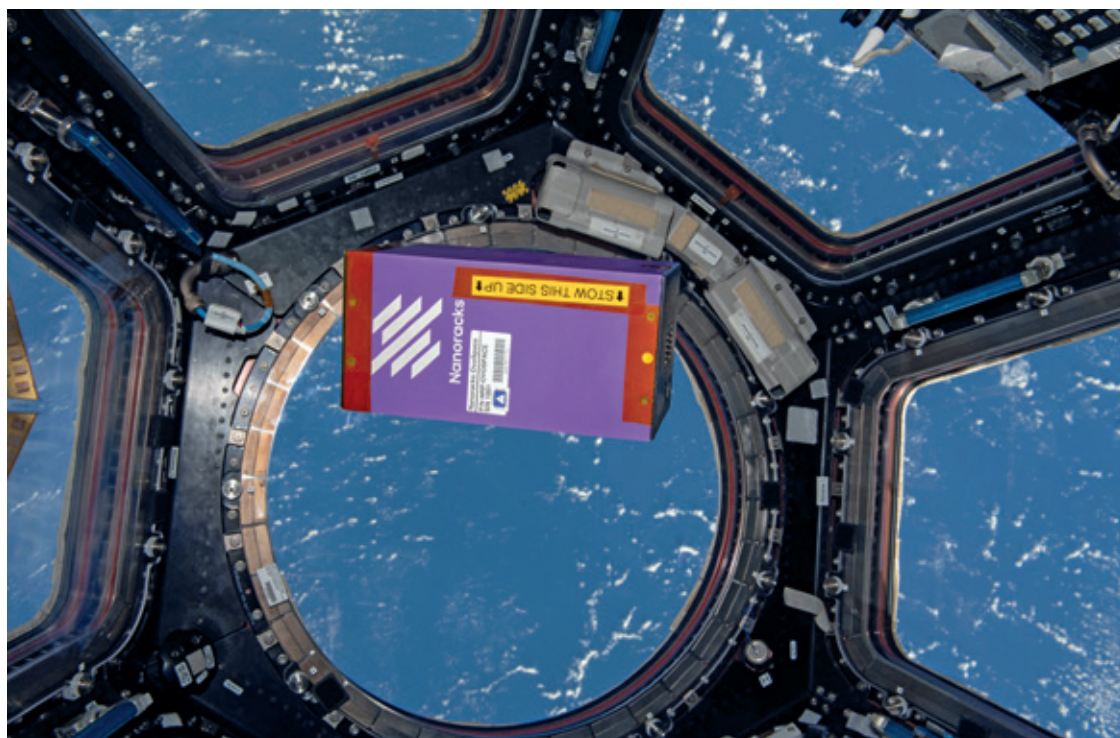
PH CARLO BERNARDI



COMMUNICATION PROJECT CREATED BY **GAETANO FERRETTI**

research & innovation





Ovospace in orbit

Italian Space looks to Africa

Mariano Bizzarri

Will it be possible to reproduce in Earth colonies on Mars? Can altered hormone function be counteracted? The future or futuristic possibilities of telemedicine? Professor Mariano Bizzarri, a member of the new interministerial technical-scientific panel, tells us about it

As of a few days ago, the names of the five members of the scientific-technical panel who will work at the Inter-Ministerial Committee on Space (Comint) and who are entrusted with the analysis for the national planning of space activities were announced. The panel, chaired by general Francesco Federici - military advisor to the Council Presidency - includes Mariano Bizzarri, professor of Clinical Pathology at La Sapienza University in Rome, director of the Space Biomedicine Laboratory, and a great expert on aerospace issues, by virtue of a long activity that has also seen him, in the past, as president of the Scientific Technical Council of the Italian Space Agency. "Italy is one of the European nations at the forefront in the aerospace sector", began the professor, "and is one of the first three founders of Esa, committed today on all fronts of space research, invests a significant annual amount, equal to that of France, and boasts significant bilateral

It is a strategic equatorial base for positioning satellites: the idea is to use it to provide support for economic space activities towards African countries and neighbouring Arab countries

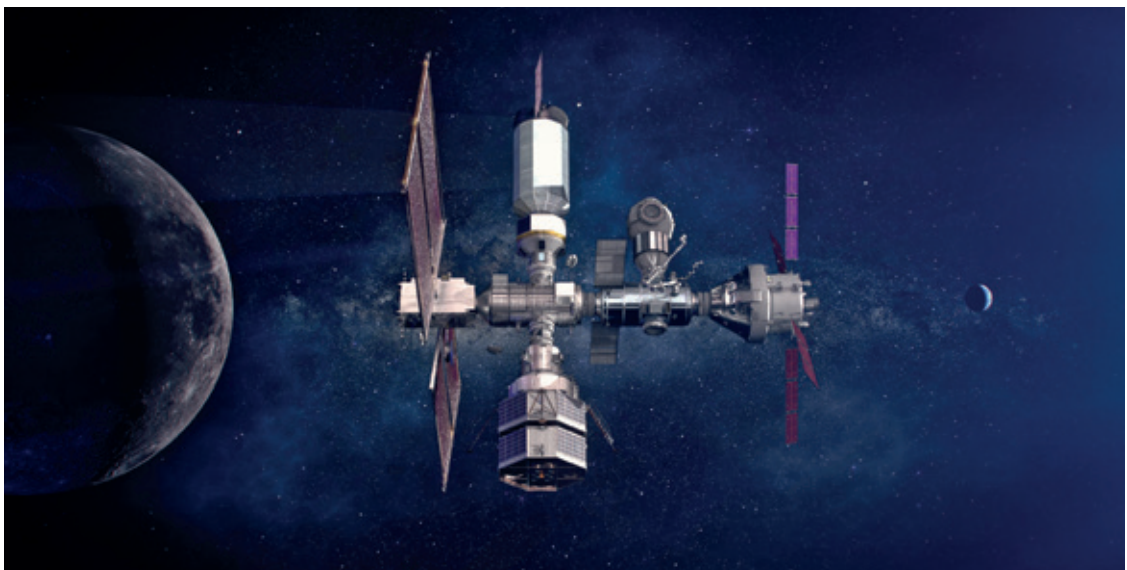


Mariano Bizzarri, professor of Clinical Pathology and director of the Space Biomedicine Laboratory, La Sapienza University

relations with NASA and the United States, with emerging countries in the space sector such as Brazil, Japan and India, and of course with Russia, without whose collaboration the Space Station would not exist. In the area of relations with US aerospace research, there are aspects that closely affect the daily work of Bizzarri and his staff at La Sapienza. "Over the next few weeks, it will be the task of Colonel Villadei, our astronaut on the next Italy-Nasa mission, to carry out some scientific experiments that originated in my laboratory, which aim to assess the hormonal state in microgravity situations, and its effects on endocrine control and fertility. This research

should allow us to understand how the hormone system can be altered, and to what extent it is possible to reproduce oocytes and embryos in a micro-gravitational situation field". It is a matter of perspective: what will happen if - as many now predict - Earth colonies exist on Mars in the not too distant future? Will it be possible to reproduce? "We have our doubts as to whether this is possible", the professor emphasises. "This is also why Dr Valeria Fedeli, who works in my laboratory, will travel to the USA in conjunction with the space expedition: to see whether it is possible to counteract the alteration in hormone function with drugs or substances that we have studied right here at La Sapienza, in cooperation with the Ali Scarl company in Naples". However, there is another geographic area, seen from a space perspective, that is particularly close to Bizzarri's heart, and one that will certainly be part of his new endeavor as coordinator of the interministerial committee: the African continent, the only one that does not have direct access to space today. "And yet", says Bizzarri, "although not many people know it, Africa has a space base that is indeed Italian: it was built in Malindi, Kenya, in the 1960s, and was used to send the third satellite into orbit, after the Russian and American ones. This is a strategic equatorial base for positioning satellites but long unused. The idea that I will pursue, in consultation with the government, is to use it to provide support for space activities of an economic nature towards African countries and neighbouring Arab countries. Think of the possibility of offering a "shuttle service", i.e. launching small satellites to serve the nations in the area that need them. With outcomes that also involve telemedicine: we could provide users with sensors through which various parameters can be recorded connected with centers of Italian excellence, and provide aid to African countries. This is a sector that I have been working on for some time, and there is also a new space medicine laboratory at La Sapienza, set up in cooperation with Thales Alenia Space: the objective is not only research, but also to provide an impetus for the training of high-level technical people on a wide range of topics, including cybersecurity". ■

- Alberto Mazzotti -



Gateway artemis humans space moon embed

New life for the land



A Life project coordinated in Italy seeks solutions to combat land degradation, also due to climate change

Soil degradation on our planet can be due to several factors and certainly climate change contributes in this respect. Combating the trend to degradation is one of the goals the European Union has set for itself: the Life project “NewLife4Drylands”, coordinated by the Cnr’s Institute of Atmospheric Pollution Research and nearing completion (in June 2024) after three years of work, is part of this logic.

Using the remote sensing solutions available today - from satellite platforms, but also from drones - the researchers involved in this project have an important goal: to identify the best possible “restoration” solutions, design and validate them, and then provide decision-makers with the necessary indications to implement strategies that can be monitored over time to restore degraded land.

“This is an articulated work”, explains Paolo Mazzetti of the Cnr, coordinator of the project (involving Ispra and La Sapienza University, among other partners), “Based on the characterization of the areas we have taken as case studies, Alta Murgia and Palo Laziale, in Italy, as well as Spanish and Greek sites, we have made a selection of potential indicators and indices derived from remote sensing (some general, some specific) and now we have to provide a monitoring model, a knowledge base that links degradation processes to various potential solutions. On this basis, the aim will be to provide a protocol describing the elements of the process that the decision-maker can put in place to choose the best ‘Nature-Based Solutions’ for the restoration of degraded areas and to track the effectiveness of the adopted solutions over time”. In short, the aim is to provide a tool that is operational, effective and also potentially low-cost, since it is based on the predominant use of free and open satellite data. Three quarters of the way through, the indicators and indices have been identified



The NewLife4Drylands Consortium during a visit to the Alta Murgia site (Apulia, Italy), one of the project case studies (June 2022)

and the monitoring model is being released: “We are also at the stage of publishing the first draft of the protocol, which we will bring into discussion in the coming months with a number of local stakeholders in Italy, Spain and Greece, not coincidentally all nations in the Mediterranean basin particularly affected by soil degradation problems. Then we will organise a final event in Rome in spring to present the results of the project, which is already yielding very positive results: just think that we were mentioned in one of the Horizon calls on Soil Mission. A great satisfaction”. ■



View of Mount Asterousia area (Crete, Greece), one of the NewLife4Drylands case studies

Soft matter joint research

Many projects underway for the Interuniversity Consortium, where laboratories from some 20 Italian universities work together



It is a time of intense activity and many ongoing projects for Csgi, the Interuniversity Consortium for the Development of Large Interphase Systems, which was established just 30 years ago. This consortium brings together the laboratories of some 20 Italian universities to promote and coordinate scientific activities in tune with national and international research programmes in the field of “soft matter”, a branch of chemistry and physics that explores the interactions between materials and complex systems. However, there is more: Csgi promotes synergies among university laboratories, working in the field of soft matter, combining the best Italian expertise in this area of science, with spillovers, from medicine to catalysis, from the environment to advanced materials, such as systems for controlled drug delivery, regenerative medicine or hydrogels for burns or as lubricants for bone junctions, just to name a few examples. “We also try to serve the corporate world by offering them tailor-made solutions. For example, we deal with formulations, a fundamental sector for industries”, emphasises Piero Baglioni, Professor of



Csgi in Naples last September, on the occasion of the 30th anniversary celebration

Physical Chemistry at the University of Florence and Consortium President. In fact, Baglioni is the head of one of the most curious projects among those for which Csgi is coordinator, in a particular field such as cultural heritage conservation, called Green Art, funded through Eu-Horizon Europe, which is rewriting the traditional rules of conservation of cultural heritage materials, reformulating all current systems in a green way.

“We are replacing petroleum chemistry with a new chemistry that has sustainable logic, in line with the European green deal agenda”.

Instead, Bow, another project financed under Eu-H2020 and coordinated by the Consortium (with the involvement of the Universities of Brescia and Florence), moves

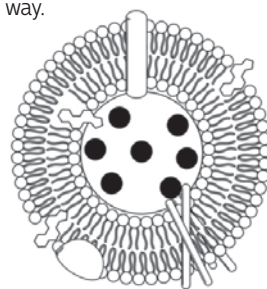
in a different sphere. It concerns the application of nanomaterials to precision medicine through the use of magnetic nanoparticles covered by a membrane derived from extracellular vesicles.

“The goal”, explains Professor Debora Berti, “is to develop a microfluidic chip capable of “dressing” the synthetic nanoparticles with a moults obtained from extracellular vesicles, which protects them and directs them towards a specific target organ when immersed in the bloodstream. This operation could have important consequences in many therapeutic areas”. ■



Testing new green materials for heritage conservation

BOW



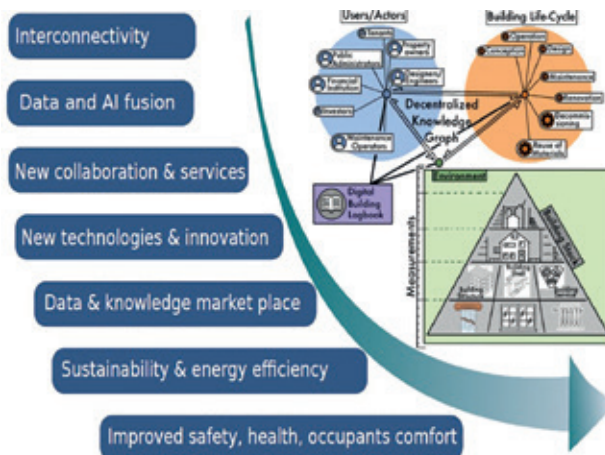
Representation of an extracellular vesicle

Buildings across Europe, come together



A digital “logbook” will make it possible to record consistent information on real estate in the Old Continent

This “logbook” of European buildings, with innovative methods and parameters, will serve as a knowledge base from which to draw information and from which to build on for future activities, including large-scale ones. This is the goal of “Buildchain”, an H2020 that has just begun - it will conclude at the end of 2025 - that brings together 12 partners from six different countries and is coordinated by the Department of Civil and Industrial Engineering at the University of Pisa. The idea underlying the project is to use an open source solution based on blockchain, a decentralized knowledge graph into which building information can be placed, allowing users to store, find, modify, and manipulate it consistently. “Europe is aiming for an ambitious digital project”, emphasises engineer Pietro Croce, professor of Construction Technology at the University of Pisa and head of “Buildchain”, “a logbook of buildings with a multiscale and multilevel approach, i.e. one that can see this set of information as part of an integrated system, both on a territorial and on a larger scale”. On the one hand, therefore, there are the needs of the

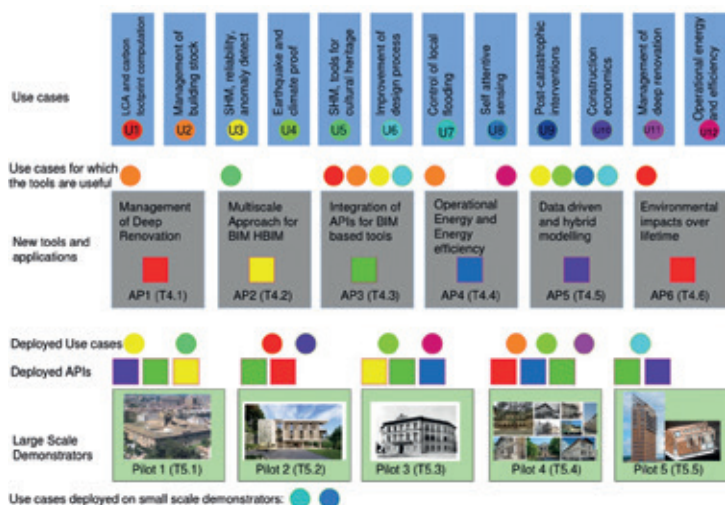


Structure and philosophy of the Buildchain project

managers of individual buildings, and work is being carried out starting with important “pilot” buildings, such as Palazzo Poniatowski Guadagni, the headquarters of the Municipal Police in Florence, or the seat of the Rectorate in Granada, Spain. “On individual buildings”, the coordinator continues, “the multilevel system will be able to manage significant data in an interactive and multidisciplinary manner: for example, with regard to historical interest, it will be possible to map

the evolution of decay phenomena over time. However, other data may concern energy, seismic, structural aspects”. On a larger scale, then, the data in the longbook can be used on a territorial level, and thus further expanded. “We will have to include specific ontologies relating to buildings, so that models can also be traced and shared in a market economy perspective”, Professor Croce concludes.

“Eventually, by scaling up the access credentials to these data, we will be able to synergise the information that is collected, because we refer to a common ontology: something that is also important in the logic of the “digital twins”. However, the ambition of the project is not to create a finished product, but to prove that the product works on an industrial level, in order to be able to think about further developments in the future. ■



Emblematic examples of use and applications to significant case studies

Bubbles, biology, computers



European Research Council
Established by the European Commission

A research project draws inspiration from gating in ion channels to introduce new computational systems in Artificial Intelligence

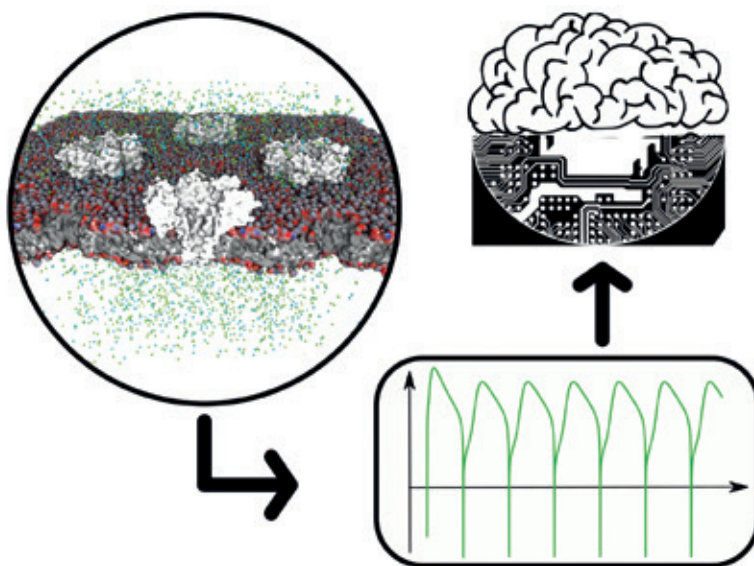


Funded by the Horizon 2020
Framework Programme of the
European Union

Nature has always been one of the greatest sources of inspiration for human research and invention. This paradigm can also apply to “nano” dimensions: this is demonstrated by the HyGate project, a Horizon 2020 Erc of which Professor Alberto Giacomello of Sapienza University of Rome is principal investigator. We are in the field of biomimetics: the research aims to develop new technologies inspired by mechanisms of gating in ion channels, the proteins that basically act as “switches” in our cells, switching on or off ion currents through the membrane.

“We have been focusing on a particular type of gating, hydrophobic gating, which consists of the formation of tiny bubbles capable of disrupting ionic currents”, Giacomello explains, “and we have set up a multidisciplinary research team (physicists, biologists, biotechnologists, engineers of various kinds) to address this multifaceted problem”. Once the main gating mechanisms in certain ion channels were identified, modeling work began to study their function within neurons. “We are a primarily computational group: we do simulations to understand the multi-scale nature of phenomena, and their behaviour on larger scales. This procedure can only be done by computer, which becomes a kind of microscope that can give us information on this huge spectrum of scales”.

At this point, Giacomello and his staff built models of nanopores, gradually finding the physical rules by which hydrophobic gating works. “We have combined biology, a physics approach, and nanopore design”, the professor continues, “to develop neuromorphic applications based on the fact that these ion channels, already in the brain, perform computational tasks. And we proposed a very simplified version of the biological mechanism: we took a toxin,

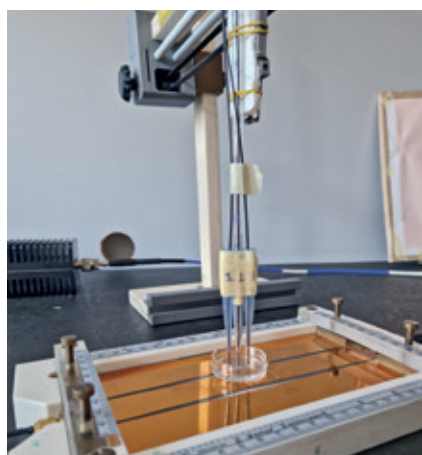


Researchers are trying to create computer components that function like the human brain, to make machines which are more and more “intelligent”. Although electronic technology is making great strides, we are still far from reproducing the efficiency of the human brain, especially in terms of energy. Taking advantage of nanopore technology and national and international supercomputing centres, the group is developing new nanofluidic devices, called memristors, that can mimic certain behaviours of brain cells and remember things. These nanofluidic memristors could lead to smaller, cheaper, and more energy-efficient iontronic components in the future.

engineered it to act as the basic unit for neuromorphic computation”. This operation promises to bring down the cost of Artificial Intelligence computation, overcoming the logic whereby memory and computation take place in separate places in the computer. Instead, in our brains-and in these artificial systems-computation and memory occur in the same place, with enormous advantages in terms of efficiency. The first step is to develop the fundamental unit of neuromorphic computation, just as our neurons do with ion channels. HyGate is also connected to the side project, NoDry: “This is an Erc proof-of-concept related to a type of industrial activity, chromatography, which has similar problems, namely bubble formation in nanoporous materials. So we are trying to simulate new materials and protocols”, Giacomello concludes. ■

Bioelectromagnetic interaction in aid of the human being

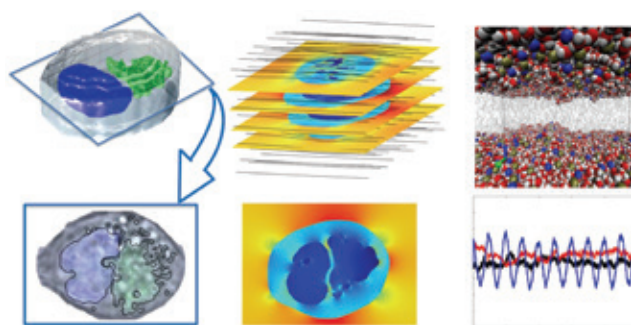
Several projects coordinated by the same staff address the relationship between electromagnetic fields and our body



Experimental validation of an exposure system for the Goliat project

What is the interaction between electromagnetic fields and the human body? Studies on bioelectromagnetism have enormous potential, applicable to various aspects, and there are those who have been working on it for at least two decades now. This is the case of the staff at the Department of Information Engineering, Electronics and Telecommunications of Sapienza University of Rome: Professors Micaela Liberti and Francesca Apollonio, with a staff of about ten people, work on various projects related to the topic, with a multi-level approach. “Our research”, begin the two researchers, “starts at the molecular level, e.g. from membrane lipids or proteins, and moves up the biological scale of complexity: from the single cell to cell cultures, to more macroscopic experimentation, which can focus on individual organs or the human body system. With scenarios that can also be

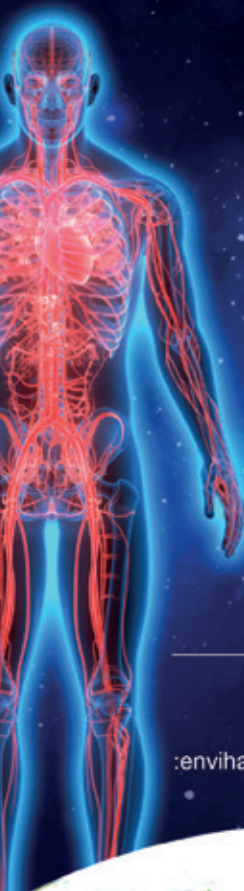
reproduced with an ad hoc modeling”. Among the numerous projects, at various levels, in which the staff of the Sapienza university are working, there are two particularly important ones (both H2020), although they are definitely different from each other: one regards the protectionist aspects, to understand the potential impact on health of exposure to electromagnetic fields; the other is applied to the use of biomedical applications of electromagnetic fields for human health. “Goliat” (5G exp0sure, causal effects, and risk perception through citizen engAgement), the first, Spanish-coordinated (Dr. Monica Guxens, ISGlobal), involves more than 22 partners and concerns the study of 5G exposures. “It’s a new technology, which has microcells widely distributed within urban environments, with many small antennas. The project focuses on workers and children: it also includes epidemiological studies to understand the types of exposure and possible effects. This project has only been running for one year, and in the coming years will involve in vitro laboratory studies, in vivo studies, involvement of volunteers and ‘in silico’ studies, i.e. virtual experiments carried out on a computer”. The second project (coordinated by another Italian partner, Enea, under the responsibility of Dr. Claudia Consales), is called “Riseup” (Regeneration Of Injured Spinal Cord By Electro Pulsed Bio-Hybrid Approach) and concerns the biomedical application of electromagnetic fields on humans: in particular, the reconstruction of the injured spinal cord through the use of intense electric pulses. “A very interesting topic”, emphasise Apollonio and Liberti, “The project includes experiments carried out on small animals, but the hope, if the results are positive, is to be able to work on further projects on humans as well”. ■



Examples of “in silico” results: electric field calculation on a cell, molecular models of hydrated lipid membranes

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A green region with the highest per capita Gdp in southern Italy

The economy reawakens in Abruzzo. Marsilio “Export three times the national average”



The business fabric in Abruzzo is growing. According to the Inps Abruzzo 2022 Social Report presented in these days, there was an increase of 1,500 companies last year, compared to 2021. And 2023 is no different. The first region in southern Italy in terms of per capita Gdp (€24,400), Abruzzo has 17,300 more jobs than in 2022 (+3.5%) and 5,000 fewer unemployed people in the last year.

The pharmaceutical sector (+62.1%), food and beverages (+25.7%) and textile-clothing (+17.8%) have a strong performance. The automotive sector is also growing (+7.7%). In our conversation with the president of the region, Marco Marsilio.

President, Abruzzo's economy is reawakening, but is it still right to speak of a two-speed region? Are there distances between inland and coastal areas?

“I would not speak of a dichotomy between the inland areas and the coastal industrial system because the industrial system in Abruzzo continues to show an intrinsic duality, mainly due to the size of the companies. On the one hand, large and medium-sized companies have reorganised themselves after the international economic crisis of 2008 and today have managed to hold their own even after the pandemic emergency and the Ukrainian conflict, triggering a series of organisational changes or reconverting the production chain. On the other hand, we have to support the effort small companies are making to grow in terms of size and markets, supporting their propensity for innovation and export. Our aim must be to facilitate the construction of

innovation ecosystems, in which large companies become incubators for smaller companies capable of competing internationally. It is no coincidence that in the first half of 2023 export figures show a further acceleration of 12% compared to 2022, three times the national average”.

With what instruments is the region trying to eliminate the gap between the reality of doing business in inland areas and the reality of doing business in the coastal area?

“Within the Pr Erdf Abruzzo 2021-2027 there is Specific Objective 5, which is aimed at the development of inner areas. We also provided that the calls for tenders under the Specific Objective 1, expressly dedicated to Sme development, would provide a bonus for those who invest in the municipalities of the inner areas. This provision is already an operational reality, as it is included in Notice 1.3.1 'Business Competitiveness', which has provided for non-repayable grants equal to 70 per cent of individual investments, allocating a total budget of €40 million”.

Abruzzo

COMMUNICATION PROJECT DESIGNED BY PAOLO MARCANTONI



What are the impacts of the Nrrp on the production system of our region?

"As is well known, Mission 1 of the Nrrp has always been devoted to supporting the research and innovation activities of industry. The recent proposal for reprogramming the Nrrp presented by the government last July has further increased the already substantial resources on this mission, to make public support for the national production system even more substantial. In this context, the Abruzzo Region was the Italian region that most co-financed the Innovation Agreements that Mimit published in the last two years to implement the Nrrp. This is a commitment of around €4.8 million, which has seen a strong and decisive response from the most innovative industrial entities in Abruzzo. It is clear that this crucial non-repayable financial support will make our production system much more capable of innovating production cycles, increasing competitiveness".

What is the timeframe for doing business in the region today?

"The Abruzzo Region issues different types of authorisations to companies to allow them to operate in our territory, respecting both the different sector regulations and the principles of environmental sustainability, which have become our cornerstones. Authorisations are issued within the time limits laid down by law. In Abruzzo, it is now rare to find a Single Authorisation (for the production of energy from renewable sources) stuck in the drawers of the offices for a procedure slowed down not by objective impediments. Of course, in the event



Marco Marsilio,
president of the Abruzzo Region

that a facility, of any type, should be located in 'sensitive' areas, which in Abruzzo are very frequent, the procedures are slowed down by the additional environmental assessments that, in order to allow maximum participation in the procedure, also provide for incompressible publication times and more complex authorisation processes". ■

- Michela Santoro -

From concept to realisation through team strength

San Salvo Appalti for over 20 years in the construction sector. D'Aloisio: "Roots in Abruzzo, core business in private construction, but we are preparing to grow"

“I have always liked construction. I come from a family that has historically been involved in construction and my father was an extraordinary reference in this field, even though he always told me to do another job”. Instead, a little over twenty years ago, Enzo D'Aloisio made his dream come true, founding San Salvo Appalti: it was a sole proprietorship, today it is a joint-stock company with a hundred employees and more than 200 workers involved in the induced activities; the first constructions were private semi-detached houses at most, today they are medium and large-sized complexes. The thread that ties everything together is Abruzzo. “We are considering new borders, but we must first structure ourselves to ensure the same quality standards outside our region”, says the entrepreneur cautiously. There is a steady growth at Ssapp, behind which there is a real team. On the one hand, the employees: the average age is 30 and they all bring an important professional contribution, “because new challenges arise from the bottom up and from the willingness of everyone to contribute to the achievement of objectives”.

Alongside it are some fifteen companies, with which D'Aloisio has been working since the early days of his entrepreneurial adventure: “Everyone brings a story with them, which is not just the entrepreneurial one”, he

explains, “There is mutual learning, thanks to which we all grow”. The people who go to the construction site or work in the office know them all and they all know the entrepreneur, on whom they can rely “at all times”. Well-being at Ssapp is not just a question of safety in the workplace (“which I care about maniacally”), but lies above all in “creating a positive and inclusive working environment, because it affects the life of the employee, the relationships in the team and the quality of our constructions” and in continuous training, “one of the key factors of our success”. The claim that identifies the Abruzzo-based company, “Builders by Passion”, becomes a commitment to be fulfilled every day. On the other hand, there is D'Aloisio's family, which the entrepreneur describes as “a true and irreplaceable pillar, providing constant support on a daily basis”. San Salvo, in the province



Enzo D'Aloisio, founder

The flagship? La Corte dei Casali, in Francavilla: 14 small villas, set in a Mediterranean maquis setting that is also found in Tuscany, for which all environmental constraints have been respected and the utmost attention has been paid to the choice of materials, ensuring energy containment



The team

of Chieti and the physical border to the south between Abruzzo and Molise, remains the headquarters, so much so that a new site will be operational in the spring of next year. In Francavilla, just a stone's throw from Pescara, the building that has become Ssapp's design, financial and commercial reference point has just been inaugurated. It is a unique and hospitable place (built using wood and glass and with solutions guaranteeing maximum energy savings, ed), a symbol of what is now to all intents and purposes Ssapp: "A closed supply chain, from concept to realisation".

"Our flagship? Perhaps the Corte dei Casali, in Francavilla". There are 14 small villas, set in a Mediterranean maquis setting that is also found in Tuscany, "for which all environmental constraints have been respected and the utmost attention has been paid to the choice of materials

(old roof tiles and wooden beams), ensuring energy containment" (the buildings are class A). In the short term, private construction will remain the core business of Ssapp, which also obtained Soa certification this year: "Public procurement is an area to which we look at as a further opportunity for growth", explains the entrepreneur, "we have already taken the first steps, participating and winning tenders. However, we need to further improve our know-how: we need time to adjust our internal processes and ensure our usual quality standards". ■

■ ■ ■ HERE IS THE HOUSE OF THE FUTURE: MAXIMUM COMFORT AND EMOTIONAL CENTRE

Green and super-technological: this is the new frontier of constructions signed by San Salvo Appalti, in line with both European directives and the renewed tastes of a market, which today favours "absolute comfort and a healthy, waste-free home environment, capable of improving the quality of life of those who live there". San Salvo Appalti's mission is to make the home an emotional centre, through the use of the latest materials and technologies, to also favour energy saving and acoustic containment.



Domenico Bellante, president of Selmec

Special machines with unique brains

Selmec is the benchmark in process and product engineering

Selmec was founded in 1982 in Chieti with the ambition to contribute to industrial technological progress and today is a group of four companies, two in Chieti, one in Thionville (France) and one in Bucharest (Romania) and has customers all over the world.

"We make special machines, mainly for the automatic assembly and testing of components for various industrial sectors", explains engineer Domenico Bellante,

president of Selmec. "We have product engineering in our DNA to make it mass-producible and, consequently, to make state-of-the-art machinery for production". The heart of the company is the design department, divided into three interdependent branches: mechanical, electrical-electronic and software.

"It was a winning decision to invest in industrial IT 20 years ago: the high software component of our machines has further driven us to continuous training and to deal with cyber security and physical security of production assets", Bellante emphasises. Today, the company supplies various industries, from automotive to aerospace, mechanics to electronics, optics to beauty and food. ■



Green interiors for cars and beyond

Magg was born from an idea of Andrea Merlitti and Gianluca Giovine: to develop and produce materials capable of keeping up with sustainable mobility

More than 1,000 cars produced: this is Microlino, the Swiss electric city car made in the Turin area, which has the distinction of having its interior made entirely of natural materials, from the carpet to the interior upholstery.

They are produced by Magg, which in less than three years has specialised in components for car interiors and beyond. It is led by two young entrepreneurs, Andrea Merlitti and Gianluca Giovine, who had the happy intuition to turn an idea into a manufacturing company: the industrial area of Pineto is now home to the production of prototypes, the development of innovative solutions and the production of new, lightweight, sustainable materials capable of guaranteeing the present and future demands of the market. "Over the years, we have developed and produced various innovative composites", explains Andrea Merlitti, "thermoset thermoplastic composites using natural, mineral and thermoplastic fibres". He is further supported by Gianluca Giovine: "Magg is a dynamic company, in step with customer needs, no new challenge



From left to right Gianluca Giovine and Andrea Merlitti

catches us unprepared. The flexibility of our team and our facilities allow us to be competitive in the market". ■



Roberto Jr. Ritrovati, Ceo of Ritrovati Spa

Abruzzo's first-generation general contractor

A story of passion and foresight, that of Roberto Jr Ritrovati, who with his Ritrovati Spa focuses on human assets

Entering the business world at the age of 24 without having a family history behind you involves a commitment and energy unlike any other. This is the story of Roberto Jr Ritrovati, a general contractor from Abruzzo who today, from his head office in Controguerra (in the province of Teramo), is expanding his range of action throughout Italy, undertaking work for brands of national and international renown.

The company was founded in 2010 as a sole proprietorship of the same name in the field of electrical installation, later expanding into the plumbing sector for both civil and industrial applications.

This path proceeded quickly and the volume of business was such that, in 2016, Roberto Jr Ritrovati founded Elettrogroup Srl, a company that combines the electrical and plumbing fields to meet the needs of

customers increasingly oriented towards the 'turnkey' formula. This was the moment that marked the rise of Ritrovati in the general contractor business. Elettrogroup Srl acted as a driving force and, in a short time, turned the lights on the birth of today's Ritrovati Spa, whose core business is general building work. This entrepreneurial strength was well matched by the advent of Bonus 110, immediately ready to face new market challenges.

Nowadays, both companies are developing a respectable turnover and, in the current year, Elettrogroup Srl, in order to cope also with public tenders, has obtained Soa/Iso 9001 certification.

A story of foresight, therefore, that for seven years has embraced all customer needs facilitated, in realising the request, by talking to a single point of contact. This was achieved thanks to the ability to look far ahead, but also to the trust placed in the 22 employees, with whom a relationship has been established that goes beyond the purely business aspect. "Having a team of competent people today", said Ritrovati, "is not easy. I believe I was blessed to have been able to choose capable people in both the construction and plant engineering fields who immediately shared the course I had set, oriented towards a growth process that does not fear the end of Bonus 110". ■

Safer and more sustainable industry with artificial intelligence

Rewind: Ai's platform that averts unwanted plant shutdowns

Reality reaches and surpasses the fantasy of cinema: if in the famous 2002 film "Minority Report" Tom Cruise played the role of a visionary policeman who exploited premonitions by intervening in crimes before they happened, today a revolutionary Ai platform is in operation: Rewind is an artificial intelligence framework created by the start-up Diskover that builds customised "sentries" trained to recognise individual anomalies in a way that enhances proactive human activity; the operator is thus enabled to intervene before the anomaly occurs, removing the root cause in advance by exploiting IoT data. Industrial plants



Rewind, an Ai platform for creating customised artificial intelligence sentries for individual industrial systems

and production lines thus gain in efficiency, productivity, sustainability and safety.

"Tested in 2022 and 2023, Rewind has demonstrated in various industries a reliability of more than 90 per cent", points out Diskover Ceo Riccardo Di Nisio, "and that's not all: in the first year, savings are up to 30 per cent, with an increasing trend over time".

Rewind, which can be integrated with Mes and Erp information systems, focuses on humans, demonstrating, for Italy, a virtuous and pioneering use of Ai, now also available in Saas mode for Sme-s". ■

■ ■ ■ **Abruzzo** ■ ■ ■



Abruzzo has a fair propensity to export. This is what emerges from a report on trends in the regional economy presented by Intesa Sanpaolo's Studies and Research Department. According to the data, Abruzzo exports exceeded €8.8 billion in 2022, growing by more than 2% compared to the previous year, and in the first half of 2023 they accelerated further, showing a trend of +12%. The automotive sector, pharmaceuticals, agribusiness and the fashion system did particularly well in this respect. Yet the supply chain systems and districts have made the difference. "Abruzzo's strength lies in its manufacturing vocation", explained Roberto Gabrielli, Intesa Sanpaolo's regional director for Lazio and Abruzzo, "as well as in its districts and supply chain relations, where the synergy between large

Supply chains and districts on the upswing: Us first outlet market

According to data from Intesa Sanpaolo, the region's exports are achieving record results and confirm the positive trend even in the latest period

and small companies and the shortening of supply chains generate high quality and great competitive capacity, with a careful approach to Esg objectives". And indeed, exports of the Abruzzo districts reached €674 million in international markets in 2022, the best result since 2009. Yet what stands out above all is the destination, which sees the export radius widen more and more with the USA becoming the first outlet market for Abruzzo products. ■

- Paola Cacace -

Paolo Santarelli



Gold, the ultimate safe haven asset

In Pescara, Paolo Santarelli's Oropuro does not fear the long run

Paolo Santarelli's experience in the precious metals sector is a fascinating story spanning two generations of master jewellers. Born a goldsmith at the Istituto Statale d'Arte in Chieti, Santarelli began his career at a young age, first following in his father's footsteps. After consolidating his skills at his father's side and continuing the historical business with his brothers, he embarked on a career as a jewellery representative with the prestigious Casa Damiani, consolidating his professional experience in the sector and acquiring valuable contacts throughout Italy. In 2008, he inaugurated his first Compro Oro, and in a short time he opened 12 of them, all located in the Abruzzo region, thus demonstrating a shrewd perception of the evolution of the jewellery market.

Yet Santarelli's entrepreneurial drive did not stop there, and in 2011, with the authorisation of the Bank of Italy, Oropuro, commonly referred to as 'Banco Metalli', was born. It is, technically, a professional gold trader, i.e. the highest activity in the gold industry. "We are authorised", said the entrepreneur from Pescara, "to buy and sell precious metals, working both retail and wholesale.

We refer to gold, silver, platinum and palladium as pure metals for the industrial production and financial circuit. Our interlocutors are professional traders, intermediaries, private buyers, and industries that turn to us for our proven professionalism and seriousness, characteristics that, in such a delicate sector, have allowed us to enter a decidedly niche and highly selective market".

"Within our facility", he continues, "we make use of innovative processing technologies, gold melting furnaces and infrared machines to ascertain the purity of the valuables, as well as offering effective financial advice for those who are looking to buy for investment".

Oropuro, explains Santarelli, is now known throughout Italy mainly for the sale of ingots: small ones to meet anniversary requirements and larger ones for financial investment. "We can well say", he emphasises, "that gold is the safe haven asset par excellence. If in 2001 a gram was worth €12.5 today it is worth 59. That is to say, in the space of 20 years, its value increased fivefold. The same amount, deposited in the bank, would not have yielded so much in two decades. Gold, in short, is an asset to be valued in the medium and long term: a safe haven asset with zero counterparty risk". Recently, Santarelli's business has expanded into jewellery shops with the sale of 22-carat gold objects that can serve as investments, a new idea conceived and realised by Oropuro that combines the beauty of the jewel with the value of the ingot.

"This is a smart way of thinking about the future, buying an asset that, like pure 24-carat gold, increases in value over time, does not require a complicated procedure to purchase and never becomes old gold. The company", Paolo Santarelli concludes, "is still going strong. In fact, there will be several novelties in the coming years, always oriented towards the noble metal in both the investment and precious gift sectors". ■

environmental sustainability

COMMUNICATION PROJECT CREATED BY **MARGHERITA PELUSO**

The future of remediation lies in research

Professor of environmental law, Enrico Napoletano: “Sustainability should not be a handbrake on industrial competitiveness but an accelerator”

“Sustainability is an often complex concept in industry, and should be like a tailor-made suit, sewn to the needs of companies. Its purpose is not to slow down productivity and business logic but to improve them. It should not be a handbrake of industrial competitiveness but an accelerator”. The speaker is Enrico Napoletano, professor of Environmental Law at the Tor Vergata University of Rome, and of Criminal Law at the School of Specialisation for the Legal Professions at the University of Perugia, who last summer published with Pacini Giuridica Editori, the second edition of his book “Crimes in waste management and the remediation of polluted sites”. “From new materials to procurement, the scope for more sustainable management in all areas goes hand in hand with compliance. Just think of the Iso certifications, which are somehow covered by the Esg parameters. These parameters and certifications are not only indicators of quality, but make companies score better in tenders and more generally in relations with stakeholders”. And while it is now almost common to talk about cutting emissions for production and logistics and

choosing new, greener raw materials, the big issue of cleaning up contaminated industrial sites remains.

“The future of remediation”, Napoletano continues, “depends on research and the use of new technologies. The real problem is how to manage sustainability goals along with the economic ones. This is certainly related to public-private relations, which on the one hand have to be functioning, but on the other hand the private sector is not encouraged to do a lot of research because it is very expensive.

However, as Napoletano specifies, it is true that in the case of remediation innovation can make the difference. “There are so many technologies available. For example,



Enrico Napoletano, professor of environmental law at Tor Vergata University in Rome



Renato Baciocchi, full professor of sanitary and environmental engineering and director of the department of civil and computer engineering at Tor Vergata University

the in situ ones that avoid moving the polluting material and carry out remediation by treating the subsoil with a clear reduction in environmental impact”, adds Renato Baciocchi, full professor of sanitary and environmental engineering and director of the department of civil and computer engineering at Tor Vergata University, who edited the preface to the second edition of Mr Napoletano’s handbook. “On the other hand, it is undeniable: this potential is still under-exploited”, says Baciocchi. “Indeed, this legacy of new technologies often remains on the shelf due to a mix of uncertainty regarding the results and the not-always-quick timeframe. It is necessary, however, to ensure that the remediation targets become more reasonable, with the understanding that this is a transformation in progress and certainly not a problem to be solved at a snap of fingers”.

“The real point is”, Napoletano concludes, “to seek a balance between sustainability and cost in order to make environmental care, and in particular remediation, more accessible to entrepreneurs”. ■

- Paola Cacace -



The Engea team

Serving businesses, individuals and public administrations

Engea, the pursuit of excellence in environmental sustainability

This consulting company combines different skills and professionalism, specialized in various ways in the field of environment and sustainability. We are talking about Engea, a dynamic team established in 2015 but with an established track record in supporting companies, individuals and public bodies in building a path to compliance with environmental regulations.

Seven founding members come from various parts of Italy, with backgrounds in environmental science, environmental engineering and geology. A total of 15 professionals were involved in the consultancy activities, including three recent graduates, in service since September.

“An injection of freshness and renewed competence”, says the company’s board chairman, engineer Luca Sanese, “which we welcome with great attention. We have been in the market for over 20 years now and looking at things with a young, academic approach makes us even more efficient and competitive”.

With a strong people-orientation, Engea supports its staff by prioritising a corporate welfare policy aimed at fostering work-life balance. “Our employees”, Sanese continues, “must feel part of a common project that is not limited to the company’s business but can bring individual well-being and growth. Our policy is all about enhancing resources with the aim of retaining talent for as long as possible, believing that the satisfaction of the corporate population is the key factor in achieving results”. This activity follows customers’ business dynamics from the investment phase to the divestment phase, without neglecting the operations that must always be in line with the reputation.

Environmental permits, environmental, social and public health impact studies, environmental feasibility studies and project alternatives, geological and hydrogeological studies, noise impact studies, health and environmental risk analysis, design and conduct of remediation and safety systems, sampling and analysis of surface and groundwater, just to name a few of the fields of action of Engea, which calls itself an ‘ethical’ company.

“We have a great responsibility, but also an opportunity”, Sanese concludes, “to be able to influence the sustainable development of the society in which we live by implementing actions capable of triggering change and raising the awareness of companies, institutions and stakeholders about the possibility of an efficient and sustainable future”. ■



The management of D.Lab

Waste: transparent and traceable management

IoTruck is the revolutionary platform developed by start-up D.Lab. Debut in 2024 with one of the most important Italian players in the sector

It is ready to face the market in early 2024, debuting with one of the most important Italian players in the sector: it is IoTruck, the digital platform solution designed to ensure maximum operational efficiency for transport planners and operators involved in waste management.

Conceived and developed within the start-up D.Lab - the company set up by brothers Pietro and Andrea Ferrari together with professor-lawyer Enrico Napoletano, who together bring their knowledge of the waste transport sector - IoTruck enables effective monitoring of trucks, trailers and materials transported from the producer's loading site to the disposal unloading site, thus ensuring maximum transparency along the entire route. All information regarding fleet,

drivers, customers, orders and transported waste is available and easily accessible on one platform. Transport planners can communicate directly with drivers through the app and receive updates and alerts from the mobile app, which will guide the driver during his daily activities. With these features, D.Lab's solution stands out for enabling legal immunity, thanks to load tracking; effective, real-time monitoring of trucks and transported materials; a centralised platform from which everything can be controlled; and direct communication between transport planners and drivers. IoTruck also stands out because it allows the three main actors in waste management supply - producers, transporters and disposal units, and intermediaries - to interact and share information on the same platform. This results in transparency and synchronisation, and a competitive advantage by showing real-time tracking and communication capabilities in tenders. The use of blockchain technology guarantees the legal validity of all steps in the transport and disposal of waste. The platform provides reliable records in compliance with government requirements, waste management standards and environmental regulations. ■



Pietro Ferrari with the first vehicles equipped with IoTruck sensors being tested

Learning about “risks” to work safely

Palminteri, Ceo of the Parco della Vita in Syracuse: “Our mission is to protect life, the most precious gift we have”

“The secret is to care about the safety of workers as if they were family, combining competence and professionalism with a good deal of compassion”, explains Giuseppe Palminteri, Ceo of Parco della Vita, which is part of the group with which the Palminteri family, including Giuseppe and his sister Francesca, deals with all-round safety at work, selling devices with Tecnosecur, renting them out and taking care of maintenance with Satis Air Service, and training operators in using Ppe with the safety training centre, Parco della Vita. “Our grandfather was a true safety pioneer in the Syracuse industrial landscape by founding Npa, Nuova Palminteri Antincendi, in the 1980s. Since then, with that same spirit, we have broadened our horizons. This evolution also gave rise to the Parco della Vita, a training centre where, between theory and practice, we cultivate a culture of safety at work”. In fact, the team creates ad-hoc trainings developed on customers’ needs so that their employees can safely experience job hazards. From how to use a self-contained breathing apparatus in case of fire to how to act safely at high altitude. “It is no coincidence that we are among the few

centres certified in Sicily by the Global Wind Organisation. Yet what makes the difference is the knowledge that with our commitment we protect the lives of so many workers”. ■



Francesca and Giuseppe Palminteri

■ ■ ■ environmental sustainability ■ ■ ■

Producing energy to bring value

Lcf’s challenge is to collect additional 150 MW of photovoltaic systems by 2025. And triple them

Acquiring and aggregating small-scale photovoltaic systems in Italy to optimize them and generate power independently, aiming, in the next three years, to triple their production is the core business of Lcf Alliance. Since 2017, it has been the most innovative investor on the Italian market in the aggregation of small-scale systems. The company, headquartered in Rome, has launched a strategy to aggregate photovoltaic systems from 600 kW to 1 MW in dedicated holding companies and exploit the efficiency gained from managing, restructuring and

optimising performance in the technical, financial and fiscal areas. “When we buy a system”, explains Gianluca Paci, head of origination at Lcf, “we already know where and how to intervene to optimise its performance. From 2017 to 2023, we have acquired about 120 MW; by 2025 we aim to collect additional 150 MW, which we hope to triple with an innovative development operation”. An ever-expanding company, Lcf was the first to adopt the Greenfield development strategy, based on Brownfield (existing systems) and focusing on direct relationships with the owners of the land plots surrounding the system. Another strong point is, and will be, the direct sale of electricity to end users also through Renewable Energy Communities. In addition, Lcf aims to develop storage systems to store the energy generated during the day and make it available when needed. ■



Waste management and environmental remediation: total reliability

Garramone Sas is a family business that has been committed to a sustainable future for over forty years

“Waste management requires ethics and responsibility. It is essential to maintain thorough training both for ourselves and for our specialised staff. Speaking is Anna Garramone, a graduate in economics and management and Ceo of Garramone Sas, a company that has established itself as an excellence in the global management of environmental services. The company's history began in 1979 when Michele Garramone, Anna's grandfather, started the first business by purchasing a gully sucker. Over the years, then, thanks to the commitment and work of Antonio Garramone, Michele's son and director of works, the company has managed to transform ideas into concrete actions, demonstrating a constant commitment to a sustainable future and opening up new perspectives and opportunities. Through an ethical approach, staff training and compliance with legal regulations, the company has established itself as a reliable point of reference for its customers. Garramone

Sas is now a solid entity with a fleet of 100 vehicles and a highly qualified workforce of 100. It has three strategically located operating sites: the first, which also serves as its registered office, is in the Viggiano industrial area, near the Eni Oil Centre, with which it cooperates as a waste carrier; the other two sites are in Tito Scalo and Guardia Perticara, near 'Tempa rossa', Total's oil extraction system. The opening of an office in Milan is being considered. The Lucanian company offers a wide range of services, as Ceo Anna Garramone explains. “We manage the entire waste process on behalf of contractors”, she says, “including the collection, transport, recovery and disposal of hazardous / ADR and non-hazardous special waste, liquid and solid waste, hazardous and non-hazardous municipal waste from civil, industrial and related establishments. We also deal with unclogging and flushing of pipelines and sewer networks, flushing of septic tanks, flushing of industrial equipment and much more”. “Since 2017”, she concludes, “we have also been involved in the remediation of contaminated sites and, if necessary, in the event of accidents or spills, we intervene promptly to prevent environmental damage”. The quality of the services offered is confirmed by numerous certifications and attestations, including Uni En Iso 9001:2015 and Uni En Iso 14001:2015. The company is committed to occupational health and safety management, as evidenced by Uni En Iso 45001:2018 certification, and to anti-money laundering management, as evidenced by Uni Iso 37001:2016 certification. ■



Anna Garramone,
Ceo of Garramone Sas

Green economy, the endless journey of glass

Founded in Supino (Frosinone) in 2010, Vetreco uses state-of-the-art technology to transform waste into secondary raw material

Turning waste into resources and opportunities to be more sustainable.

This is the mission of Vetreco Srl, a company founded in Supino (Frosinone) in 2010 by a joint venture of three multinationals - Ardagh Glass Italy, Verallia Italia and Zignago Vetro - operating in the production of glass packaging, with the aim of converting it into a second raw material used in glassworks to replace natural raw materials (natural sand, soda ash, etc.). "Vetreco", explains operations manager Enrico Coccoli, "operates in the recovery of cullet from urban waste collection. We buy material, process it and supply it to our three owner companies. The endless journey of glass (which unlike other types allows 1:1 recovery) teaches us that waste can be an asset. Today, we treat up to 400,000 tonnes of glass annually, serve about 700 municipalities with 9 million inhabitants involved, and are one of the largest in the sector and the largest in central and southern Italy. State-of-the-art technology allows us to recover more than 90 per cent of it - a feature that puts us at the top - and to eliminate pollutants such as plastic and ceramics that arrive with the scrap".

In addition to being an outstanding example of the green economy, Vetreco considers health and safety in the workplace to be a fundamental part of the working and business culture.

"We believe in involving people and we are trying to have more sustainability also in terms of energy. Another important project looks at further decreasing the currently unrecovered fraction of cullet, with the goal of 'zero unrecovered waste'. In this respect, partnerships with universities are underway

to define best practices. A recently started project concerns the separation of ceramics from glass, which until a short time ago ended up in landfills and was not recovered. Without prejudice to our mission, we are working to activate new synergies aimed at further increasing the recoverable fraction through innovative and sustainable solutions. ■



Enrico Coccoli, operations Director of Vetreco Srl

From boiler history to a sustainable future

Immergas: the virtuous parabola of a company born from an intuition in the boom years, and leader in the world today

Immergas is a name that has made history in Italy: ever since 1964, at the height of the economic boom, three young men from Emilia had the intuition to produce and market gas-fuelled stoves, which at that time was the bet of the future.

This is how the first boilers were born, to heat the new homes of Italians: these systems have evolved technologically over the decades to reach today's models, sold in over 50 countries around the world, with a total turnover of €555 million and over a thousand employees (more than six hundred of whom work at the headquarters in Lentigione, a small hamlet of Brescello where the company headquarters now stands out almost as a small town).

However, times have changed, the use of energy sources as well: and President Romano Amadei - one of the three founders at the time - is still at the forefront when it comes to looking ahead. This is why Immergas, on the eve of its sixtieth anniversary and with more than 8 million boilers sold, focuses first and foremost on sustainability, with a truly all-round view.

Starting with the products: "We are developing special hybrid boilers, fuelled by hydrogen and gas, which could also become entirely hydrogen-powered, if one day there is the potential in terms of resources", explains Ettore Bergamaschi, Operations Marketing & Communications Director of the Emilian giant. And he broadens the reasoning.

"If we really want to have a sustainable future, photovoltaics are not enough: it is better to focus on technology integration". The Immergas site is a perfect example of this.

"Here we have a 2 MW photovoltaic plant that produces over 2,000,000 kWh per year, totally green, and saves us a thousand tonnes of



Ettore Bergamaschi, Immergas Marketing & Communication Director

carbon dioxide. We have all zero-impact LED lights; state-of-the-art heating and refrigeration systems to avoid emissions; charging stations for our employees' cars; we pay attention to separate waste collection on an industrial level and promote company travel by bike".

And next to the headquarters is a green park with a pond, desired by President Amadei, where employees often meet for lunch.

Such an avant-garde vision cannot be achieved without education.

Hence the "Energy for Schools" project, which Immergas has been running for 10 years and has been recognised by the Ministry of Education and Merit: "For now", Bergamaschi emphasises, "we have targeted fifth-graders and third-graders in schools throughout Italy, to talk to children about environmental sustainability and how energy can be used without polluting. And we are trying to start the second phase of the project, to extend it to high schools and universities as well...". ■

Objective: decarbonisation of buildings

Dr. Marco Soverini's firm assists companies in drafting and managing organisations' climate transition plans

Decarbonisation, as an answer to the climate problem, is becoming a must for companies and organisations, also based on the Csr/d/Efrag standards that will be applied as early as 2024 starting with large companies. This path will be managed through climate transition plans, where a major component is represented by buildings, which will have to increasingly acquire characteristics of efficiency, electrification, use of renewable sources. These characteristics allow for lower costs, financing and insurance coverage, as well as wellbeing, with reductions in air pollutants and disease, as in many cases already foreseen by regulatory pathways, particularly EU, due in the coming



Marco Soverini

years. Specific skills of an interdisciplinary nature are required to contextualise building management in the context of transition plans. Dr Marco Soverini's Studio Soverini fits into this context. This entity combines knowledge of the business world - the firm has been active since 1987 - with significant expertise on the characteristics of the environmental problems of this historical period, with a network of partnerships that allow for an integrated service with which to manage the special features related to buildings, and finally with the organisation of public information, awareness and in-depth analysis events, as has been the case for several years now. ■

■ ■ ■ environmental sustainability ■ ■ ■

A push for ecological transition

Credem supports Italian companies that want to invest in projects to improve their environmental sustainability performance



Maurizio Giglioli,
marketing director of Credem

“We believe that an awareness must mature in companies of all sizes that the ecological and energy transition is no longer just a 'nice to have' thing, but a crucial challenge that already affects their ability to compete and grow. That is why we want to be at their side not only through financing products geared towards sustainability, but also with consulting services to guide their transformational path, the same path that Credem is facing in its business context”. This was expressed by Maurizio Giglioli, marketing director of Credem, which has accepted the challenge of environmental sustainability and is playing a key role in allocating financial resources to sustainable production activities.

The bank has in fact signed an agreement with the European Investment Fund (EIF) to offer financing to corporate clients wishing to invest in projects to improve environmental sustainability performance with the guarantee of the EIF. “Fei - Sustainability” aims to guarantee 70 per cent of the amount of targeted loans dedicated to companies wishing to implement ecological transition projects, green and eco-sustainable investments. These loans will allow small and medium-sized business customers to apply for from a minimum of €25,000 up to a maximum amount of €1.5 million. ■

- P. C. -



BRIGLIA
• 1949 •

Salerno

COMMUNICATION PROJECT
CREATED BY **GIANPAOLO MARETTO**



Agribusiness and handicrafts drive exports

Trade volumes of the Salerno area are growing towards Europe and the United States. The driving role for logistics and supply chains in the South

Salerno, famous for its natural beauty and cultural history, is the largest province in Campania. Characterised by quality agricultural production, the dairy sector, fruit and vegetables and tomato processing are peaks of excellence, the result of an environmental biodiversity that makes the area an essential reference point for the Mediterranean diet.

"The agri-food sector is the most relevant of our manufacturing sectors", says Andrea Prete, president of Unioncamere and the Salerno Chamber of Commerce, "which with almost €2.3 billion places Salerno at the sixth place in Italy for the value of agri-food exports (after Cuneo, Verona, Milan, Bologna, Parma). It is also the first area, if we consider only the Centre and the South, among the main drivers of logistics and their respective supply chains".

With 21,000 active enterprises, handicrafts, characterised by great attention to detail and quality materials, also represent an important economic sector in the Salerno area, with world-famous products such as ceramics from Vietri sul Mare, textiles-clothing, wood-furnishing and jewellery.

A province with a strong international vocation, Salerno will record exports worth over €3.5 billion in 2022, up 20.1% compared to 2021, while imports in the same period will amount to 3.1 billion, a significant increase over the previous year (+23.5%). Moreover, in 2022 Salerno is the only province in Campania with a positive trade balance of €420 million. Over the past five years, the export trend shows interesting signs, with improvements even in the period of the health emergency - in countertendency to the regional and national context - and subsequently maintaining a significant pace of expansion, albeit more moderate when compared to the region. Overall, there is a growth of more than €1 billion in the value of exported goods, an increase of almost half of the 2017 value (change 2022/2017: +49%). The analysis of exports reveals different trends among the various sectors, with the primary sector achieving an increase in value of 11.7%, while in line with the average provincial trend is the result achieved in foreign sales by manufacturing (which alone accounts for 88% of provincial exports), up 20.2%.



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

In terms of foreign trade flows, Europe absorbs almost 71% of Salerno companies' exports and is growing by 19.7% compared to 2021. The main outlet market continues to be Germany, with an amount of almost €552 million, up 25.9% in 2022 over the previous year. In the European context, it is followed by the United Kingdom, with around €364 million (+18.2% change in 2022) and France, which, with almost €254 million, shows growth of 14.9%. Of particular interest is the second position in provincial exports held by the United States, a target market accounting for 12% of exported values, growing by 26.6% in 2022. ■

- Francesco Bellofatto -



The Malangone family

Tie, style and quality that speak to the heart

30
years

From workshop to modern company: the story of Dm Ties is one of innovation for Italian tailoring without borders

What makes a tie stand out and identifies the unique style of the wearer? Certainly the history behind the craftsmanship, and that encompasses taste, class in the choice of fabrics, “handwork knowledge” and attention to detail.

These elements have distinguished Dm Ties in Pontecagnano (Salerno) for almost thirty years, a company founded in 1994 by Marisa Rufolo and her daughter Veronica Malangone, now the company’s managing director and head of production and quality, who in their small home workshop worked the precious fabrics of a Como silk mill. Over time, the workshop evolved into a modern company, led by general manager Domenico Malangone, Marisa’s son, with skills in business strategy from Bocconi and creativity all made in Italy. “Our ties are recognisable by the high quality of the fabrics and materials”, explains Malangone, “entrusted to a specialised workforce, which creates and finishes them

with obsessive care, to provide the wearer with an identity”. Dm Ties offers Don Mini and Zazà, internationally registered brands, the former for a discerning man accustomed to luxury products and classic taste, the latter for a youthful audience seeking a modern dandy look. Both brands, with classy packaging, share the style and quality of the Neapolitan school, the excellence of the Italian tie in the world.

Dm ties, more than 53,000 made in 2022, are for those who manage to go beyond the notoriety of the brand, which has very often degraded quality rather than preserving it: in English silk from historic suppliers, or fabrics such as Ancient Madder or Shantung and Gauze leno, Dm makes models in 3 and 7-folds and also unlined, customisable, with a wide range of colours and exclusive designs, entrusted to the Style Office, adapted to the tastes of the international market.

Sales are online, with a configurator to select fabric, colour, lining and stitching. In addition, Dm offers a tie regeneration service, renewing the fabric and updating the shape. “Ties have an affective value, they evoke memories and speak to the heart”, Malangone concludes, “which is why we like being innovators in made in Italy, but with a classical imprint, to pass on to customers the pure love for what we do.”. On the occasion of its 30th anniversary, in 2024, Dm will inaugurate its modern headquarters, an environmentally friendly structure made of wood and glass, with skylights for workshops and showrooms. ■



Members Roberto and Gianni Bertolini

Complete, sustainable and innovative solutions for laundries

Textile washing systems: with Bertolini, a click is all it takes to find the most suitable solution for sectors and fabrics

For almost 60 years, Bertolini has been designing and supplying fabric washing systems, satisfying every professional need with a wide range of latest-generation certified systems and detergents that combine efficiency, economy and environmental sustainability.

Founded in 1964 by Nicola Bertolini, today the company is run by his sons Roberto and Gianni, with a commercial and technical organisation that always designs the best for professional laundries. Bertolini offers state-of-the-art solutions such as when, in 1980, it started the dry cleaning revolution with closed circuit machines. In 2009 the turning point in

the Horeca sector, where Bertolini proposes in-house washing as a viable alternative to classic systems, with advantages, both economic and eco-sustainability, for hospitality facilities.

The company is a benchmark in professional washing with a large ready-to-deliver warehouse and an after-sales service with in-house technicians, a certified spare parts centre and 24/48 hour service to put the customer at the centre of attention.

“With our experience”, explains Roberto Bertolini, “we understand the different needs. In particular, we focus on in-house laundries in the Horeca sector for greater cost control and sanitation, as well as clean and impeccable linen. Our consultancy ensures savings of 60% and environmentally sustainable installations with low energy, water and detergent consumption. With partners like Fagor Professional, Bertolini relies on the www.shop-bertolinini.com platform for guidance on machines, products and washing programmes. ■

Made in Italy for visual communication

From the heart of the South, a dynamic company supplies pantographs and innovative Cnc equipment for industry

Automa Pantografi was founded in 2013 in Sala Consilina (Salerno, Italy) by the resourcefulness of Angelo Cava, who today leads a dynamic team for the design, assembly and configuration of pantographs and large format Cnc milling machines, specialised in the world of visual communication.

Trainers, fitters, offset printers on rigid materials for visual merchandising and gadgets can count on highly flexible 3x2 machines, such as the Visio and Tekno, the latter aimed at the world of industrial production for processing plastics and light alloys. The company is developing numerically controlled pantographs with blade cutting and creasing for packaging and carton processing with an innovative 'three-head' machine. Unique in the South, Automa supplies pantographs throughout Italy. "Ours are versatile, precision machines", explains Cava, "designed in terms of structure and electronic components to be durable with stable performance". With a good price-quality ratio, Automa's pantographs fit in between high-end and semi-professional equipment, for an industrial but handcrafted product, totally made in Italy and with components from Campania, allowing the company to keep the entire supply chain under control. "Customers want their needs to be understood and solved", says Cava, who has both technical and commercial experience in the industry. "We have a deep knowledge of



Angelo Cava, owner of Automa Pantografi

each machine and its components, enabling us to carry out installation and training at the customer's site". This is a real challenge, which Angelo Cava, from the Vallo di Diano, in the heart of Southern Italy, pursues with local resources and expertise. This shows how business can be done and excellence cultivated in the South. "The difficulties in the area", he concludes, "allow us to have that extra gear to compete and establish ourselves in the markets". ■

■ ■ ■ Salerno ■ ■ ■

Economy of the Sea, Salerno as a protagonist

Marina d'Arechi, gateway for tourism in the heart of the nautical district



Agostino Gallozzi,
president of Marina
d'Arechi

The Salerno Boat Show at Marina d'Arechi showcased data on the Economy of the Sea, based on the Unioncamere Report edited by Informare, Assonautica, OsserMare and Blue Forum Italia Network.

At the centre of the discussion was the role of marinas in areas with significant cultural and landscape attractions: "Marina d'Arechi confirms itself as a gateway to increase the flow of visitors from abroad as well", emphasises Agostino Gallozzi, President of the Salerno Marina. "This expands the audience with a constant increasing number of visitors to our province". Nrrp investments represent a great development opportunity: in Campania, the maritime supply chain generates €12.9 billion added value, with 94,023 employees, 32,449 companies and a performance above the national average. Among Italian provinces, Naples is second and Salerno fourth. "With 1,000 berths from 10 to 100 metres", Gallozzi concludes, "Marina d'Arechi demonstrates how a district can be developed around boating that generates employment and is based on significant infrastructural investments that project Salerno into world markets". ■

- Francesco Bellofatto -



Management team Rubino Srl

Traceability, all the advantages of the digital label

Flexibility, speed of execution and delivery: from Rubino, a dynamic company from Giffoni Valle Piana, innovative solutions for Sme-s

Digital labels, due to their flexibility and speed of execution, are decisive elements in the agri-food, wine and Sme sectors oriented towards small and large retailers. A good point of reference is Rubino Srl of Giffoni Valle Piana (Salerno), a reference for the sale of Epson, Brother, Oki, Canon and SmartJet machines, also supplying roll media of all types and formats, materials and single-pass inkjet printing solutions for packaging. "Our success, in ten years of steady growth, is based on word of mouth and direct customer relations", explains Riccardo Rubino, with solid technical and commercial experience in the sector, joined in the company by his wife Annamaria and sons Giuseppe and Francesco. "We work without agents, for Sme-s in all b2b sectors that need labels, starting with the Ce obligations on product traceability". Every day, thousands of square metres, entrusted to a dynamic young team, leave the well-

equipped facility with logistics facilitated by the proximity of motorway axes. "The advantage of small runs is great flexibility", adds Rubino, "with fast turnaround times even on small deliveries based on customer requirements through our online platform, which provides the supply with an innovative management system. This process allows us, through lowering storage costs, to achieve production savings to invest in the quality of solutions".

The constant availability of 450 types of print media facilitates the forecast of Rubino's more than 1,000 customers with streamlined, on-time order processing. After-sales services - included in the price - are provided by in-house technicians, who are always present from initial installation to follow-up advice and service. The strong value at the heart of Rubino is family, also in the extended sense, as there is a kinship bond that unites all employees: "You're surrounded by people you have the utmost confidence in", says Giuseppe Rubino, "It's the way we work, a direct contact we bring to the clear and straightforward relationship with customers". "With a constantly evolving, environmentally and traceability-conscious industry", Riccardo Rubino concludes, "thanks to our analysis of the target markets, we are always ready to provide customers with innovative, turnkey solutions for all their needs". ■

Sustainable construction in the Cilento Park

Expertise and innovation for Ala Di Genio Costruzioni, a company engaged in the recycling of construction materials

Environmental protection and circular economy: an effective model of sustainability comes from Ascea, between the sea and the Cilento Park, where for more than sixty years the Di Genio family has been a point of reference for construction, waste management, and the recovery and recycling of building materials. Founded as a construction company, helping in its field the development of tourism in the Cilento region, nowadays Ala Di Genio Costruzioni is led by Luca, with his sons Adolfo and Gabriele, civil and environmental engineers, registered in the National Register of Environmental Managers, who represent the fourth generation in the company. The 1997 Ronchi Decree on waste management and the need to preserve nature and the Cilento landscape prompted the Di Genio family to expand their activities and skills into complementary sectors. "By blocking the extraction of aggregates in the rivers", explains Luca Di Genio, "we have converted the aggregate crushing system into the recovery of construction material for public works, allowing companies to cut costs for the construction of works and underground utilities". Nowadays, companies engaged in public networks are bound to use recycled material, with percentages reaching 70% by 2030. "Recycled material costs about a third of the price of quarried material", explains



Luca Di Genio with his sons Gabriele and Adolfo

Gabriele Di Genio, "and for some uses, such as road sub-bases and drainage works, it is better, with a mixture that provides excellent mechanical strength when compacted". "With the dry crushing, volumetric selection and ferrous material plant", adds Adolfo Di Genio, "we regenerate the asphalt milled material into an environmentally friendly, high-performance conglomerate. We thus complete the supply chain of recycled material, which enters as waste and becomes an ideal building material, for example, to fill in excavations with regenerated asphalt pavement". Seriousness and reliability are the values of the Di Genio family, validated by Uni Iso 9001-2015, Uni Iso 14001-2015 certifications and CE marking on aggregates produced, to meet customer expectations, with a strong sense of ethics, testified by registration on the Salerno Prefecture white list. ■

■ ■ ■ Salerno ■ ■ ■

"Le Vie dell'Acqua" presented in Paestum

The 'Le Vie dell'Acqua' project for landscape protection and the cultural and tourist enhancement of the Roman aqueducts, promoted by Ottaviano Vistocco, mayor of Santa Lucia di Serino (Avellino), with the Cocceius association and the Campi Flegrei Regional Park Authority, makes its debut at the Mediterranean Exchange of Archaeological Tourism in Paestum (Salerno). 'Le Vie dell'Acqua' link the inland areas of Campania with the coastal strip in a development perspective. It is no coincidence that the project, which foresees important socio-economic repercussions on the territories, was immediately shared by the mayors of the Valle del Sabato, to be expanded into a cooperative network among all the municipalities

crossed by the aqueduct and its branches, as hoped by the regional councillor for tourism Felice Casucci. The synergy of entities such as Abc - Acqua Bene Comune, the Archaeological Parks of Pompeii and Campi Flegrei, as well as the Southern Apennine District is important. Also proposed by Francesco Maisto, president of the Campi Flegrei Regional Park, is the implementation of a regional trail network. ■

- Francesco Bellofatto -

Signage, the smart installation that saves your life

A pioneering company for security and alarm systems in tunnels: Visco

Visco, the example of a successful southern entrepreneurship that sets the standard in Italy. Professionalism, determination and innovation have led brothers Daniele and Raffaele Visco to be a point of reference for large construction companies and public bodies, particularly for signalling and safety systems, especially for road and motorway tunnels. A history built over 37 years of managerial organisation, seriousness and high competence, combined with modern technologies, means and facilities. Since 1986, Visco Daniele & Raffaele snc, born from Daniele Visco's experience with an oil holding company in Saudi Arabia, has been rooted in Prignano Cilento (Salerno), the birthplace of the founders in the Cilento hinterland, a land of extraordinary beauty but great infrastructural difficulties. "We started with energy-saving systems for public lighting and industrial plant engineering, to specialise in road safety, particularly in tunnels", explains Daniele Visco. This is a hot topic and one that is constantly being updated technically and legally, following the Mont Blanc tunnel fire in 1999. "Commercial traffic in Italy moves predominantly by road in the interconnection with European corridors", explains Daniele Visco, "That is why the safety factor is becoming increasingly crucial for the safety of people and goods. Our company offers state-of-the-art systems and installations for fire alarms, alerts and remote supervision, Pmv-s (self-supporting structures with variable message panels), equipped with control cameras, to warn in good time of any emergencies such as fires, accidents, collapses, gas leaks or leaks of materials that may clutter the roadway". These intelligent systems, interconnected with the traffic lights at the tunnel entrances to block their entry, are able to better manage flows and make traffic flow smoothly in case of emergencies. Visco's excellence, recognised with Soa attestation and Iso 9001:2015 Company Quality System Certification, is confirmed by contracting bodies such as, for example, Anas, Acea Spa, Autostrade per l'Italia and numerous municipalities, for major works nationwide. As a symbol of consistency and tradition combined with innovation, Visco has been operating under the same company name for 37 years. Nowadays, with a highly specialised team, which also includes the second generation of the Visco family, in addition to fire alarms and communication systems between different lighting points and panels, it offers integrated ventilation, video surveillance, remote control and maintenance systems, photovoltaic panels and advanced recognition software, systems covering up to three lanes with sound alarms and video recordings. "We are one of the few companies specialised in Italy for this type of work", continues Visco. "Thanks to important suppliers and the support of local credit institutions, such as the Banca dei Comuni Cilentani, today Bcc Magna Grecia, we put our commitment and expertise



Brothers Daniele and Raffaele Visco

at the service of the safety of those who, in Italy, move along the major motorways". This is where the future lies: more and more state-of-the-art security systems, cybernetic data protection, LED systems to reduce energy emissions, safeguarding against CO₂ concentrations and nitrogen emissions: Visco is ready to face these challenges, a strong signal that starts from southern Italy, where infrastructural difficulties often hinder the free development of entrepreneurial systems. "I come from Prignano and I want to stay here: perhaps these difficulties are the element that pushes us to do our work better", concludes Daniele Visco. "This signal is still appreciated by our clients all over Italy, and I hope it can serve as a stimulus for young people not to cut off their roots, they will be the lifeblood of development in the South". ■

Alto Adige Südtirol

COMMUNICATION PROJECT CREATED BY **ALESSANDRO MIANI**

The Alto Adige “miracle”

From Cinderella to one of Europe’s richest regions.
Not only apples and nature: innovative industry is the secret

“ In the post-war period, Alto Adige was one of the poorest regions in Europe. Today we are among the twenty most affluent regions. How did we do it? Few people know it, but Alto Adige offers much more than apples and beautiful landscapes: the leading economic sector is manufacturing, which contributes almost 25 per cent of our province’s Gdp. Heiner Oberrauch, president of Assoimprenditori Alto Adige, emphasises the central role of the industry for the development of an area that is often only associated with tourism, apples, speck and wine. “We can still see the farming tradition today in the industriousness of our people, who in the past were used to working hard in the fields even in difficult climatic and environmental conditions. Today, the innovative strength of our manufacturing companies, together with the international openness of our region resulting from tourism and exports, is the backbone of the economy”, Oberrauch explains. The Alto Adige economy has years of growth behind it, a real economic miracle. The provincial Gdp grew between 1998 and 2023 by about 30%

from €18.5 billion to €24 billion. Industry makes the largest contribution with 25% of the total against, for example, 11% each from trade and tourism or 5% from agriculture. “It is also thanks to good administration, our autonomy and political stability. And to companies with strong ties to their local area”, the president of Assoimprenditori Alto Adige continues. Industry in Alto Adige has undergone a radical change in the last 25 years, and thanks to innovation, openness to foreign markets, and the search for sustainable solutions, it is increasingly becoming the main driver of development in Alto Adige. “In recent years, we have focused on quality and excellence, not



**Heiner Oberrauch, president
of Assoimprenditori Alto Adige**

quantity”, emphasises Oberrauch, owner of the Oberalp-Salewa group. Active in many sectors, industrial companies have been able to become leaders thanks to their strong ability to innovate. “In the past, our industry was associated with smokestacks, pollution, waste of land. This time has passed. The Alto

Adige industry has transformed, becoming a high-tech, sustainable, and innovative sector, capable of conquering new markets and creating highly qualified jobs”, Oberrauch further emphasises. Indeed, the propensity to export makes the sector a driving force for the whole of Alto Adige, a hinge between northern and southern Europe and a nerve centre along the Brenner axis, an area where different cultures not only meet but coexist and reinforce each other, a mix of Italian creativity and dolce vita as well as German precision and organisation. In 2022, the value of Alto Adige goods sold abroad was €6.7 billion, a record for the Province of Bolzano.

“The ‘made in Alto Adige’ products can be found in 170 countries around the world. We have world leaders who become ambassadors of their region abroad through their products. Be it cable car technology, snowmaking systems, electromobility, innovative IT solutions, world-famous food products such as wafers, strudel or food for coeliacs, to name but a few”, Oberrauch concludes. ■

Value-added It services and certified professionalism

Founded in South Tyrol, the Acs Data Systems has expanded its reach in Italy and abroad. Cybersecurity and digital signage as innovation practices

With roots in South Tyrol, where its headquarters are located, Acs Data Systems has managed to expand in Italy and internationally with the strength of its Italian-South Tyrolean culture, and to grasp the evolving demands of its clients. Full valorization of human resources and IT services with high added value: this is the overall vision conveyed by the Acs Data Systems Group, a consolidated reality in the field of Information Technology. Acs

includes a group of companies specialized in different directions and has an aggregate turnover of 70 million Euros, 470 employees and 9 offices between Italy and abroad. The group includes the parent company Acs, and other companies such as Infominds, specialized in providing IT to the service sector and the construction industry, Consisto, a brand with a strong orientation towards the tourism sector, and Limitis, a brand configured as an Internet Service Provider. The Group was born forty years ago and includes the historic offices of Bolzano/Bozen and Bressanone/Brixen, plus other offices in Trento, Verona, Vicenza, Venice, Milan, Munich. Recently, Acs opened an office also in Salerno that will host a software development centre.



The Bolzano site



Daniel Sperandio, sales director

■ ■ ■ EMPLOYER BRANDING AND QUALIFIED SERVICES

The Acs group has created and cultivated an employer branding that has enabled it to find a significant number of high-profile professionals on the labour market every year, not being affected by the generalised difficulty in finding human resources in a highly competitive industry such as It. This makes it the ideal partner for the qualified services it can provide by virtue of its technological solutions and the consistent professional quality guaranteed.



Luis Plunger, Cfo of Acs Data Systems

“The size we have reached and our continuous investments allow us to guarantee quality services with high added value”, says the group’s Cfo, Luis Plunger, “combined with our presence close to where the companies operate, as demonstrated by our branched roots in the Northeast”. However, the group’s vital energy, “is our employees”, Plunger emphasises, “whose competence is the undisputed value of our company”. For them,

the group has always provided a structured policy of benefits and career opportunities both vertically and horizontally, thanks to the different specialisations of the companies, a modern and stimulating work environment, target-based working, and a corporate culture transmitted and shared with its employees through a multitude of non-corporate initiatives supported by significant resources made available by the group. Contributing primarily to the performance is the parent company Acs, active in IT services with a broad offering.

The areas of activity are IT infrastructure, modern work and two innovation practices.

The first is cybersecurity: “We employ 30 specialists active from Italy 7 days a week and 24 hours a day”, underlines the Commercial Director of Acs Daniel Sperandio. The other is digital signage, which allows Acs to offer innovative solutions with a specific brand called Infinitys. Digital signage solutions allow businesses to control and manage their content on digital displays. The application sectors are the most diverse and the target audiences range from SMEs to large companies.

With this range, Acs has almost doubled its volumes in the last five years. This growth is attributable both to the geographical expansion, with the core in the North-Eastern Italy, and to the high added value of its services, which include solution management. To best respond to the challenges related to cybersecurity, Acs has focused on defensive security, which includes information monitoring and perimeter security of company systems. This is possible thanks to the support of a team of specialists. “We don’t just identify the problem and report it to customers, but we proceed to isolate it immediately, giving them time to prepare to react” adds Sperandio.

As regards digital communication, Acs has gained important international interlocations. The core business sectors are retail, automotive, fashion and luxury, above all due to the great competitive advantage they can offer. ■



Research and avant-garde for the future of ropeway transport

The mission of Doppelmayr cable cars for a new level of mobility, between comfort and safety

The cable car industry is undergoing continuous development in mountain transport engineering, but increasingly also in the field of sustainable urban mobility. The Doppelmayr Group, with more than 15,400 plants built in its 130-year history, is the world's leading player in this field. Its success is the result of constant technological innovation, comfortable vehicles and increasingly smart control systems. The Italian plant in Lana (Bolzano) is an excellence of the Group, recognised as a reference point and centre of competence for special plants. Here, around 120 employees take on exciting challenges, creating complex and innovative plants that are distinct from series production. In addition to supplying the Italian market, Doppelmayr Italia is often involved in international eco-friendly transport projects, the most recent examples being

Moscow, London, Paris, Haifa and Genoa. In the context of environmental impact, the cable car stands out as the most environmentally friendly mobility solution: assuming a service life of 30 years, the cable car produces less than a quarter of the tonnes of carbon dioxide equivalent (tCO₂eq) compared to other means of public transport. Among the most significant realised projects are Vietnam's impressive Guinness World Record-breaking three-cable gondolas connecting islands to the mainland, as well as the now famous urban cable car networks in La Paz and Mexico City. In addition to passenger transport, rope driven systems are also proving to be useful for the environmentally friendly transport of materials, reducing the environmental impact in areas such as mines and construction sites with cableways and 'Ropecons', conveyor belts suspended on ropes.

Doppelmayr does not stop at the present, but aims to shape the future of ropeways with continuous research and development of new systems. The aim is to provide solutions at the forefront of sustainability, offering comfort and safety to both mountain lovers and users of urban or industrial transport. The passion and expertise of Doppelmayr's workforce are the fundamental pillars of the company's success and recognition on the international ropeway scene. ■

Social purpose 2.0: concrete actions for real needs

Having achieved its financial and environmental sustainability goals, Volksbank aims for new goals in terms of social impact

The end of 2023 will lead to the conclusion of Volksbank's three-year business plan, which has garnered the 'positive outlook' from Standard & Poor's, already highlighted in the half-year report. The achievement of financial and environmental sustainability goals and the rebranding process will define further goals in the near future for the Bolzano bank, among which one of the principles will be growth that creates value.

The main thrust is social, conceived by planning actions that, by responding to people's real needs, improve the quality of life and, where possible, of the environment as well, thus defining the meaning of transition. The social goal is made of concrete actions in a logic of the Triveneto area in which Volksbank consolidates growth and presence with the recent new offices in Veneto and the renewal of others in Alto Adige. "The fulcrum of these actions, conceived for a social purpose 2.0, is to bring the bank back to being a supporting actor in the development of the community's basic needs", explains general manager Alberto Naef, "flywheel and engine, a logic of service in favour of the communities in the most fragile segments, to create real benefits. A concrete example: the electrification of means of transport for the sick and disabled".

The underlying topic is to get the bank back to carrying out actions that see us as a player in the local area with good rates, and at the same time take concrete form with charitable initiatives such as the one recently activated by Fondazione Popolare di Marostica in favour of children, making hospitalisation a less difficult experience with the "Basta una Zampa-Dog Pet Therapy" project.

"In Alto Adige, we also continue to support

sports", Naef continues, "to foster the growth of young people, but we also pay special attention to the disabled and the elderly. Volksbank recently auctioned 180 works from its collection to donate the proceeds to various associations involved in social work with children. We want to be the bank that is close to those in need by supporting organisations and non-profit organisations that contribute to their well-being". "It will be a social purpose 2.0", Naef concludes, "which will see us committed to being able to create support, value and ensure presence in the entities we operate in. We aim, therefore, towards a methodological approach of social impact. ■



Alberto Naef, general manager of Volksbank

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Sustainability to meet global challenges

Alperia is the leading energy supplier in Alto Adige. In 2023 it was designated “European climate leader” by the Financial Times



Luis Amort, general manager of Alperia

Three point six billion Euros in revenues and a direct added value generated in the region of €289 million; currently, 100 per cent of the energy sold in Alto Adige for residential customers is green, and research and planning are intense to efficiently and effectively address the ongoing climate change and its effects on green energy producers. Alperia, the fourth largest producer of renewable energy and one of the largest producers of hydroelectric power in Italy, presents itself as a true innovative benchmark in the sector. Operating for 120 years, the company has made environmental, economic and social sustainability the core of its strategies. Attentive to the local area and

the needs of the people living there, Alperia has adopted supportive policies following the critical periods over the last three years, and today there are 400,000 customers to whom Alperia supplies electricity, natural gas and district heating. “With the new company Alperia Green Future, which was established in 2022, the multi-utility”, explains general manager Luis Amort, “has strengthened its activities oriented towards sustainability and ecological transition, from the energy upgrading of buildings to energy efficiency and decarbonisation consulting. These are concrete commitments that the company can only achieve thanks to the employed team of professionals and operators: Alperia has created an inclusive and equal working environment and fostered career development and is committed to increasing the proportion of women in first and second level management”. The company’s present and future are summarised in the three strategic documents signed in recent months: the 2031 Vision, the 2027 Business Plan and the Sustainability Plan. Alperia has already achieved Carbon Neutrality for Scope 1 and 2 operational emissions in 2020, and is now moving towards Net Zero by 2040 with an intermediate target to cut emissions by 70 per cent by 2031 compared to 2021, developing offset projects in line with the Science Based Target initiative. In this continuous endeavour to combine innovation, well-being for the population and the environment, the company has won several awards, such as the title “European climate leader” from the Financial Times for its progress in reducing greenhouse gas emissions, the Gold medal from Ecovadis for sustainability performance, and will attend COP28 to present its climate strategy aimed at achieving Net Zero by 2040. ■



The Moroder brothers

Economic and sustainable air transport

Bolzano-based FlyingBasket produces cargodrones, carrying out transport and lifting operations throughout Europe

Transporting objects of various sizes to places that are difficult to reach has never been easier, but above all, economical and sustainable. FlyingBasket - the company that produces cargo drones carrying out transport and lifting operations in Europe and beyond for energy, telecommunications, logistics, construction and forestry - was born in 2015 out of Moritz Moroder and his brother's passion for flying. It is based in Bolzano (where the drones are assembled) and has an international team of 25 employees aged between 18 and 55.

"We wanted to focus on a means that is less expensive, less noisy and less polluting than a helicopter, as our drones are electrically powered", explains Moritz Moroder, founder and Ceo of FlyingBasket. "The goal is to make air transport accessible to everyone, reducing the costs of a helicopter by at least a hundred times". The latest news concerns the possibility of purchasing drones in order to operate them with training and support from FlyingBasket. "We talk about logistics for infrastructure between hubs or in difficult to access environments. Companies operating in difficult environments are the ones who benefit. FlyingBasket drones can be transported by road even thousands of kilometres and used directly on site without being assembled on arrival, reducing the deployment time from the moment the need arises. ■

■ ■ ■ Alto Adige - Südtirol ■ ■ ■

Complementary welfare and financial education

Pensplan Centrum Spa for the promotion and development of pension culture

Trentino-Alto Adige represents a unique model at national level in terms of complementary welfare... The special statute grants specific competences making it possible to support the construction of supplementary pensions. Pensplan Centrum Spa is a public company 98% owned by the Region and 2% by the Autonomous Provinces of Trento and Bolzano. Objective: to promote a system of retirement savings capable of protecting citizens from future economic fragility. "The numbers speak of a virtuous model", explains the Ceo. Matteo Migazzi - 320,000 positions, around 60 per cent of the workforce, funds of over €6 billion, 7.5 per cent average annual growth. Deductibility, returns, benefits, a system that responds with tax benefits by becoming attractive and convenient. We added financial education, i.e. activities aimed at young people. We have been in 150 classes, from this year onwards teacher training will be added. Financial alphabetisation",



Matteo Migazzi,
Ceo of Pensplan Centrum Spa

Migazzi concludes, "makes it possible to understand and orient oneself, making more effective choices for the whole system as well, with the aim of making the future less uncertain. Fondazione Cassa di Risparmio Bolzano, Caritro, the University and Altroconsumo are involved in the project. A comprehensive wealth analysis service for citizens is planned for 2024". ■

passion for technology

alperia

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Sicily

COMMUNICATION PROJECT CREATED BY **STEFANO CORPINA**

Top places for the birth of new enterprises

Unioncamere Sicilia: strong growth of innovative activities in line with new market needs

Sicily is among the regions of southern Italy that registers the highest number of new registrations at the Chamber of Commerce, second only to Campania: this was revealed by a study by the Unioncamere Sicilia economic observatory based on Infocamere data, according to which no less than 3,944 new economic activities were born in the third quarter of 2023.

Despite a rather complex economic situation: inflation, expensive mortgages, rising raw material and energy costs, the island is demonstrating a certain entrepreneurial vitality. "Thanks to Nrrp investments and the development policies put in place by the national and regional governments", observes Giuseppe Pace, president of Unioncamere Sicilia, "there has been a strong increase in innovative activities (1,560) and construction (57), while traditional sectors such as agriculture (-153), manufacturing (-102), trade (-510) and tourism (-111) are losing positions. This confirms that the path taken by Unioncamere Sicilia to support business innovation is the right one for the new market requirements". "The desire to do business", analyses Santa Vaccaro, secretary general of Unioncamere Sicilia, "is widespread in all the provinces, with the sole exception of Enna, which has a negative balance of 19 companies, but this anomaly could also just be the result of an operation to "clean" the registers of obsolete items. In fact, sales are more than positive in Palermo (+226) and Catania (+195), while there is the exploit of Ragusa (+126, with a growth rate of 0.33%, higher than the national average which is 0.26%), then Siracusa (+93), Caltanissetta (+37), Agrigento (+36), Messina (+29) and Trapani (+4)".

Among the many initiatives recently put in place by Unioncamere Sicilia to support businesses to grow, innovate and internationalise, the "New Business Service" platform, designed for aspiring entrepreneurs, with a dedicated desk providing the information needed to start a business, and the second edition of "Food & Drink Mission Sicily 2023",



Giuseppe Pace,
president of Unioncamere Sicilia

an event for the promotion of exports in the agri-food sector, organised in cooperation with Sicindustria, which put 84 Sicilian companies in direct contact with buyers from France, Ireland, Sweden, Switzerland, Lithuania, Holland, Poland, the United States, Vietnam, and China, with the aim of opening new commercial channels for products of excellence. ■

- Patrizia Rubino -

From Sicily a unique and modern design

Armoured door moulding: at Europanelli, craftsmanship meets industrial organisation

Europanelli Srl has made armoured door moulding almost a kind of innovative art form. Its pantograph panels combine efficiency, safety, resistance to the weather and the passage of years, and respect for the environment through environmentally sustainable production. The company, based in the industrial area of Paternò in the province of Catania, caters to a national and international market thanks to a well-established network of partners operating in the construction industry. And plans are underway to increase sales in Mediterranean and Middle Eastern countries.

Founded in 1997 by entrepreneur Francesco Grillo, it is now run by his three children Maria Grazia, deputy executive director, Sergio and Angelo, who take care of the commercial side and the organisation of the production stages respectively. "From this location we manage the all-round production", says Maria Grazia Grillo, "which starts with a drawing made by Angelo at the customer's request, continues with the pantograph transposition and ends with the gluing and bespoke cutting of the panel. When we started, we were only involved in the production of insulation boards with laminate and polystyrene. It was my father's intuition to combine this production with that of moulding by focusing on the armoured door sector". Nowadays, Europanelli continues to invest in new technologies that help optimise production time and activities.

"We are committed to the care of our products", says Angelo Grillo, "and we dedicate a large part of our activity to the search for design and innovation, always with an eye on sustainability, ensured by recycling processing waste, entrusted to specialised companies for responsible reuse". Europanelli has also



The siblings Maria Grazia, Sergio and Angelo Grillo

worked on numerous public works through its partners. Sergio Grillo speaks about it: "We have supplied panels for operating room doors, for schools and hospitals, serving public and private facilities throughout the country.

We are able to produce aluminium, steel and Pvc panels (also with wood effect) and offer a range of models with almost unlimited customisation. In addition to door panels, accessories are also distributed. Europanelli Srl now continues to diversify its marketed products by launching a line of "flush-to-wall" interior doors that are very popular in modern construction: "Our core business always remains the moulding, which should not be considered an accessory of the armoured door, it is above all the element that defines the character of the door itself the tastes and personality of the customer", concludes Maria Grazia Grillo. ■



Elio, the flagship of the C&T fleet

From Sicily to the rest of the world: those ferries that united Italy

Caronte & Tourist Spa was founded in 2003 from the union of two family businesses, Caronte and Tourist. Today it boasts one of the greenest fleets in the Mediterranean

With reliability and commitment, they have been uniting Italy with one of its most fascinating and historic regions, Sicily, for 60 years. Yet Caronte & Tourist Spa is not only a piece of the country's history. With its new lines, connections and one of the greenest fleets in the Mediterranean, it has projected Sicily into the future. Established in 2003 from the union of two family-owned companies, Caronte and Tourist Ferry boat, which in 1965 and 1968 respectively bet, as competitors, on the private ferry crossing across the strait, it has always given all Sicilians the opportunity to reach Italy comfortably, at any time of the day or night, aboard their own car in the iconic

ferryboat, in just 20 minutes. For those coming - or returning - from the "continent", boarding the ferry today still means feeling already in Sicily, enjoying the view of the strait, one of the most fascinating landscape spectacles in the world, between Messina and Villa San Giovanni. "In 2000 we started one of the very first 'Motorways of the Sea'", recalls Vincenzo Franza, owner of Caronte & Tourist, "connecting the ports of Messina and Salerno. Since 2016, we have been providing maritime services to and from the smaller Sicilian islands. Companies of which we are owners or partners operate in Sardinia and Elba. In short, Caronte & Tourist has over time become a very solid group. It employs almost 1,200 people, but the induced employment is 2,500 (2% of employment in the whole area) and is focused on issues of inclusion and sustainability. And, while it is true that many of our lines have an undeniable touristic value, the commercial lines have a very important specific weight, guaranteeing the daily supply of basic necessities and, in equal measure, the trade with Italy and Europe of

products made in Sicily". With an average of 50 trips per day from both shores, the Strait of Messina - where, moreover, Caronte & Tourist operates privately and, therefore, without receiving any state contribution - continues to remain a focal point in the group's strategy. Towards the smaller islands (in Sicily and elsewhere), the group plays an important role for territorial continuity, under state convention, guaranteeing daily departures to and from the Aeolian islands (weekly also from Naples), the Egadi, Pelagie, Ustica and Pantelleria. The Messina-Salerno cabotage line, created above all to meet the needs of road hauliers, is also used by passengers who can travel with limited driving hours, enjoy the comfort of cabins and catering services, with the undeniable, consequent benefits for the environment.

The fleet currently consists of 28 ships: eight are deployed on the strait's passenger and commercial lines; the Cartour Delta is dedicated to Cartour's cabotage line and the remainder are deployed on the connections to the smaller Sicilian islands, to La Maddalena and to the island of Elba (especially during the high season).

Caronte & Tourist Spa has long made a major commitment to reducing CO₂ emissions. "However, sustainability", concludes Vincenzo Franza, "is not just a trendy choice: it is a compulsory option out of social responsibility towards future generations. Our choices and investments in this field originated in times when climate emergencies and environmental

■ ■ ■ **WOMEN IN THE MARITIME SECTOR: TOWARDS EQUAL OPPORTUNITIES**

This is anything but secondary, in a social-territorial context often traversed by customs and traditions that have been handed down for centuries. Yet, Caronte & Tourist has invested in equal opportunities. "On the subject of enhancing human resources", explain the company, "we are particularly proud of the goals we have achieved in a sector that is by no means simple and which in terms of numbers, tradition and culture has always been masculine and, unfortunately, male-dominated. That is why, with concrete equal opportunity policies and targeted strategies, we have succeeded in increasing female employment by more than 10 per cent and in 2022 we have established the position of Diversity & Disability Manager and Equal Opportunity Advisor".

disasters were talked about too little and with too little knowledge. We invest a lot every year to make our fleet as 'green' as possible. In 2018, our Elio, flagship of the strait, was the first passenger ship in the Mediterranean enabled to run on Liquefied Natural Gas. We also invest heavily in renewable energy. We have installed around 750 square metres of photovoltaic panels that to date produce 140 MWh of clean electricity per year, contributing to the reduction of 30 tonnes of CO₂ per year". "Speaking of the present, by the end of 2023 'Nerea', a ship designed specifically for the smaller islands, will join our fleet. It will also be equipped with a Lng/Diesel hybrid system, but in addition it will be supported by a state-of-the-art battery system that will also enable it to reduce fuel consumption and switch off the engines during port stops, reducing impacts on local communities. Finally, in 2024 we expect to inaugurate Elio's brother, Pietro Mondello, now under construction in Turkish shipyards, which promises even higher efficiency standards than the "first-born". ■



The Laurana ship moored in the harbour of the island of Vulcano. It is in service on the Naples-Aeolian line



From left to right Laura, Simonetta, Moreno, Monica and Mauro Martinez

Between colours and fun, a winning educational model

Le Garderie is a social cooperative that has been running crèches and kindergartens throughout Italy for 31 years. Nowadays it has over 400 employees

We are located on one of Sicily's most beautiful coastlines, in a city of art, archaeology and culture like Syracuse, home of Archimedes and of stories full of fascination and mystery like that of Dionysus, and this is where a child-friendly educational model, already present in 20 nurseries and preschools in Sicily and Lazio, has come to life. The story of Le Garderie Cooperativa Sociale Ets is that of the Martinez family. The founder Moreno came up with the idea in 1992 and today Le Garderie is a leading company in the management of socio-educational services for early childhood. It has over 400 employees around the various locations. It works with public administrations and privately, or by participating in calls for tenders, builds and manages facilities for children where everything is focused on their well-being and development: play becomes learning, including the experience of educational farms and outdoor education. All of this, too, so that parents can go to work

relaxed, knowing that their little ones are safe and having fun. Working alongside the president are his four children: Monica, who heads the design and development office; Mauro, who is vice president and responsible for quality and safety; Laura and Simonetta, who manage the "0-6" Neverland and Garderie educational centres in Syracuse. The fact that Moreno Martinez's project today is a winning result is obvious from his words. He pronounces them smiling as he watches the children play next to his wife, who is "the grandmother" to them: "I feel like the most important man in the world. This is because we take care of the children. We take care of the future". It has certifications and accreditations of all kinds, starting with the authoritative one from the Ministry of Education. "In Sicily, we are in almost all the provinces", Monica recounts. "To name a few, in addition to our offices in Syracuse, we are in Bagheria, Marsala, Ispica, Scicli, Modica, Rosolini, Cassibile, Caltanissetta, and Sora, where we manage all the municipal nurseries". Yet how does contact with these territories take place? And what is the cooperative's policy? "If we find that we cannot manage something to the best of our ability, we prefer not even to participate in competitions", the president emphasises, "because when we accept an assignment, we manage it by bringing our own brand, which has only one goal: the growth of children in a healthy environment, with qualified staff, high quality standards, healthy food, motor activities, modern classrooms and educational teaching that starts from a very young age". ■

Quality and motivation: key principles for success

TR Impianti, from Sicily to the whole country: a synonym for quality in the field of electrical installations for large-scale retail trade and industry since 2001

A company of excellence, whose core business lies in innovation and the development of new technologies and working methods, comes to life in the heart of the province of Catania. Born from the passion of its founder, Marcello Russo, in 2001 in San Giovanni la Punta, TR Impianti has increasingly established itself as a point of reference in electrical plant engineering for companies in the retail, service and industrial sectors. The sole director is Alessio Russo, a successful entrepreneur and son of the founder. This young man was able to carry on his parent's business idea, always launching new projects and creating a solid network of business partners. "A shopping centre, a factory, an industry contain a complex set of installations", explains the sole administrator, "we range from medium to low voltage, from electrical distribution to special installations. We operate throughout the country thanks to an insight of my father's: if, for whatever reason, there was a work slowdown in one region, we could balance that absence by working in a different one. Thanks to this method of organizing work, we have never experienced the term "crisis".

From its Sicilian headquarters, TR Impianti handles orders from national and international companies, with one common denominator: a policy of growth and business expansion. "The design is always carried out together with the customer", he continues, "following the format established by the customer but proposing technologically improved solutions.

The customer is followed through the entire processing cycle, from engineering and design to work execution and system testing". The company has teams permanently stationed in various parts of the country and consisting

of engineers, technicians and electricians. "The fact that customers continue to choose us and consistently entrust us with their business growth projects is a sign of the good work we do and our ability to always take on new challenges, keeping up with the times and working under the banner of innovation and sustainability. We have many business partners with whom we have always cooperated", continues Russo, "partners who, like us, believe strongly in sustainability and 'green'. We have also been working for years with structured companies that invest and believe in entities like ours, which are able to keep up with all the technological innovations of the moment". ■



Alessio Russo, sole director of TR Impianti



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medicine & technology

COMMUNICATION PROJECT CREATED BY **ANTONELLA MINICHINI**

Smarter medicine thanks to Ai and algorithms

Antonio Giordano, director of the Sbarro Institute for Cancer Research, reports: “We will get to diagnoses in oncology based on the original genetic traits”.

“**T**he correct use of Ai applied to oncology could bring an advantage in the fight against cancer. For example, in the detection of certain Dna mutations, the entire sequence of which we know”, explains Antonio Giordano, director of the Shro - Sbarro Institute for Cancer Research, Temple University, a centre of world excellence for cancer research based in Philadelphia, founded by the professor in 1993, which recently opened an office in Italy, in Turin. “Some genetic mutations are already present in many of the cells that are considered healthy and located in the vicinity of a tumour”, says Giordano, who is also professor of Anatomy and Pathological Histology at the University of Siena. “An algorithm made it possible to detect, using the innovative technique of spatial transcriptomics, the genetic changes in benign tissue. Ultimately, by perfecting the use of Ai we will be able to achieve early diagnosis based on the original genetic traits”. This in a landscape where research achievements have positively influenced the increase in life expectancy. “In the field of oncology, we can now study thousands of genes simultaneously and monitor their expression and consequences. This is crucial for tailoring therapies to the patient but also for the purposes of precision medicine. In addition, non-invasive diagnostic tests have been developed; for some cancers, liquid biopsy is used to monitor a disease through a simple blood sample, analysing the molecular characteristics of tumour cells or circulating Dna. The improvements are palpable”. And in this overview, Shro’s research on the identification of diagnostic, prognostic and therapeutic markers is making a difference. “By studying precise molecular alterations, new targeted therapeutic strategies can be identified, for example, for mesothelioma and lung cancer, whose aetiology is related



Professor Antonio Giordano

to exposure to environmental pollutants. It is no coincidence that for years I have taken an interest in the situation in Campania, better known as the “Terra dei Fuochi”, encouraging biomonitoring studies, in order to encourage clean-up activities and try to reduce the incidence of various pathologies”. Furthermore, Giordano adds analyses on the impact of nutrition and those on the new Sars-Cov2 virus. “Studies are only apparently unrelated: the ultimate and common goal is to improve patients’ quality of life and reduce the occurrence of severe diseases. ■

- Paola Cacace -

The visionary entrepreneur between innovation and vintage brands

Falqui and Zigulì have been part of Monetti Spa since July: the aim is to relaunch the brands with Vincenzo Monetti's innovative and sustainable vision

Monetti Spa is a successful pharmaceutical holding company that owes much to its founder and sole director Vincenzo Monetti. A dynamic and visionary entrepreneur who over the years has been able to seize opportunities for growth in the market and consolidate his position also through the acquisition of brands of excellence. Lastly, the purchase of Falqui and Zigulì in July 2023, was made possible thanks to the passion and determination of its buyer, who had long been determined to take over the iconic brands created between the 1930s and 1960s. Monetti immediately saw great opportunities in this operation: "We want to make these brands that have made history shine again", stressed Vincenzo Monetti. Zigulì lives on in the memories of many and also in those of the entrepreneur: "As a child, I used to ask my mother to take me to the pharmacy to buy banana-flavoured Zigulì, my favourite. Today I bought the brand and all the know-how behind it. A dream come true, a wish come true, a challenge I could not fail to take up. My mother, if she were still with me, would be very proud. Relaunching the brands, as early as 2024, means expanding sales channels, dusting off the logos, renewing the image, offering new tastes for a wider and more diverse audience, but without distorting or de-naturalizing their all-Italian tradition. In this regard, the entrepreneur points out: "We will deploy resources that will drive the revitalisation of Falqui and Zigulì". With this transaction, Monetti once again demonstrates its ability to seize market challenges and turn them into opportunities. This innovative

genius never stops and always aims to improve people's quality of life with his products. It has also made its pharmaceutical holding company a solid and cohesive group with qualified and motivated employees. He created a climate of trust and participation among his staff, valuing their skills and listening to their needs. Quite a charismatic and humane leader from whom to take example, he made his group a big family. ■



Vincenzo Monetti, founder and sole director

Diagnostic efficiency through technology

Dr Renato Morrone, who leads the Centro Vega and Centro Morrone, explains: “It is not cure but prevention that is the perfect mission statement for medicine”

“Clinical check-ups should not be done when you’re sick but rather when you’re well, in order to preserve the best possible health”, explains Dr. Renato Morrone, who heads a series of Diagnostic Institutes, often known as Centro Morrone, which include the Centro Vega, which focuses on radiotherapy and radiology; the N1 Nuclear Medicine Center, which focuses on radiology and nuclear medicine and laboratory; the Morrone medical radiology and physical therapy center, which focuses on physical therapy and outpatient management; and Biomedica, which focuses on laboratories.

“There is certainly a great technological advancement going on”, says Morrone.

“One of the latest innovations, as far as we are concerned, is the digital Pet, which allows us to make the use of other radiopharmaceuticals more sustainable, as this type of machine allows us to give 20 or 30 per cent less of them, multiplying their effectiveness”. There are two positive effects of such technology.

“Diagnostic efficiency and, above all, less exposure of patients to radiation”, explains the doctor, “however, we can say that the upgrading of our equipment is constant and all-round. For example, we have invested in

new technology with regard to various machines. Including those for brachytherapy, i.e. surface and cavity radiotherapy, for which we have equipped ourselves with ultra-advanced treatment plan processing systems”.

Among the techniques used by the Centro Morrone team is Dwb, by means of Mri, which aims to discover, in a single session the presence of malignant tumors throughout the body, the presence of malignant tumors as small as a few millimeters thanks to three-dimensional and panoramic reconstructions.

“Incredible but true, it is not cure but prevention and early diagnosis that is the perfect mission statement for medicine. This has been a central issue for at least 30 years only that when this medical center was headed by my father they would do X-ray examination to see, possibly, indistinct lung opacities and thus discover tumors that were centimeters, while research stepped up to intercept any abnormalities as soon as possible. For years we have been able to intercept millimetric formations. The problem is that there are no diagnostic paths, and no facilities, on the territory to systemise this technological and medical heritage”.

Dr Morrone is very clear. As the regional single booking center, becomes a reality, one has to think about how to make screening more efficient.

“The regional single booking center was created to cut waiting lists but it is undeniable that it will have to have a run-in period. It is also expected to remedy the now historical confusion in the management of prescriptions. Let me give a practical example. In cases of tinnitus, related to the sense of hearing, it is very common to prescribe a brain Mri with contrast medium. Well it is like telling a boy who has to study Luxembourg to look at the whole of Europe. One must therefore aim to be more and more precise for the sake of the patient and also not to clog up a system where time is precious”.

This challenge, in some areas, has also been met thanks to the

■ ■ ■ NEVER UNDERESTIMATE THE IMPORTANCE OF SCREENING

“Unfortunately, Covid has undeniably distracted attention from one fundamental thing: screening”. Dr Renato Morrone is very clear on the objective. “The advice, as a doctor, is to ask about the tests you can do to check your health. The prevention months help us with this: October, for example, was the month against cancer, November the month dedicated to men’s prevention mainly prostate cancer, bladder cancer and testicular cancer prevention but also of all diseases involving heart and skin, and January is the month for cervical cancer prevention”.



Dr Renato Morrone and Erminia Luserta

commitment of the associations. “As was the case with plaque sclerosis, and breast screening. Two areas where we have achieved maximum diagnostic efficiency. Now the challenge is to widen the range of action. In terms of breast screening, lowering the age of screening, as it is increasingly common to

have breast cancer at a young age. Or in the case of other areas creating a network that can act as an incentive for citizens to control themselves. We, in our own small way, do this by engaging, often by going down to the ground with sometimes alternative solutions. For example, for lung cancer, which unfortunately still lags far behind in terms of prevention, we have created an extensive medical history form to assess one’s risk rates”. ■

A health care chain to provide all-around patient care

With more than 60 facilities in Lazio, Campania, Veneto and Lombardy, Nefrocenter guarantees patient health by creating a state-of-the-art healthcare chain

With more than 60 facilities, it represents the first Italian group in the field of nephrology, dialysis and diabetology - between dialysis outpatient clinics, analysis laboratories, diabetology centers, cardiology, and radiology centers - distributed more in Campania, Lazio, also present in Veneto, Piedmont and Lombardy, the Nefrocenter group guarantees patient health by creating a cutting-edge healthcare chain structured by departments and pathologies, focused on research, taking charge of patients, and caring for them. In April 2023, Nefrocenter - Italy's first group focusing on quality healthcare staff and

the latest technology, founded in 2012 thanks to a vision of Giovanni Lombardi from the spin-off of a health care multinational - acquired the Rome American Hospital.

This totally private hospital is connected to the Rsa Longoni, which has 80 beds and is accredited with the National Health Service. With more than 170 beds, the Rome American Hospital has a coronary unit, seven operating theatres per speciality, a dialysis centre, state-of-the-art wards, and an intensive care unit, the jewel in the crown of the facility, usually absent in private clinics.

"We have agreements with nephrology and diabetology centers", explains Margherita Lombardi, board member of Nefrocenter group, "The centers are located between Campania, Lazio, Piedmont, Veneto, and Lombardy, and there are currently active public-private partnerships in Veneto, Lombardy, and Piedmont soon in other regions. An important part of our mission is to connect existing structures by



One of the rooms in the diagnostic department of the Rome American Hospital



Margherita Lombardi, board member of the Nefrocenter group and managing director of La.Fa.Re Farmaceutica

creating a healthcare chain. We started in Campania, a region with very high numbers of chronic diseases and, to date, we have over 60,000 patients in our care'. State-of-the-art equipment is also the flagship of the Group.

"We boast state-of-the-art machinery that provides immediate and precise answers. We have recently remodelled the entire haemodynamics block, the preventive cardiology block and the radiology block, with the support of highly qualified staff and doctors, with large investments in state-of-the-art, high-performance equipment. The vision of Nefrocenter is a circular overview, aimed at making the health process a virtuous one to support our patients. That is why we focus so much on prevention and research. Our goal in the area of research is to be able to carry out the visions we are putting forth, to expand our synergies, to get to the point where we can offer our patients tools for wellness. Joining the group between 2018 and 2019, La.Fa.Re. Farmaceutica, a pharmaceutical manufacturing company,

■ ■ ■ COMMITMENT TO RESEARCH

Nefrocenter Research was established in 2016 to study the enormous amount of clinical data in the area of the effectiveness of nephrology, diabetes and cardiology care. The presence of more than 60,000 patients allows for a cross-sectional focus on these diseases. Nefrocenter Research has initiated telemedicine projects and is working on projects on predictive care algorithms for which Dr Giuseppe Lombardi is responsible. "Our work", he explains, "is the analysis of data, the digitisation of processes and the creation of predictive algorithms, supported by artificial intelligence, which are fundamental in the effectiveness of treatment processes. In recent years we have initiated research and cooperation projects with the Nrc, the Federico II, La Sapienza and Vanvitelli Universities. We are investing heavily in nephropathic, cardiological and diabetological diseases. Our focus is chronicity".

is positioned across this entire health care landscape. "There is an opportunity", Lombardi continues, "to create a unique supply chain in the design of products to support the needs of our patients. We can create ad hoc products, targeted for health and market demands, in order to provide all-around patient care. Compared to many private companies, our group offers a linearity of design. We are like a human triage, we listen to the patient's need, we take care of the patient's health need by addressing it professionally and efficiently and monitoring progress. We start with prevention and arrive at the delivery of treatments that can guarantee their effectiveness". ■

Three working tables to design the new healthcare

As part of the “Net-Health” project, Ls Cube presented some interesting data from the survey conducted by Youtrend/Quorum



The project, whose work is being hosted by the Parliamentary Intergroup on “Innovation and Sustainability” co-chaired by senators Francesco Zaffini and Daniele Manca, relies on scientific partners such as the Università Cattolica del Sacro Cuore in Rome and its spin-off, Altems Advisory, as well as the Luiss Business School’s Welfare Observatory, and is carried out with the non-binding contribution of Exact Sciences, Gilead Sciences, Roche and Sanofi.

The survey was submitted to parliamentarians, regional councillors and citizens in 2023. Three main topics were developed: accessibility of care and organisational efficiency, investment-financing areas of the NHS and digitisation. Technical documents will be drafted by three working tables, led by the scientific partners.

“The healthcare of the future”, commented Mauro Marè, professor of Financial Science at the Luiss Business School and scientific coordinator of the working group, “will be compatible with universal care only if there is a radical recovery of efficiency in a context of unchanged effectiveness. Therefore, the working table will focus on redefining how the NHS is financed in the logic of public-private partnership to ensure its sustainability, equity and universality.

All of this within the logic of public finance serving the health of all citizens and therefore being more ethical”. ■

- C. M. -

Prevention and strengthening of territorial medicine are the two priority areas for citizens (32% territorial medicine and 30% prevention) and decision-makers (parliamentarians 69% for territorial medicine and regional councillors 50% for prevention). Yet, while 70 percent of the population says they have no particular problems contacting their primary care physician, 69 percent of them say they are very concerned about not being able to afford health care when needed.

These are just some of the data emerging from the survey presented by Ls Cube, a law firm with more than 25 years of experience in the life science sector, prepared by Youtrend/Quorum for the “Net-Health - networked healthcare 2030” project and aimed at creating a platform for discussion and sharing of ideas, issues and points of view from all players in the healthcare world.



Health within everyone's reach



ISTITUTO
DIAGNOSTICO
VARELLI

The beauty of medicine: helping the patient get well

Founder of the Scalera Clinic and the Keiron Institute, Giuseppe Scalera explains: “To be a good surgeon, it’s not enough to be good with a scalpel”

“**A** doctor will always be a doctor. In fact, to be honest, I sometimes believe that what makes the difference more than the training is that inherent desire to want to help people. To make them better. And at a time in history when human frailty is more widespread than ever before, the challenge is to take charge of the patient and lead them by the hand to be the best version of themselves”. The speaker is Giuseppe Scalera, a surgeon specialized in general surgery who deals with bariatric and plastic surgery and heads the Scalera Clinic and the Keiron medical centre. “Undoubtedly these kinds of challenges represent both the good and the bad of the profession. Sometimes one mistakenly thinks that the surgeon begins and ends with the scalpel but in reality the constant thought is to cure, to heal. And so it is wonderful when you see someone feeling good and smiling again. Yet, of course there are dark moments when science and medicine are not yet advanced enough to be useful”. Mr. Scalera is speaking as a surgeon, who has seen it all a bit in his professional life, doing a wide variety of surgeries. Roughly counting them we are talking about more than 10,000 general and bariatric surgeries and more than 3,000 plastic surgeries for a career that began thanks to his fighting spirit. “To be honest, it was passion that guided me”, Scalera continues, “My family was doing something else entirely, my father was a big name in the world of Italian footwear, but although I learned from him the importance of rolling up one’s sleeves my desire was always to be a doctor. Yet a doctor is nothing without a healthy curiosity, and the desire to learn as much as possible. So in addition to Naples, I also trained in surgery in the Netherlands and

Paris. In fact, I worked in both Amsterdam and Basel. And then especially in France where I worked for years having some of the most formative experiences of my career”. Indeed, it was in Paris that Professor Scalera somehow became the “surgeon of today”. “During my specialisation I moved a lot. However, sometimes having an overview, even years later when you are somewhat focused on certain types of interventions, helps you think about the all-around health of the patient. And this is never a bad thing”, says Scalera, who after a dozen years in France returned to his homeland, and to Campania in particular, in the early 1990s, between Caserta, at the San Luca clinic, and the Bosco and San Paolo hospitals in Naples, with experience at the local university polyclinics. The idea to create something more was born during this period, however, and so first the Keiron Institute and then the Scalera Clinic was born, where teams of physicians deal with everything from laparoscopic bariatric surgery to plastic surgery to laser therapy and beyond. “That’s without forgetting medicine aimed at weight loss. I am convinced, in fact, that the good surgeon is not the one who is only good with the scalpel but the one who helps the patient in a comprehensive manner. That is why in some cases a careful dietary investigation and ad hoc therapy is essential. Whether it is followed by surgery or not depends on the individual case. Of course there has been no shortage of patients who have been real challenges, some even weighing 200 kilos”. However, the use of innovative techniques is the panacea found by Scalera and his team. “Such as high-definition liposculpture, the latest frontier of non-invasive body reshaping, thanks to cutting-edge devices such as Vaserlipo or Renuvion J Plasma that allows the body to be transformed by turning back the biological clock”. ■

■ ■ ■ A FUTURE THAT STARTS WITH EDUCATION

“My parents were involved in something else entirely. Specifically footwear. So, I did not follow their footsteps”, says Dr Giuseppe Scalera, “and that is why I can assure you that training makes a difference. When I was a boy, in my case going abroad was essential, but of course it is not always possible. That is why, in our relationship with young doctors, we are always open to discussion, to help them grow professionally. And at the same time to ensure that patients will in future have doctors with all the knowledge they need to take good care of them”.



Dr. Giuseppe Scalera, founder of Scalera Clinic and Keiron Institute

Basilicata

COMMUNICATION PROJECT CREATED BY **GIANPAOLO MARETTO**

Innovation investments for Sme-s in Lucania

The president of Confapi Matera, Massimo De Salvo: “Call for the valorisation of local patents to face new challenges”

“**S**mall and medium-sized companies in Lucania, with their resilience and entrepreneurial creativity, are fundamental to the region’s economy, generating employment and contributing to sustainable development. It is crucial that, at a time of uncertainty, they receive support and protection, especially in light of the concern for the future in a climate of international tension. We are confident”. The speaker is Massimo De Salvo, president of Confapi Matera (representing 500 affiliated companies with 14 thousand employees) who launches an appeal to Sme-s and institutions to face the future with determination.

“Facing the challenges of 2024”, he emphasises, “will require a joint effort by entrepreneurs, institutions and the society as a whole. Solidarity between companies and cooperation with the authorities can create a favourable environment for economic recovery”. In this regard, De Salvo emphasises a political aspect. “Basilicata was excluded from EU ‘Objective 1’ aid because of the regional Gdp influenced by multinational oil companies and the presence of the Stellantis automotive plant in Melfi. We believe it is important to take this factor into account and to consider the specificities of local businesses when formulating economic and development policies”. At the same time, he emphasises what he sees as the strategic recipe: the crucial importance of investment in innovation and the valorisation of local companies’ patents. “Businesses in Matera and Basilicata”, he continues, “are inevitably feeling the impact of geopolitical tensions in global markets, with a reduction in consumption and investment. It is crucial”, adds De Salvo, “that they adopt innovative strategies to overcome the current difficulties and prepare for the future”.



Massimo De Salvo, president of Confapi Matera

De Salvo points out that local companies boast numerous patents that deserve to be exploited. “Through research and development of new solutions”, he says, “a winning strategy can be created to meet present and future challenges”. The economy of the Matera region and the Lucania region is based on a business network composed mainly of small and medium-sized enterprises that form the backbone of the economic system. Matera, a Unesco heritage site, attracts tourists from all over the world thanks to its rich cultural heritage, with the Sassi in the first place. “The city”, he points out, “has become a major tourist destination, contributing to the region’s economic growth. In addition, the Jonian coast of Matera, but also the Tyrrhenian coast in the province of Potenza, attract tourists, contributing to Basilicata’s Gdp. This sector represents an important source of income for companies offering services and products related to coastal tourism. Tourism”, he concludes, “is worth in absolute numbers as much as the construction sector and 1/4 of the industry sector. In the province of Matera, the figure is even higher”. ■

- Pierantonio Lutrelli -

The idea incubator that accelerates business growth

Lucania's Exeo Lab is an innovation hub promoting transnational cooperation and sustainable progress

Exeo Lab Srl, a company with headquarters in Potenza and European roots, has established itself as a major innovation hub, creating profitable opportunities for companies and investors. Founded in November 2017 by Anna Maria Gentile and Nicola Vita, economics graduates and respectively Ceo and head of International Projects Area, Exeo Lab has become an incubator of ideas that accelerates companies' production processes. "Our aim is to develop projects in cooperation with companies, universities, institutions, schools and Ngo-s to contribute to the design and testing of innovative tools and methodologies for the sustainable development of local areas", explains Ceo Anna Maria Gentile. Exeo Lab has consolidated its reputation through significant partnerships, including a framework agreement with the global giant "Coca Cola Hbc Italia". This important partnership has helped position Exeo Lab as a leader in raising financial resources for businesses. Thanks to the international vision of its founders, Exeo Lab has acquired a solid global reputation, becoming a benchmark for transnational cooperation. "Currently", explains Nicola Vita, "we manage around 40 research and development projects of innovative practices involving Sme-s, institutions and universities. We work with over 150 organisations across Europe on a daily basis, and at the end of 2023 we will meet at the second Efen Annual Event, an international network we created last year that now brings together over 80 organisations from the old continent and beyond. The aim", he concludes, "is to facilitate cooperation on highly innovative research projects".

In addition to its commitment to

entrepreneurial innovation, Exeo Lab stands out for its active involvement in promoting labour and social inclusion. "We are able", Gentile emphasises, "to bring third sector organisations together, creating a network between them and the institutions to turn ideas into concrete projects at regional level".

Furthermore, Exeo Lab is committed to sustainable development and the circular economy, acting as a business accelerator that combines state-of-the-art organisational models with well-structured support programmes. Its ability to mobilise high-level expertise enables companies to achieve satisfactory results in the shortest possible time, thus ensuring efficiency and effectiveness. ■



Anna Maria Gentile and Nicola Vita, Ceo and head of International Projects Area of Exeo Lab

Passion and vocation to breathe new life into the past

35
years

Nei Restauro di Genzano di Lucania celebrates its commitment to preserving Italy's historical and cultural heritage



Donato Nei with his son Pasquale

Recently celebrated its 35th year in business, Nei Restauro e Costruzioni is a company based in Genzano di Lucania in the province of Potenza that deals with archaeological excavations and monumental restoration, with a workforce of 25, including an architect who acts as technical director of restoration and an archaeologist who acts as technical director of excavations. The business was founded in 1987 by Donato Nei, who for many years now has put his experience to work in support of his son Pasquale, director of the family business.

"In these 35 years of activity", explains founder Donato Nei, "we have always worked with passion and humility. Among the many things I am proud of is having obtained registration in the builders' register in the Soa Og2 category, which allows work on listed historic buildings. While the Os 25 certification qualifies us to carry out archaeological excavations on sites of cultural interest". Restoration is in fact present in historical and archaeological sites of great national interest. Even during the pandemic, the company's

activities were non-stop. "There are many works", Pasquale Nei explains, "where we have had the honour of being involved in the last two years: in Basilicata, at the Venosa Castle and the Lagopesole Castle, in the province of Potenza, and at the Ridola Museum in Matera. In Apulia, however, we have worked in Castel del Monte and the archaeological park of Ascoli Satriano. Of particular importance", he adds, "are also the works at the Convent of San Francesco a Ripa, where St Francis of Assisi stayed, as well as at the Imperial Fora in Rome, where the company is still working". Recently, Nei Restauro also started a construction site in Pompei where it will restore the Fontana Piccola - Regio VI. "I must say with great pleasure", Pasquale Nei points out, "that this is a dream come true. Those who do our work and are from the South cannot fail to be struck by the beauty contained in those timeless excavations at the foot of Vesuvius. I am also very pleased that we are working where Romulus laid the foundation stone for the building of Rome. It is", he concludes, "a true encounter with the past". Commendable results, those achieved by Nei Restauro, which is increasingly establishing itself as an all-round company in the sector. In fact, it was also recently awarded a contract under a framework agreement for excavations and archaeological assistance for roads throughout central and southern Italy. In previous years it has also taken charge of the works of the Etruscan Arch of Perugia (whose restoration was financed by Brunello Cucinelli, the king of cashmere); the Pienza Cathedral in the province of Siena and the City of Utopia at Campomaggiore in Basilicata. ■



Roman Forum: functional restoration work and archaeological investigation of lapis niger

Leader in responsible inert mining

55
years

Tomasillo Group owns two quarries, in Balvano and Tito, which extract dolomite and limestone materials respectively

It is confirmed as a benchmark in the civil construction sector to meet the needs of major infrastructure projects. We are talking about Tomasillo Group, a Lucanian company based in Potenza, which owns two quarries - located in Balvano and Tito - that extract dolomite and limestone materials respectively. High quality and environmental protection are the focus of the Tomasillo Group - led by Ceo Rocco Tomasillo and his brother Adriano - throughout all stages of inert material production. "The company", explains the Ceo, "adopts high standards and uses state-of-the-art machinery to ensure the production of the highest quality inert materials. Both the crushing and the selection of the materials take place with care, guaranteeing a final product with homogeneous grain size and purity.

"The materials we produce", he adds, "are Ce-certified and designed to meet all kinds

of needs, from small construction sites to large building infrastructure works". Products from the quarries include breccia, risotto, crushed sand, normal sand and aggregates in general. Each material has specific physical characteristics for different uses. The Balvano quarry, the largest in the province of Potenza and in the Salerno area, extracts dolomitic materials of excellent quality used in various processing industries, such as concrete, bitumen, iron&steel and glass. Tomasillo Group also supplies materials for important infrastructure projects, such as the construction of roads and motorways. To ensure the handling and transport of materials, the company has a fleet of around 20 large vehicles, including mechanical shovels, excavators, dump trucks and bulldozers. The company is attentive to environmental sustainability; in fact, its fleet is low-emission, meeting the Euro 6 standard. The Tomasillo Group currently employs 18 people and achieves an annual turnover of around € four million. The company expects to play a major role in the coming years, supplying materials for large infrastructure projects financed by the Nrrp, such as the high-speed railway that will connect the southern part of the country. Tomasillo Group constantly implements environmental compensation works. For every tree cut down, the company plants three more, thus contributing to the preservation of the environment. ■

In the middle Rocco and Adriano Tomasillo with their staff



Specialists in prefabrication and renovation

Piero Rossi & C. Srl of Francavilla in Sinni stands out for the quality and high added value of its expertise

Piero Rossi & C. Srl, founded as a sole proprietorship in 2001 and based in Francavilla in Sinni, in the province of Potenza, has established itself in the field of prefabrication of reinforced concrete products. Founded in 2008 by its eponymous founder, the company has made great progress over the years, consolidating its market presence over time.

Specialised in the production of prefabricated components for road infrastructure, sports facilities and cemetery works, the company works to order throughout Italy. What makes it stand out in the market is its ability to produce both the design and the required artefact outside conventional standards.

Thanks to its vast experience and expertise, Piero Rossi & C. is able to successfully tackle any work of exceptional dimensions, scrupulously following the designs provided by its clients.

With a team of eight employees highly specialised in the prefabricated building sector, Piero Rossi & C. also employs external professionals, such as construction engineers with master's degrees, to ensure the highest quality and precision of their products.

Looking to the future, the young owner - 42 years old, following the family tradition - has ambitious goals: "Our intention is to conquer

new market portions", he says. "We are constantly competing with ourselves, driven by the will to constantly improve". In an effort to keep the company competitive, Piero Rossi has recently invested by obtaining several certifications such as Uni Iso, Ce marking and Soa certification in the Os 13 specialist category.

These awards testify to the company's commitment to quality and compliance with industry standards, confirming its reputation for excellence in the field of prefabrication.

Since 2018, Piero Rossi & C. Srl has expanded its activities to include the renovation of housing in the private building sector. By offering a turnkey service, the company has adapted to the needs of the market, providing complete, customised solutions for the transformation of living spaces. ■



Profiles and accessories for floor and wall coverings

Franjerplast offers a wide range of building products, guaranteeing fast delivery and personalised service



Pietrangelo Croglia with daughter Erika

Franjerplast is a company specialised in the production and distribution of profiles and finishing accessories for floor and wall coverings.

Founded in 2000 by Pietrangelo Croglia, an experienced tiler and flooring installer, the company is located in its factory in Baragiano Scalo, in the province of Potenza. Thanks to its experience in the construction industry, Franjerplast has evolved by offering technical support and advice to its customers. The company is known for creating profiles and accessories made of various materials, including Pvc, aluminium, brass and stainless steel. These products are specially designed to meet the changing needs of the construction market. Franjerplast is committed to offering innovative and high-quality solutions for professionals. The range of products available immediately is extensive, the profiles and levelling systems are manufactured in-house, ensuring total quality control. In addition, the company also supplies other building supplies, offering tile and building material dealers everything they need. Franjerplast's team of eight highly qualified units is supported by a network of representatives throughout the country, ensuring a fast and satisfactory service for customers. ■

■ ■ ■ **Basilicata** ■ ■ ■

An oasis of peace and well-being in the Lucanian hills

At the picturesque Tenuta Croglia, the magic of lavender is a sensory experience that regenerates mind and soul

Nestled in the hills of Baragiano, in the province of Potenza, is the picturesque Tenuta Croglia, a magical place that offers peace and wellbeing. Pietrangelo Croglia and Lucia Suozzo, inspired by the motto "Drawing wealth from our poverty", have created a splendid lavender cultivation on one hectare of land, transforming their lives and offering an extraordinary experience to visitors. With thousands of lavender plants that turn into a sea of lilac colours during the months of May and June, Tenuta Croglia enchants the senses with the beauty and fragrance of the flowers. The property offers multiple opportunities, from photography to event organisation. Walks through the lavender fields create a peaceful atmosphere, while the recreation area with hammocks and swings offers moments of relaxation. The ecologically furnished picnic area invites you to an

immersive experience of nature. Tenuta Croglia also offers wellness services such as shiatsu massage, yoga and sensory gymnastics, which regenerate body and mind. Products derived from lavender, such as scented soaps, essential oils and candles, capture the essence of the plant and allow you to take a piece of this wonderful experience with you. ■



Marche

COMMUNICATION PROJECT
CREATED BY **PAOLO MARCANTONI**

A region more open to the world

The cohesion agreement with the government is worth €532.5 million, most of it in support of infrastructure projects. The governor of the Marche region, Acquaroli: “Let’s come out of isolation”



Francesco Acquaroli,
president of the Marche Region

The president of the Marche Region, Francesco Acquaroli, spoke of “an epoch-making day” as he signed the cohesion agreement with Prime Minister Giorgia Meloni, which unlocks €532.5 million between the resources of the Fsc 2021-27 (around €333.6 million), which are earmarked for infrastructure works, and the resources of the Fondo di rotazione (€154.3 million), earmarked for businesses, tourism, culture, social inclusion, education and training.

“The Marche region will be able to cope with some of the many emergencies and priorities, which are fundamental for socio-economic and infrastructural development”, the governor emphasises. The agreement with the government came a few weeks after the activation of the routes to Rome, Milan and Naples in territorial continuity, the winter flights to London, Brussels and Catania operated by Ryanair, a company with which an agreement was signed to implement new international routes over the next five years should make Ancona International Airport an important hub in the Marche region's logistics system, which has few equals in Italy: airport, port, freight village, railway and motorway in a space of just a few kilometres are a central

and strategic intermodal hub for the Marche, working in an integrated manner, so as to begin to emerge from the infrastructural isolation that has contributed to distancing the region from those driving the country's growth.

The objective also includes the strengthening of east-west connections, starting with the Orte-Falconara railway line, the Fano-Grosseto Strada dei Due Mari with the unblocking of the Guinza Tunnel, the Salaria and the Pedemontana, and those along the coast, with the third lane of the A14 in the direction of Abruzzo and the high-speed railway, the intermodal system and the slip roads.

“Regional manufacturing goes up, our products are appreciated worldwide. We must continue to support this trend”, says Acquaroli. This is confirmed by the export figures for the first half of this year, with all the main sectors of the regional economy growing more than the national average, and the positive results of tourist flows in the first eight months of the year: +7.9% of foreign tourist arrivals, “confirming that the policies of internationalisation and investment in connections are going in the right direction”. ■

- Michele Romano -

Towards post-consumerism, here is the plastic of the future

Olians Plast: from distributor to manufacturer and reference point for top fashion brands. Olivieri: “Let’s reintegrate waste with a view to a circular economy”

“**P**lastic is an extremely intelligent material, capable of continuous regeneration. It pollutes those who throw it away without respect for the environment”. Anselmo Olivieri is the founder and Ceo of Olians Plast: behind his words are 40 years of work in the plastics sector, which have enabled him to develop important skills, thanks also to strategic partnerships with fashion companies, which since 2007 have merged into his company. The constant commitment to thinking of alternative products to those made to date through the use of fossil materials, and the importance of the circularity of the supply chain, have led Olians Plast to obtain Grs certification in Tpu, the first in Italy, with its Olifour: polymers obtained from the recovery of pre-consumer

waste and ennobled to give life to new raw material, certified, useful to companies in the luxury/fashion sector to produce new footwear and accessories. The Marche-based company cooperates with research centres, such as the University of Camerino, where it supports the degree course of “Environment and Sustainable Management of Natural Resources” with scholarships, strengthening the school-to-work knowledge exchange. However, Olivieri’s vision is much broader, so much so that the production of polymers is the final piece of his business model, aimed at raising awareness in a constantly evolving sector: “Nowadays we represent a point of reference for dozens of companies to which we provide services and advice in the field of applied chemistry”, explains the entrepreneur, for whom “courage is needed to change current behaviour”.

So these are the new challenges for Olians Plast: moving from the use of pre to post-consumer waste, working on the creation of an eco-designed product, decreasing the multiplicity of materials used (up to 30 in a shoe), to the organisation of a supply chain capable of recovering the product by renewing its life cycle. ■



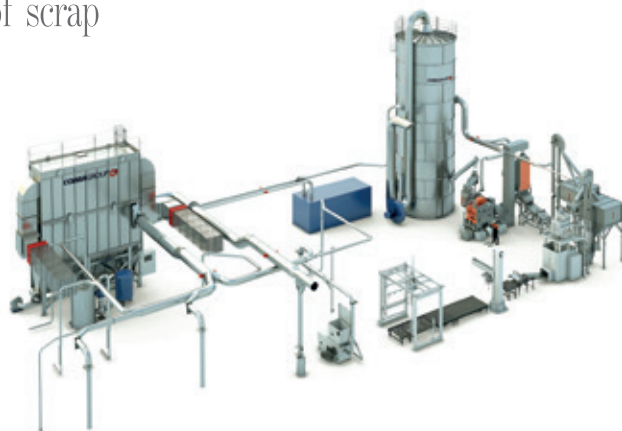
The staff of Olians Plast

We are a source of... aspiration

For over 30 years, CoimaGroup has been offering customised solutions for painting and processing and reuse of scrap

CoimaGroup saw the light in the early 1980s in Fano, in the province of Pesaro and Urbino, in a predominantly manufacturing district that is recognised worldwide as a leader in the production of machinery for industrial processing and furniture manufacturing. Aspiration, filtration and storage, biomass heating systems and industrial painting systems are the focus services. In addition, through experience and expertise gained over time, the treatment of residues from processing metal, plastic and other materials, the design and installation of painting systems and industrial heating systems have also been added.

"The decision to build large vacuum systems", emphasises CoimaGroup Ceo Massimo Paci, "was a significant and stimulating challenge for us, and the large size of our products combined with customised design with the



customer is our added value". These solutions are only possible thanks to in-depth studies of the customer's production requirements, with the company's in-house team following the entire request from design through installation of the system to final testing and service. ■



Paper between history and innovation

Tipolitografia Fabrianese: specialising in publishing and commercial printing

Fabriano, the home of paper known and recognised throughout the world, is the natural home of Tipolitografia Fabrianese, a leader for more than 30 years in the design and offset and digital printing of manuals and instruction booklets, colour catalogues and books, and the main contact for major European manufacturers of large household appliances. Operating in a large, modern facility, it offers customers high quality services and products with full respect for the environment, continually dedicated to research and experimentation for customised solutions. Goals are achieved by constantly training their employees: "With a view to continuous improvement and the desire to grow", explains general manager Alfredo Oliveri, "our philosophy focuses on environmental sustainability and the utmost attention to nature conservation, which has resulted in the purchase of a new 5-colour off-set printing press and others for digital printing". Since 2018, Tipolitografia Fabrianese has



New 5-colour off-set printing press

opened two new production units: Rotographic, also in the city of paper, for contract packaging and Tlf Polska, Jelcz Laskowice in Poland, for manual printing, kitting and contract packaging. ■

Boosted automation and increased supply for the European market

The evolution of Top Ruote, a distributor of alloy wheels and tires, comes to fruition with the new 4.0 warehouse in Civitanova Marche

Top Ruote is a company specialised in the distribution and trade of alloy wheels, accessories and complete wheels. It is led by Marco Monti, who has a degree in mechanical engineering and a very innovative vision for his business, drawing on the experience gained from the family business that has always been active in the tyre sector. The future has already begun: transforming what is now a benchmark in the sector into a 4.0 company, which makes logistics its main asset not only to improve the quality of services to customers, but also to grow in Italy and Europe, "so that in the medium term sales are equally divided between the two markets". The investment for the new site, in the industrial area of Civitanova Marche, is more than € 1 million and represents a novelty for the alloy wheel sector: a fully automated vertical warehouse, where the wheels will be handled directly by a stacker crane, and the complete integration of the downstream and upstream purchasing and sales process is planned.

"It means that we have optimised warehouse space, doubled the speed of service, reduced errors and above all further increased the safety standards of our employees".

In the vision of what Top Ruote should be, Monti also addressed the issue of price: nowadays the company is the official distributor (also through e-commerce, ed.) of all major alloy wheel brands, with a share of almost 50 per cent of the turnover. "We want to grow especially in this product segment", anticipates the entrepreneur, "but without being subjected to the price positioning imposed by the big manufacturers and by protecting the sales chain, which starts with the distributor, continues in the workshops and ends with the motorist". These goals were achieved with the acquisition of the MiM and Tecnomagnesio brands, which offer a product with an original design and made in Italy, protecting the sales chain and transferring know-how to partner workshops, "to enable their professional and economic growth" with new b2b tools designed specifically for them. ■

Marco Monti, Ceo of Top Ruote



circular economy

COMMUNICATION PROJECT CREATED BY **ANTONELLA MINICHINI**



Italy on top of the industry

Ours is the country that gains the most points in comparison with the major European economies. Consumption that favours reuse is on the rise

Italy tops the circular economy ranking in comparison with the top five economies of the European Union - France, Germany, Italy, Poland and Spain - by evaluating seven indicators: waste recycling rate; rate of material utilisation from recycling; resource productivity; ratio of waste production to material consumption; energy portion from renewable sources on their total energy consumption; repair; land consumption. This is stated in the fifth "Report on Circular Economy 2023", which was prepared by the Circular Economy Network with Enea and the patronage of the Ministry for the Environment and Energy Security and the Ministry of Enterprises and Made in Italy.

Italy scores 20 points, followed by Spain with 19 and France with 17, while far behind is Germany with 12 points and Poland with 9 points. Driving Italy's score are the high percentage of waste recycling, resource productivity and, in equal measure, the rate of circular material use and the portion of renewable energy. France, on the other hand, excels in the rate of circular use of materials and repair of goods, but is at the bottom for waste recycling.

The Report specifies that the waste recycling rate in 2020 was 53% in Europe and 72% in Italy, which has one of the highest recycling rates in the European Union. As for the rate of material utilisation from recycling, defined as the ratio of circular material use to total

material use, it was 11.1 per cent in the EU in 2021, down 0.1 per cent from the previous year, and in Italy there was also a decrease of 2.2 points to 18.4 per cent.

The goods repair indicator analyses three aspects: number of enterprises, turnover and number of employees. In 2020, Italy, with almost 24,000 repair companies, is the third largest economy in Europe. In the last ten years, however, the number of companies in the sector has decreased by almost 10 per cent.

Over the past year, circular economy policies have evolved significantly, both at European and national level, and the difficult international context has made the need for Europe and Italy to accelerate the transition to the circular economy even more evident, also for geopolitical reasons. At the national level, Italy has adopted two important strategic and policy documents: the national strategy for the circular economy and the national programme for waste management.

Fundamental to the development of the circular economy is also consumer behaviour, which was analysed by a study by Cen and Legacoop in cooperation with Ipsos, included in the Report. In the last three years, both renting and leasing have been services used by a minority of the Italian population. The prospect towards more circular consumption patterns is, however, consistently increasing. ■

- Antonella Lanfrit -



Giovanni Paone, president and CEO of Miri Spa

Differentiating business for a green future

Giovanni Paone, Miri group: “Our strength is to be able to adapt to market changes, thus ensuring constant and organic growth”

“If there was a company for all seasons, perhaps that company would be the Miri group”. Engineer Giovanni Paone, president and CEO of Miri Spa, a company founded in Naples at the end of the 1960s, speaks with full knowledge of the facts. Over

the last few decades, the company has grown steadily from a sole proprietorship to what is now a joint-stock company operating in a wide range of sectors: from railway construction, revamping and maintenance of rolling stock to aeronautics; from construction, with a focus on green building, to civil and industrial plant engineering. Without disregarding areas such as research and development, training and tourism.



■ ■ ■ EXCELLENCE WITH A SEA VIEW

From the railway sector to the photovoltaic sector to tourism, in which the Miri group has excelled for years. So much so, that in 2021, the renovation of the historic Hotel Miramare began. “This choice tells a bit about our pride in being Campania and our true mission: to make room for quality and beauty”, explains Paone, who also has to his credit the creation of that excellence of tourism and catering that is Palazzo Acampora, on the Amalfi Coast in Agerola. “We want to bring that excellence to Villa Miramare as well, as it should be, with a starred touch as far as food is concerned”.

the railway sector, both for new rolling stock and for their maintenance and revamping. The turning point came in 2007, when Paone, who in the meantime had worked as a manager in companies of national importance, completed the generational transition and a team of managers entered the company, ready to adapt what was already excellence into a large group that looks to the future and that has gone, considering the numbers, from a turnover of €500,000 at the time to around €40 million today.

“Differentiation”, explains Dr Giuseppe Valentini, Cfo of Miri Spa, “was the key in some ways. And so, to this day, a company that focused on plant engineering builds trains, so much so that it is one of the main partners of Hitachi Rail Sts Spa, Trenitalia and many others. We also provide after-sales service to clients, whether in Europe or the rest of the world”. Other entities would have stopped. However, with its unique vitality, Miri set up Mcq Srl, now a wholly-owned subsidiary, in 2018, allowing the group to enter the world of energy efficiency and photovoltaics in particular.

“We love to think that we are the ones who give energy to the Campania railway network every morning”, says Paone, “thanks to the trust of Eav Srl, which entrusted us with a project, showing that we are, to say the least, in the vanguard, to deliver a completely upgraded network in 2031, thanks to 50 photovoltaic systems and relamping, which will give hope for a more sustainable future. After all, the road to the future is extremely green. Whether the focus is on the environment or on the generational issue, or from the perspective of business and the resulting competitiveness on the global market”.

And from what was more or less a one-off project Miri expanded its business by carrying out jobs all over Italy. “And that’s not all. The passion for green has led to the birth of Aircodue in 2020”, says Valentini, “an innovative start-up that wants to raise the bar of sustainability even higher through innovation and patented solutions. And almost at the same time, a training company, Sophia, was also born, first intended only for our employees and then becoming a high-profile entity that does not want to follow fashions but the real needs of a rapidly evolving market”. ■

“Indeed, we have been distinguished in recent years by our ability to adapt to changes in the market, differentiating and expanding our business while maintaining our values”, says Paone. “This has ensured our constant and organic growth. And so our past has proved to be an excellent basis for building a vision of the future, facing new challenges day after day with the enthusiasm of those who are driven by passion”.

The story that Paone tells is that of true Italian entrepreneurship, made up of ingenuity, hard work and projects. Yet mostly made up of people. “Starting with my wife’s father, who founded the company by first focusing on plant engineering, both civil and industrial, and then, in the 1980s, turning his business towards railways. Nowadays we are one of the main Italian operators in

Artfully crafted boxes as treasure chests

Michele Liguori accompanies his sons in the generational transition of the historic Scatolificio San Maurizio in Carinaro: “Thanks to them the company is looking to the future”

“**T**he box, if done artfully, is somewhat the commercial equivalent of the treasure chest. It protects the product and at the same time tells its quality, bewitching the buyer and sometimes speaking to his subconscious. For example, someone who buys a pair of shoes and comes home with a nice box will remember a more pleasant shopping experience”. This is Michele Liguori, Ceo of Scatolificio San Maurizio, which started its history in Carinaro, in the province of Caserta, in 1974 with the very first box dedicated to the world of footwear. “This story started with my father, and I am now entrusting it to my children: Salvatore manages customer relations, Enrico follows production, and Ludovica takes care of administration. So, these are three of the most important sectors of the business and they are determined to take San Maurizio to a much wider market. And Gianluca, the youngest of the family who, being nine years old, is obviously not yet in the company but is already very interested in this world. On the other hand, the generational transition is a challenge and an opportunity. I like to think that there are different stages of life. I had my experience bringing a breath of fresh air into the company years ago, now my job is to enable my children to do the same. I advise them when they need it, but above all I give them the utmost trust because the real look to the future is theirs, certainly not that of my generation”.

Liguori's is a clear view of the generational transition that has transformed his father's business from a company spread over a few hundred square metres to the current company that has a production that covers 5,000 square metres and meets the needs of customers from many different sectors. “My father ultimately did what I am doing now. Once I realised that box-making was in my Dna, I took over the reins to allow the company to grow by adapting to market changes. Doing business, in the end, is also about intercepting where the industry is going as if you were living in the future rather than the present”.



From left to right, Ludovica, Enrico and Salvatore Liguori

And the future of the sector for Scatolificio San Maurizio lies in digitisation, internationalisation and a focus on green. “In 2012”, Liguori explains, “we decided to focus on photovoltaics in order to achieve energy efficiency over time. This system, with the latest work in 2022, has reached an output of 500 kWh and today provides us with 80 per cent of our energy. In the meantime we have been turning to increasingly eco-friendly materials for some time now.

This choice is destined to set a trend for San Maurizio, given that, especially in Southern Italy, they are one of the reference companies for boxes for the shoe industry. “This industry is very strong in the South as companies supply some of the biggest fashion brands. That is why a great deal of research is put into



every single box, design and materials to be used, so that it respects both the aesthetic canons of that individual brand and the technical ones that allow the product to be protected. Resisting the kilometres travelled, especially in this age of e-commerce and international shipping, as well as the waiting period in the warehouse”.

E-commerce is certainly one of the most topical challenges. “My children are intent on making San Maurice grow. And the fact that digital technology enables geographical boundaries to be expanded indefinitely is an opportunity they are determined to seize. All this with the awareness that the box is the business card of the product being marketed and therefore holds value in any sector. From shoes to the world of shirts, tailoring and fashion in general, on which they want to increasingly focus”. ■

■ ■ ■ AT THE FAIR TO SHOWCASE 50 YEARS OF KNOW-HOW

Among the upcoming events at Scatolificio San Maurizio in Carinara, a highlight for the new direction in which the company is moving is Packaging Première, which will be held at the end of May at Fiera City Milano. “This event will allow us to meet designers and manufacturers of national and international luxury brands to introduce them to the strength of our company”, the Liguori family says. It is a way to open our horizons to new experiences and new markets where the know-how of 50 years of San Maurizio can make a difference”.

The evolution of high-efficiency plant engineering

Vito Grassi, Graded: “The market has changed, but our company has always been ahead of the times in the field of digital and green economy”

“It went from metalworking to microchips and electronic boards. Then again, doing business is a bit like sailing by sight, there are no pre-packaged development models: the market changes and one must be willing to be guided by instinct and enthusiasm. Enthusiasm for new challenges and new solutions, today more and more green”. Speaking is engineer Vito Grassi, Ceo of Graded, an Energy Service Company with headquarters in Naples that has been operating in Italy and abroad since 1958 in the field of design and implementation of integrated energy solutions with high efficiency and low environmental impact, in the public and private sector. “Of course, the market has changed so much”, says Grassi, “but it is fascinating to think how, when our company was founded, in the post-war and

reconstruction period, my father had a very contemporary approach to plant engineering and decided to take care of its maintenance. This was uncommon at the time, as it meant taking on a wide variety of operational problems. Yet, that choice has supported us in times of market impasse. And it still does today, guaranteeing an ongoing relationship with the customer and the so-called loyalty”. Having a plant under management means having it on hand, thus guaranteeing on the one hand full functionality for the customer, and on the other hand a planned management of economic and financial flows. Yet the real added value still remains the ability to innovate by experimenting with new technologies that the Group then gradually makes scalable.. “This led us to the Energy Service Contracts, the core industrial business behind Grastim, and above all to broaden our target audience to include both the public and private sectors. It has also allowed us to anticipate times in terms of green transition”. Goals that require the commitment of companies. “Especially from the point of view of investment”, says Grassi, “and also from the point of view of vision. It is no coincidence, for example, that in 2022 we launched a new entrepreneurial acceleration path with Ipe, Suor Orsola Benincasa and Net-Com Group aimed at training innovative figures in the green economy sector. In parallel, several ongoing experiments see us involved in important research projects that run on the double track of sustainability and digitisation and hinge on our historical cooperation with the Federico II University of Naples, such as the one currently underway in Castel Volturno for the construction of a green farm that can only be sustained thanks to renewable energy. ■



Vito Grassi, Ceo of Graded

From waste to greener packaging and cosmetics

Vincenzo Benessere, Isuschem: “Thanks to sustainable chemistry we turn vegetable oils into low-emission creams, inks and lubricants”



Vincenzo Benessere, Ceo of Isuschem

Drawing the future with inks made from green solvents. Making car and ship engines run on organic lubricants. Reducing the environmental impact of the most commonly used cosmetics by improving their performance.

This is all thanks to residual vegetable oils that are processed by Isuschem, a Campania-based company that, born out of a research project, has implemented the circular economy paradigm. “Our start-

up was officially born in 2020 and, after a period spent between obtaining a number of patents, both for the products and the working process, and building the system at our Caserta site, we started with the realisation of the products in early 2023”, explains Vincenzo Benessere, Ceo and founder, as Italian Sustainable Chemistry was born from what was a research project he was part of. “There are two research groups at the Federico II that have created our start-up, led respectively by Professors Francesco Ruffo and Martino Di Serio, the metalloorganic chemistry group and the industrial chemistry group”. After his thesis in 2005 and his doctorate on the same topics, Benessere went on to work in the packaging industry.

“And perhaps it was crucial in deciding to take that extra step from science to production for business purposes. A green business”. It starts with raw materials, namely waste vegetable oils. “Right from the first research we excluded palm and soybean oils, which, although useful in food, have crops that are too invasive to be used for industrial purposes, as shown by the impact on the Amazon or Borneo forests. So we opted for waste oils from restaurants or oils from marginal crops such as thistle and safflower. Ultimate goal: replace petroleum-derived solvents”. And so, as well as aiming for sustainability in its own production, Isuschem’s products are already being used in three specific areas.

“To make inks for food packaging, allowing us to cut CO₂ emissions by 60 per cent, to make engine lubricants, currently all mineral-based, and for cosmetics, e.g. for creams, dyes and sunscreens, where we can replace around 40 per cent of non-renewable substances and where the performance, in terms of hydration and fixing power, has already been proven”. ■

More competitive with just-in-time solutions

Lubritex is out-of-the-box thinking and high family know-how



Mariagrazia Romeo with Stefano Petruzzelli

The flexibility of a family business, accustomed to thinking outside the box to find solutions and evolve, without the rigidity that characterizes large groups in the industry, but with the know-how of those who have been assisting their customers for more than 40 years by offering products, services and technical support to solve often unpredictable problems. This is the recipe for success for Lubritex, a company that manufactures, packages and markets products ranging from lubricants to greases and special fluids from its plant in Genoa Manesseno, Italy, for sectors such as heavy and light traction, industry, agriculture and marine, through its two brands, Well and BlendOil. "Service and quality are our trademark. They are the real engine of our competitiveness and this ensures that our customers have been loyal to us for years", says Mariagrazia Romeo, daughter of the founder, Marco, who today, with

her husband Stefano Petruzzelli, boasts a company capable of providing 'just in time' solutions. "Particularly with regard to the most important national ports, since in the nautical sector, as in few others, being able to provide assistance and immediate answers is vital. Not forgetting a certain attention and sensitivity to environmental issues, especially from our R&D department, which is one of those areas where the prospects are interesting and in which Lubritex is making a commitment by giving space and including biodegradable lubricants of vegetable origin in its production range". ■

■ ■ ■ circular economy ■ ■ ■

In Ostra during the European Biomethane Week

Excellence in the circular economy, the En Ergon system has a treatment capacity of up to 32,500 tonnes per year of organic fraction from separated waste



Organic waste management and the circular bio-economy: these were the two macro-themes at the centre of the public meeting held at the La Vittoria theatre in Ostra (Ancona) organised to celebrate the Biomethane Day, on the occasion of the first European Biomethane Week at the end of

last October. The biomethane market continues its growth all over the world and, specifically, in Europe: in the last two years alone, the number of establishments has grown by 30%, according to data from Eba, the European Biogas Association. The Ostra event, moderated by Fabio Favia, Professor of Industrial and Environmental Biotechnology at the University of Bologna and Italian representative of the European Bioeconomy Forum, focused on the En Ergon establishment built in Ostra for the treatment of organic humid waste. The establishment has a treatment capacity of up to 32,500 tonnes per year of organic fraction from separate waste collection. The biomethane produced is about 3 million cubic metres per year, the compost 6,000-8,000 tonnes per year and the nitrogen fertiliser 2,000 t/y. The total investment was around €30 million. "Biofuels", Professor Fava explained, "are among the fuels to be used now and in the coming years to help reduce atmospheric emissions, hence, coals and the like. These include biomethane, which ensures clean combustion, i.e. without the production of certain toxic chemical compounds or particulate matter as is the case with conventional fuels." ■

- P. C. -

Packaging is greener thanks to an innovation mix

Enzo Consalvo: “At Inci.Flex we have focused on innovative sheets made of special polymers to create flexible packaging without using solvents”



Enzo Consalvo, Ceo of Inci.Flex

The world of packaging is evolving using increasingly green materials. Embracing this change is a must

“Thanks to a clever mix of technology and know-how, packaging is becoming increasingly green. And Inci.Flex has always been ready to look to the future. As of today”. Speaking is Enzo Consalvo, Ceo of Inci.Flex, a company specialised in the pre-printing of flexible packaging, founded in 1984 in Fisciano (in the province of Salerno).

“In the early days of our working history, there were no technological tools to reduce environmental impact; on the contrary, in the end we used products that, although controlled and in line with the regulations of the time, were far from the parameters of today. Certainly with new technologies we can produce products that achieve Pas 2050 certification, i.e. with a significant reduction of the carbon footprint”. This reduction is something that Inci.Flex experiences first hand.

“We use plates made from special polymers that are used for printing both flexible packaging and other applications. Plates are usually developed with solvents, which even when environmentally friendly still have an impact on CO₂ emissions. Our plates, on the other hand, are only developed with water, without solvents.

This solution demonstrates the increasingly green footprint of Inci.Flex and the entire industry. “The world of packaging is evolving using increasingly green, perhaps biodegradable, materials. Embracing this change by focusing on state-of-the-art facilities is a must for us, who have been pursuing research and development projects in this area for years.

Inci.Flex is one of the leading players in innovation in this field thanks to its research and development.

“We often preview the latest technologies, software and hardware, created for flexo and gravure prepress by major European companies in the industry”.

The development of new technologies goes hand in hand with the growth of Inci.Flex at the business level, winning customers nationally and internationally.

“This is also thanks to a series of acquisitions. In addition, by the end of the year we will merge the northern Italian offices into one large facility, which will be the largest office after the Fisciano headquarters”. ■

Rebuilding the economy one brick after another

According to the Saie Observatory, most construction companies are satisfied with the current order book and more than half expect an increase in revenue by the end of 2023

If it is true that construction is the “thermometer” of the economy’s state of health, it is certain that in a landscape where issues ranging from the use of the Nrrp to the Superbonus are on the table, the sector is increasingly faced with the challenge of competitiveness. A challenge that the sector is tackling with a fair amount of verve. This was stated by the Federcostruzioni report, presented during “Saie - the Building Exhibition: design, construction, plant engineering” held in Bari this autumn, which shows that the sector has reached a total production value of around €600 billion, an increase of no less than €100 billion compared to the previous year, and that of the Nrrp’s expenditure already made, 78% relates to investments in construction.

“We are facing an economic uncertainty exacerbated by bad debts, expensive materials, inflation, high interest rates and complex geopolitical instability”, says Paola Marone, president of Federcostruzioni.

“Despite this, the supply chain is confident that the Nrrp will be fully implemented and that the green transition will be managed wisely and concretely”. On the other hand, according to the Saie Observatory, it is clear that the sector is experiencing a period of development and “optimism”. In fact, 94% of the companies in the sample surveyed by the report showed satisfaction with their current order book, which they considered adequate



for their financial sustainability. The number of companies that had to give up work due to excess demand also fell, a sign that after the boom for the Superbonus the sector reorganised itself quickly to meet the increased demand. Furthermore, when considering turnover, for about 53% of the sample the last four months were characterised by a positive sign, with 51% expecting an increase in revenue by the end of 2023 and 58% expecting further development in the next three years.

“Our Observatory data clearly show the positive trend of the supply chain, which is trying to cope with inflation and the recent news related to tax incentives”, says Emilio Bianchi, Director of Saie. “Companies are satisfied with their order books and turnover this year. They are also making significant investments on several fronts, from training to sustainability and technology”. ■

- Paola Cacace -



Rendering of Salerno Airport



Salerno Airport, take-off in July 2024

With Europe's greenest airport, great opportunities for economic development and employment for the local area

The Salerno Costa d'Amalfi Airport will be operational as of the first half of July 2024: this was confirmed by the president of the Campania Region, Vincenzo De Luca, during a meeting with Roberto Barbieri, managing director of Gesac, Renato Ravanelli, managing director of F2i Sgr, Gesac's majority shareholder, which - through its subsidiary 2i Aeroporti - represents Italy's largest airport platform, and the chairman of the regional transport commission Luca Cascone.

The airport, which enjoys a strategic position, both in terms of catchment area and access infrastructure, will be at full capacity in 2026/2027: the Campania airport system will thus take shape with a wide-ranging joint industrial plan that will help rationalise traffic volumes between the two airports.

"The integrated and complementary management of the Naples and Salerno

airports", emphasises Roberto Barbieri, Ceo of Gesac, the company that manages the Naples and Salerno airports, "represents a great economic development opportunity for the local area, with a strong tourist, social and employment impact. We have set ourselves two priority objectives: to respect the work schedule, proving that it is possible to do business in the South while respecting deadlines, and to build the greenest airport in Europe".

The Development Plan envisages infrastructural interventions amounting to €257 million up to 2043, including public and private funding. The most significant works concern the extension of the runway, the terminal for commercial aviation and that for private flights, aircraft stands and operational buildings.

The international tender for the airport expansion project, organised by Gesac, was won by a group led by the Dutch company Deerns, thanks to a design proposal centred on respect for the environment and integration with the local area.

The new air terminal, measuring approximately 16,000 square metres, will reflect the highest environmental standards in terms of both energy efficiency and the use of natural and sustainable materials, and will be equipped with a photovoltaic system to reduce CO₂ emissions. ■

- Francesco Bellofatto -

Enterprise-friendly training sought



The first class of 11 students with Leonardo Licitra, Roberto Franchina, Ciro Lambro, Chiara Dibenedetto and Bruno Piccoli

Sicindustria and Randstad have launched in Ragusa “Tripla A”, the academy that introduces young people to the labour market

The employment gap can be closed by acting on the discrepancy of what is commonly called “matching” between companies and the world of work. Thus, a new vision of training has been set in motion in Ragusa, Sicily: that of Tripla A, a Corporate Associate Academy, born out of the protocol signed between Sicindustria Ragusa and the employment agency Randstad

Italia, which can meet the needs of local companies for specialised technical profiles, which are often hard to find today, and the desire of under-35s in the area to start finding the job of their future “between the desks”. “Since the protocol with Randstad”, explains Ciro Lambro, chairman of the Sicindustria Ragusa Small Industry Committee, “we started a real survey to detect the employment needs of our companies, so as to organise ad hoc training courses. By involving local secondary technical schools, we then obtained a list of possible candidates and Randstad took care of the selection. So we started with a first class of 11 students”. The special feature is that the courses in electrical, mechanical, pneumatic and hydraulic plant engineering see 50 per cent of the planned 80 hours delivered by technicians from Sicindustria member companies. These are often small companies unable to set up an Academy ‘of their own’ but nevertheless excelling in the search for talent to employ. ■

- P. C. -

■ ■ ■ news fromItaly and beyond ■ ■ ■

New rankings, Turin back on top

Shanghai Ranking places UniTo first in Italy and 27th in the world in the Business Administration rankings

In the latest edition of the Shanghai Global Ranking of Academic Subjects, the University of Turin was recognised for excellence in the Business Administration rankings, ranking 27th worldwide, out of 400 universities, and first nationally. UniTo is also present in 24 disciplinary rankings divided into five macro-sectors: Natural Sciences, Engineering, Life Sciences, Medical Sciences, Social Sciences. Excellent rankings were achieved in Agricultural sciences and Veterinary sciences (ranking range 51-75) and Food Science & Technology and Physics (ranking range 76-100). Other outstanding positions were achieved in Medical technology (ranking range 101-150) and Biological sciences, Dentistry & Oral Sciences, Geography, Human biological sciences and Management (ranking range 151-200). In the Shanghai Global Ranking, UniTo was placed, as in the previous edition, in the 201-300 ranking range worldwide out of 1,000 universities and fifth nationally, tied with the Politecnico di Milano, the University of Bologna and the Federico II University of Naples (La Sapienza ranked 1st and the Universities of Milan, Padua and Pisa ranked 2nd). In the World University Ranking 2024

published by The - Times Higher Education UniTo performed very well in the Research Quality indicator, ranking among the world’s top 250 universities. In Italy, among the 56 universities in the ranking, the University of Turin ranked 18th. ■

- P. C. -



Finance under the female lens

Solaris presented research examining women's motivations when purchasing financial services

The research "Finance for All" conducted by Futura, a network of Solaris, a leading European platform for embedded finance, examined the main motivations women take into account when purchasing financial services in their daily lives. It emerged that the most important factors sought were security (highlighted by 77% of respondents) before the desire to grow their money in the long term, saving for retirement came third with 68%, while protection from inflation and other crises was recognised by 47%. In contrast, only 8% of the respondents stated that they were motivated by the improvement of social status: this small number is particularly significant because it shows how, despite assurances of the gender neutrality of their products, financial services companies often completely miss the "mark", even when it comes to marketing. Moreover, when Futura analysed the factors that most appeal to women when using financial products, simplicity was the most important factor - 88% of respondents - ahead of accessibility (77%), flexibility (63%) and security (58%). ■



- C. M. -

■ ■ ■ news fromItaly and beyond ■ ■ ■



The importance of organisational well-being

In Italy, one out of three workers complains of relationship problems in the workplace (and asks for support)

Born out of a project by Jointly and Modus, the Jointly Balance observatory conducted a careful analysis to concretely understand the impact of an organisational well-being programme on people, but also on companies in terms of engagement and value growth. From April 2020 to July 2023, hundreds of people nationwide benefited from an initial support and orientation interview with a counsellor-psychologist (51% of those who had the opportunity). 77% of the people who had the first interview activated the subsequent counselling course of three interviews. Others

have continued - or are continuing - in further counselling or have been referred to other forms of support.

The majority of people who used the service were women (64%), concentrated in the 30-50 age group and in the vast majority with children and a partner. To a large extent, these are people in clerical positions, but managers and executives are also gaining access to a significant extent; indeed, there is a progressive increase in the access of the latter.

Going deeper into the analysis, there is a striking fact: for more than a third of the people (34%), the issues, whether personal or work-related, had marked relational problematic features (relationships with bosses/colleagues, family members, colleagues, etc.). ■

- C. M. -

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