

PLATINUM

business leaders

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the cover
Enrico Napoletano

 **asterisk**
Dacia Maraini

the other cover
LA CORTE DEGLI DEI

**business
chronicles**

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The weight of the word

Interview with Dacia Maraini, reflecting on the importance of writing, the speed of information and the role of culture in the contemporary world

“I love printed books. Paper is an organic material, closer to our bodies. I write, underline and take notes on the pages. That cannot be done on audiobooks”

Communicating is more than saying. It is weaving bonds, leaving traces, shaping thoughts before they fade away. It is choosing one word and not another, knowing that each sound carries with it a story, a memory, an intention.

“The written word reflects thought and thought cannot be distorted beyond a certain limit. Fortunately, alongside today’s hasty stances we still have reflection, and those who want to reflect know how to do it and who to do it with”. The person speaking is Dacia Maraini, the well-known writer, essayist, playwright and poet who always shows how communication, and art, is an act of responsibility in her works. It is often the opportunity to lend a voice and space in the world to those who would otherwise be deprived of it. “The most important challenge”, Maraini continues, “is to make logic work, which is always the friend of reason and responsibility. Logic and sincerity are the basis of democracy. On the other hand, the way of telling our own story is constantly changing, according to the changes in history and according to points of view”. Whereas before, the word had time to lay itself down on pages, to settle, to become identity and be absorbed, today it races, disappears, it is consumed in a space that goes at the speed of social networks. Channels that amplify voices, true, but sometimes overlap them. “Social media, for me, is a public disaster. Firstly because they can be manipulated, secondly because they are private and uncontrolled, thirdly because sometimes dangerous private interests are hidden behind anonymity, and fourthly because they foster narcissism and the subculture of the ignorant”.

And, while it is true that information (or misinformation) slips quickly and blurs into the noise through the web, it is the very writing of authors such as Maraini that still manages to oppose the ephemeral, digging

■ ■ ■ IN ITALY AND JAPAN

Dacia Maraini made her debut in the 1960s with “La vacanza” and “L’età del malessere”, continuing with novels and plays that gave voice to women and marginality. Her most popular titles include: “The Long Life of Marianna Ucrìa”, “Bagheria” and “Voci”. She recently published “Vita mia” and “Diario degli anni difficili”. “I am working on an Othello for the Stabile dell’Aquila. In addition, they are filming the Japanese version of my Maria Stuarda in Japan”, says the writer about her most recent projects.

where the distracted gaze does not reach. “Culture lives wherever the thought, logic and feeling of others live”, Maraini comments, explaining that the concept of culture itself is broader than one imagines. “To say only culture however is generic. What is meant by culture? Just the books and words of university professors and political scientists appearing on television or something broader than that? Let us remember that the way we cook food is also culture, the way we dress is culture, the way we travel, the way we speak, the way we relate to others is culture. And so we are always making culture”.

Of course, reading remains fundamental, and the Eurostat data that show Italy in third to last place in the European Union in terms of the number of book readers, is a cause for reflection. In general those who read more, in Europe and in Italy, are mainly women and young people between the ages of 16 and 29. On the other hand, while it is true that the media change, it is also true that in Italy people continue to prefer printed books, with 69.8% reading only “physical” volumes against 12.4% consuming only e-books or online books and 0.5% listening only to audio-books. “I love printed books”, Maraini comments. “Paper is an organic material, closer to our bodies. I write, underline and take notes on the pages. That cannot be done on audio books. As for the fact that women read more, I would say it is due to their centuries of exclusion from cultural practice, professions and creative spaces. This has historically made them more willing to understand, to participate and to be informed. Young people, on the other hand, I would say, are driven more by curiosity about reading. When they begin their careers, however, they usually stop reading and thus lose their relationship with their memory and put their imagination to rest”. ■

- Paola Cacace -



Women and young people
between 16 and 29 years
of age read more in Europe
and in Italy

Leaders, today and tomorrow



Let's start again from here: in other words, from where - at the end of 2024 - "Platinum" left another indelible mark of the enthusiasm, engagement and motivation of all the companies that chose our invaluable magazine, considering it a "working tool" because it is concretely able to connect Italian companies, professionals and opinion leaders, and more. For 32 years, "Platinum" has been the mouthpiece of the brave world of Italian entrepreneurs: a world made up of people with extraordinary skills, endowed with unparalleled strength and far-sightedness who, even in such a complex historical period with an extremely uncertain outlook, never give up and challenge the fears of the present with the conviction that only by looking beyond the present can we find new and winning strategies to be leaders tomorrow as well.

Here, today and as always, I can only confirm my true admiration for this very special category. I have no doubt of the importance of their role in the global economic dynamics, but also in social terms. It is thanks to them that our country plays on the international stage as one large, united and powerful team.

And this is a profile that we also try to embody. Because at "Platinum" we never give up either and, now more than ever, we are ready to face (and overcome) the challenges that await us in this new year. We have big plans, new goals and ambitious aims in the pipeline: for all of us 2025 will be a blank canvas on which we can leave our thoughts, full of expectations. Because we can, and must, look ahead. As Vincent Van Gogh said: "I do not live for myself, but for the generation to come".

So take as much time as you need to listen to the voice of this extraordinary first issue of the year with your heart and join us in imagining a great future.

Happy reading. ■

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Culture is the future

Agrigento, L'Aquila, Pordenone. What links these three cities that are so different and distant from each other? All three are Italian Capitals of Culture, respectively for the years 2025, 2026 and 2027. In recent months, the beautiful Sicilian city (Sicily is always a pleasant presence on the pages of "Platinum") has been carrying out its programme of events inspired by Empedocles' theory of four roots (water, air, earth and fire).

For 2026, the capital of Abruzzo is focusing on a new model for enhancing the local area and its cultural, artistic and natural heritage, both as a driver of growth and as an element of cohesion with the surrounding communities (L'Aquila Multiverse City). Pordenone, on the other hand, is very freshly appointed: it was proclaimed by Culture Minister Alessandro Giuli just a few days ago, on 12 March. A nomination, the latter, that rewards a city that, as Minister Giuli emphasised, "combines the mild and quiet industriousness of the North-East with an uncommon cultural density and project capability".



One of the symbol cities of the North-East, the Pordenone area has always combined productivity, entrepreneurship, craftsmanship, but also great traditions, history, art and culture. Even more so, in view of this well-deserved recognition, we are proud to host in this March issue the speech of the Polo Tecnologico Alto Adriatico Andrea Galvani, who, as a strategic partner for local businesses and others too, from Pordenone expands his reach to the provinces of Trieste and Gorizia. The Upper Adriatic economy once again steps on the accelerator by leveraging the cooperation of the main protagonists of the challenges of the future: the business system, the research and innovation system and the academic world.

Trieste and Gorizia, it was said. They, too, are the focus, in this issue of "Platinum", of an intense report which, as Monsignor Enrico Trevisi summarised in our exclusive interview ("Borderlands, outposts for peace"), puts the spotlight on a call for social responsibility, collaboration, and the ethicality of doing business: intentions and sentiments that are particularly evident and shared by the entire community. Finally, it is worth mentioning that this region of Italy also boasts another important recognition, this time on a European scale: Nova Gorica and Gorizia were, in fact, proclaimed "European Capital of Culture" 2025, back at the end of 2020. This confirms that history can indeed teach us to expand physical boundaries as well as mental ones and, with the support of culture, horizons, perspectives and opportunities, can be extended everywhere. "Culture lives wherever the thought, logic and feeling of the other lives", comments Dacia Maraini in her interview "The weight of the word" for our asterisk: a must-read for reflection. ■

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■■■ the cover
Enrico Napoletano

Environmental law: the future legal challenges for Italian companies

Professor Enrico Napoletano talks about the mutating regulatory framework that requires a change of pace: “A lawyer’s role is to steer companies towards a true circular economy”

A sea change is looming large for environmental criminal law in Italy. The new Eu directive, which will have to be transposed by May 2026, marks a turning point, with a tightening of penalties for environmental crimes and the introduction of new offences. Professor Enrico Napoletano, adjunct professor of environmental law at the University of Roma Tor Vergata and of criminal law at the School of Specialisation for legal professions at the University of Perugia as well as founder of Studio Legale Napoletano in Roma established in 2019 to offer legal assistance and consulting in the main areas of criminal law and, specifically, environmental protection and corporate compliance, has been studying this key issue for some time.

As Napoletano says, “This directive repeals the 2008 one from which Law 68 of 2015, the so-called law on crimes against the environment, drew inspiration. The message from the European Union is clear: member states have failed to guarantee effective environmental protection and tougher punishment is needed. There is of course the real question of whether it is the right solution for companies and environmental criminal law”.

There is no doubt that the new regulatory framework will have a huge impact. “First of all, it will transform numerous offences from mere misdemeanours into crimes, including serious ones, with a huge impact for companies. The directive sets in motion a revolution: not only will





“ The waste management sector will be among the hardest hit. Many activities currently penalised as misdemeanours will become environmental crimes, with serious consequences for companies working in the sector. The question is: are we really protecting the environment? ”



“ Companies cannot afford to navigate in a sea of sea of uncertainty without adequate support. That is why specialised legal consulting is crucial ”

companies see the introduction of new types of crime overnight, but existing ones will be considered more serious. The problem is that discussion surrounding this issue in Italy is still in an embryonic stage. In 2026 it will be too late to take corrective action”.

That being said, the declared aim of the law is to raise the standard of environmental protection. “However, it is important to understand that repression is not prevention”, says professor Napoletano, “We have a directive whose aim is to prevent environmental risks but which, in truth, implements it in the worst possible way: by increasing penalties, adding confiscation tools, criminalising new approaches to the environment but without proposing concrete tools to prevent and restore environmental damage. This is an extremely serious flaw”.

One of the most obvious consequences regards the waste management sector, which will be one of the most greatly affected. “Many activities

currently penalised as misdemeanours will become environmental crimes, with serious consequences for companies working in the sector. The question is: are we really protecting the environment? The impression is that we are just creating a quagmire of regulations for companies".

But that is not the only problem. There is another aspect that is even more concerning: the extension of confiscation to environmental crimes, even if these are committed using financial instruments such as cryptocurrencies. "Eu Directive 2024/1260, adopted on 24 April last year, radically changes the scenario for companies", Napoletano notes. "The spectrum of crimes has been extended and the most at risk are entrepreneurs whose fault is often quite simply a lack of information on the subject. It is essential that they start to get ready now".

Just sitting back and waiting for 2026 to come and see what happens would be a dire mistake. For this reason, Studio Napoletano, which has been offering companies what the professor calls "preventive assistance" for many years, is focussed on providing clarity and information. Such as, for example, through the magazine *Tutela Ambientale*, published by Napoletano himself.

"Not enough attention is paid to these issues so there is very little understanding. The truth is that companies have to act now, adopting clear strategies to adapt to the new scenario. The answer is to adapt the compliance systems: the 231 organisational model, environmental risk management, specific training. This is the only way forward to reduce the risk of incurring extremely serious penalties".

All this falls within a broader context: that of the European directives and the way Italy transposes them. Recent history does not bode well. Napoletano recalls, "In 2011, Italy was clearly late in transposing Directive 2008/99/Ec on the protection of the environment through criminal law, and the European Union placed us in default. We could find ourselves once again in the same situation. If we don't act now, we risk another infringement procedure. Moreover, environmental law continues to be

based on a punitive logic. An effective system should incentivise environmental restoration and recovery. Encouraging companies to remedy the damage rather than merely punishing them. This philosophy is completely lacking today". And, with the new directive, the risk is that paradoxical situations will multiply whereby companies end up in trouble due to misinterpretation of the rules. "Let me tell you about a case I am dealing with", says the lawyer. "A company that deals with the recovery of ferrous waste collected and delivered by private citizens ended up on trial for illegal waste trafficking. The problem? According to the prosecutor, citizens can freely dispose of as much iron as they want, without requiring a permit, if they take it to the municipal waste collection centre, but if they take it to a private centre then they need a permit like a business does and can deliver no more than 30 kilograms and only five times a year. An absurdity that violates the circular economy rules underpinning the European Regulation on the end-of-waste for iron and steel scrap, which ceases to be a waste and becomes a resource: secondary raw materials".

This story is emblematic.

"The objective difficulty in finding one's way around this quagmire of technical regulations means that, all too often, something with renewed value - the Mps - is often mistakenly seen as an attempt to illegally profit from waste that is in actual fact no longer waste. The company has been seized and placed under administration. A huge loss and procedural truth alone can restore justice and legal certainty". This is by no means an isolated case. "The risk is that with the tightening of penalties and the creation of new crimes, such situations will become more and more frequent. Companies cannot afford to navigate in a sea of uncertainty without adequate support. That is why specialised legal consulting is crucial: it allows companies to anticipate problems and find solutions before they become insurmountable the lawyer is like the person throwing out a lifeline to help entrepreneurs emerge safely from the regulatory quagmire". ■



ROGER DUBUIS

HORLOGER GENEVOIS



EXCALIBUR
Monotourbillon



the other cover



Giovanni Paone and Vincenzo Guarino



LA CORTE DEGLI DEI,
THE RESTAURANT IN PALAZZO ACAMPORA

STORY ON PAGE 18

Flavours that share the story of excellence

At La Corte degli Dei, in Agerola, Giovanni Paone and Vincenzo Guarino transform gastronomic history into a future of tradition and creativity

Imagine a place where the past is not just memory, but a gentle, welcoming presence, capable of making itself felt in every dish. La Corte degli Dei, a restaurant in the heart of Agerola (Napoli), is not just a place for food, but an experience that weaves together tradition and innovation, authentic flavours, and creativity. Here, within the centuries-old walls of Palazzo Acampora, Giovanni Paone, descendant and guardian of the ancient residence he calls “home”, has chosen to give new voice to a gastronomic legacy that has marked his life, transforming it into a unique experience for his guests. A project that has also taken shape thanks to the mastery of Vincenzo Guarino, a star chef who has made Mediterranean cuisine a hymn to emotional memory. “This palace is home to my fondest memories, a place shares tells centuries of stories and traditions”, says Paone, president and Ceo of

Miri, a group that operates in different sectors, from railways to construction, green, tourism and catering. This is where Essenza Hospitality, of which Guarino is a partner, was born. “Undoubtedly Agerola has its strong points in tourism and food and wine”, says Paone, “but more than a business-oriented project, this was an emotional journey. The idea was to recreate, in what for me is Home, a kitchen that is not aesthetically gourmet, but it is emotionally. Able to evoke deep emotions and tell our story through flavours and smells”. That story is ancient, like Palazzo Acampora,



Vincenzo Guarino

A distant future of gastronomy, in which the flavours of memory meet contemporary creativity, turning each dish into a journey between the past and future



Giovanni Paone

whose roots go back to the mid-18th century. A place that has witnessed historical events and hosted important historical figures. In this context, Guarino, originally from Campania, brought with him a wealth of experience he gained working in restaurants around the world. "Returning to Campania, after years spent elsewhere, is like a homecoming", says the chef, "I bring with me the different experiences and humanity I have encountered along the way. Mixing this with an almost historiographical search for local excellence, the latest techniques and the desire to make the kitchen a place of the heart, we have created a timeless menu. A distant future of gastronomy, in which the flavours of memory meet contemporary creativity, turning each dish into a journey between the past and future". Gastronomic delights such as Provolone del Monaco, which Paone reveals is linked to his family history. "Maybe we will tell our guests about it", says Guarino, "before involving them in an exclusive experience in which provolone will be the star from starter to dessert. In the most literal sense of the word, perhaps through the combination with fruit such as apples and pears typical of the area". A tribute to traditional Agerola flavours and creativity. "The wonder of this combination", explains Paone, "is that in the chef's kitchen, even the

■ ■ ■ A WORKSHOP FOR NEW CATERING

La Corte degli Dei is, for engineer Giovanni Paone, chef Vincenzo Guarino and the entire Essenza Hospitality team, a home and at the same time a creative workshop for the projects they are pursuing. Prominent among these is the opening of the Miramare, through the restoration of the historic Hotel Miramare in Napoli, which the company is bringing back to its original splendour thanks to a conservation intervention that has already begun. A project that will breathe new life into an idea of food of the heart, capable of winning over an ever-expanding public.

most modern dishes manage to evoke memories and arouse emotions. A bit like the smell of Proust's madeleines, where our senses remind our minds and hearts what it means to be home. In particular, at Casa Acampora".

"This is why we collaborate with local producers", adds Guarino, "so as to guarantee the authenticity of our ingredients and support the local economy. In the same way, we are taking great care of our vegetable garden, which guests can explore to find out where what they will later taste in their dishes originates".

"When entering Palazzo Acampora and La Corte degli Dei", Paone concludes, "the guest is greeted by the luxury of simplicity. That is why, starting with this reopening, in addition to the continued presence of Chef Guarino in the kitchen, we have come up with exclusive experiences, such as the chef's table in the old kitchen, and many others yet to be discovered". ■

Safe and sustainable solutions even on large construction sites

Simem, Italian leader in construction technology, launches new mixing and concrete production technologies

In a world that is increasingly focused on digitising processes and operation security, it is important for today's companies to be able to optimise work activities not only with a view to efficiency but also to safety and sustainability. A response to these issues comes from Minerbe, in the province of Verona, where in 1963 the Furlani family founded a production facility with the mission of creating a system for the production of the best quality concrete, becoming partners in some of the most important civil engineering works of this century. Simem's international success is easily associated with the worldwide supply of equipment and solutions for major projects such as, to name but a few, the expansion of the Panama Canal, Renaissance Dam in Ethiopia, the EuroTunnel in the English Channel, the Petronas Towers in Malaysia, and more recent works such as the doubling "Second Tube" in San Gottardo, the Brenner Tunnel, the Genova breakwater and the Torino-Lyon high-speed railway. A business that has grown on a global scale, with subsidiaries in India, America, Canada and Germany, thanks to a mix of high quality and state-of-the-art solutions that have enabled Simem to become a major player in concrete mixing and production technologies. Today, Simem, and its entire family of related companies, is a veritable colossus of the construction industry, present on the largest construction sites in

Italy and around the world. With more than 60 years of experience in the construction industry, Simem focuses on issues such as innovation, sustainability and safety and seeks to make its own contribution by developing singular ideas and solutions.

"We want to use our know-how to innovate the construction sector, which is considered old and stagnant. The building site of the future will be based on prefabrication and artificial intelligence-driven processes to minimise error and reduce safety risks. Recently, we opened a new business unit, Simematica, which aims to apply this new technology to automate industrial processes, making up for the lack of manpower in prefabrication plants. So, research, innovation and technology applied on the construction site with the aim of providing increased dignity and safety in the workplace".

All designed, executed and completed following a precise strategy



Grand Ethiopian Renaissance Dam hydroelectric power station, Ethiopia



From left, Federico and Michele Furlani

Simem is one of the world's leading manufacturers of high-end machinery for the concrete industry as well as plants for the construction of large civil engineering works

devoted not only to the highest quality but also to health and safety in the workplace, in other words full social, economic and environmental sustainability. A fact, this last in particular, that is increasingly emerging in a number of projects under development through research work in partnership with leading Italian and European universities.

“Technology, innovation and reliability are factors that distinguish Simem and make it unique in the industry. But to grow further and look to the future with a critical and responsible eye, it is necessary to continuously invest in research”. We can cite two examples in which Simem is investing and achieving promising results.

The first, called GreenLife4Seas and financed by the European Union's Life programme, is being developed with a consortium led by the Polytechnic University of Bari, which includes research bodies, port authorities



Facilities at the Trojena - Neom shipyard in Saudi Arabia

and industry, and stems from the need to find sustainable solutions for two major environmental problems: the destination of the sediment dredged every year in Eu ports, and the disposal of mussel shells, one of the most wasteful processes in European aquaculture. The project aims to produce concrete mixed with precisely these elements, thereby reducing its environmental footprint, both because of the reuse of raw materials that would otherwise be categorised as waste, and because the amount of concrete used in the mixtures is reduced. The second project, developed in collaboration with the Polytechnic University of Milano, falls under the heading of Ccs, or carbon dioxide sequestration, and aims to improve current technologies for injecting CO₂ into concrete. Thanks to the know-how gained by Simem on many different applications, we are developing a proprietary closed-loop system that not only increases carbonation, but also avoids the release of excess CO₂ into the environment by allowing for extremely precise measurement, which is also in function of credit offsetting.

“Today”, concludes president Furlani, “the evolution of industrial processes requires everyone to pay ever more attention to reducing environmental risk and creating new resources that can be put to use for human needs. And Simem is fully playing its part”. ■

Research infrastructure and business-university synergy

Mission: to rewrite a new Roma. Fondazione Rome Technopole is working to consolidate the coming together of the academic world and research, innovation, enterprise, and institutions

While the new Pietralata Hub is underway and will soon be home to the Rome Technopole research infrastructure headquarters, the foundation is consolidating its far-sighted “Copernican” revolution by passionately contributing to rewriting a new Roma.

Established on 8 June 2022 and chaired by the dean of Sapienza University of Roma, Antonella Polimeni, this “symphonic” ecosystem of innovation in Lazio, brings together all of the region’s public and private universities, the main national research centres based in Lazio, local institutions such as Regione Lazio and Comune di Roma the regional Chambers of Commerce, Unindustria and a large network of innovative companies – all taking a very ambitious gamble – to consolidate the coming together of the academic world and research, innovation, enterprise, and institutions, looking to young people, society, and education.

“Rome Technopole”, explains general manager, Sabrina Saccomandi, “has reached an important level of consolidation after the start of the Pnrr project. We have reached the point where our work is showing mature scientific results, and, at the same time, we have implemented a post-Pnrr strategic plan for 2025-27, which will maintain a strong

ecosystem, that will include among its goals, self-sustainability”.

The Foundation will provide post-Pnrr services on the basis of a shared path: “We have launched the European project service with which we will accompany our researchers and companies when participating in European calls for tenders”, anticipates Saccomandi.

The project being carried out by Rome Technopole is an impressive one, with six university-led spokes and eight flagship projects, vertical innovation projects, led by industrial leaders, conceived within a collaborative ecosystem, and pertaining to three major fields: energy transition, digital transition and Health & Bio-Pharma.

“The Pietralata Hub being created, financed with funding from the Pnrr (Lot 1) and Regione Lazio’s Fesr plan (Lot 2)”, continues Saccomandi, “is an example of a multi-governance goal. The Comune di Roma granted the planning permission to Fondazione Rome Technopole, and the certified subcontracted organisation is Sapienza”.

Among the Rome Technopole’s most interesting networking and research-enterprise integration initiatives are the Open Lab and the IR2-Tech stable research centre, physical laboratories that support the development of cutting-edge innovations. While Open Labs are centres of skill and knowledge, for example, groups of specialist researchers available to work with the network (stakeholders such as companies and institutions) for developments on specific topics, IR2-Tech is the stable research infrastructure, characterised by existing physical laboratories open to, among others, students, researchers, and stakeholders.

“The 126 Open Labs that are now active”, continues Saccomandi, “are open to companies, students, researchers, and stakeholders, and provide value through something physical that is available to everyone”. This involves the pooling of skills and laboratories spread across the region, based at Rome Technopole’s partner sites, with the aim of



In the middle, Sabrina Saccomandi and Stefano Penna with the Fondazione Rome Technopole team

technologically scaling up research projects with a lower Trl, in response to the specific demands of business. The 26 Joint Labs, on the other hand, are technology proximity laboratories set up to test proof-of-concept initiatives established through joint projects on specific topics at Rome Technopole.

How will this network of public and private laboratories belonging to the universities and research centres participating in Rome Technopole be made available for business research work?

"There will be a platform that will make these laboratories accessible, using simple terminology. The coordinator of this revolution is professor Luciano Galantini (Sapienza University of Roma) along with the entire project partnership". By aggregating them and making them available, Rome Technopole will bring added value to these already functioning laboratories. "The ecosystem integrates research potential, making it available and reclassifying it according to project and market needs. We

■ ■ ■ AN INFRASTRUCTURE OF INTEGRATED RESEARCH

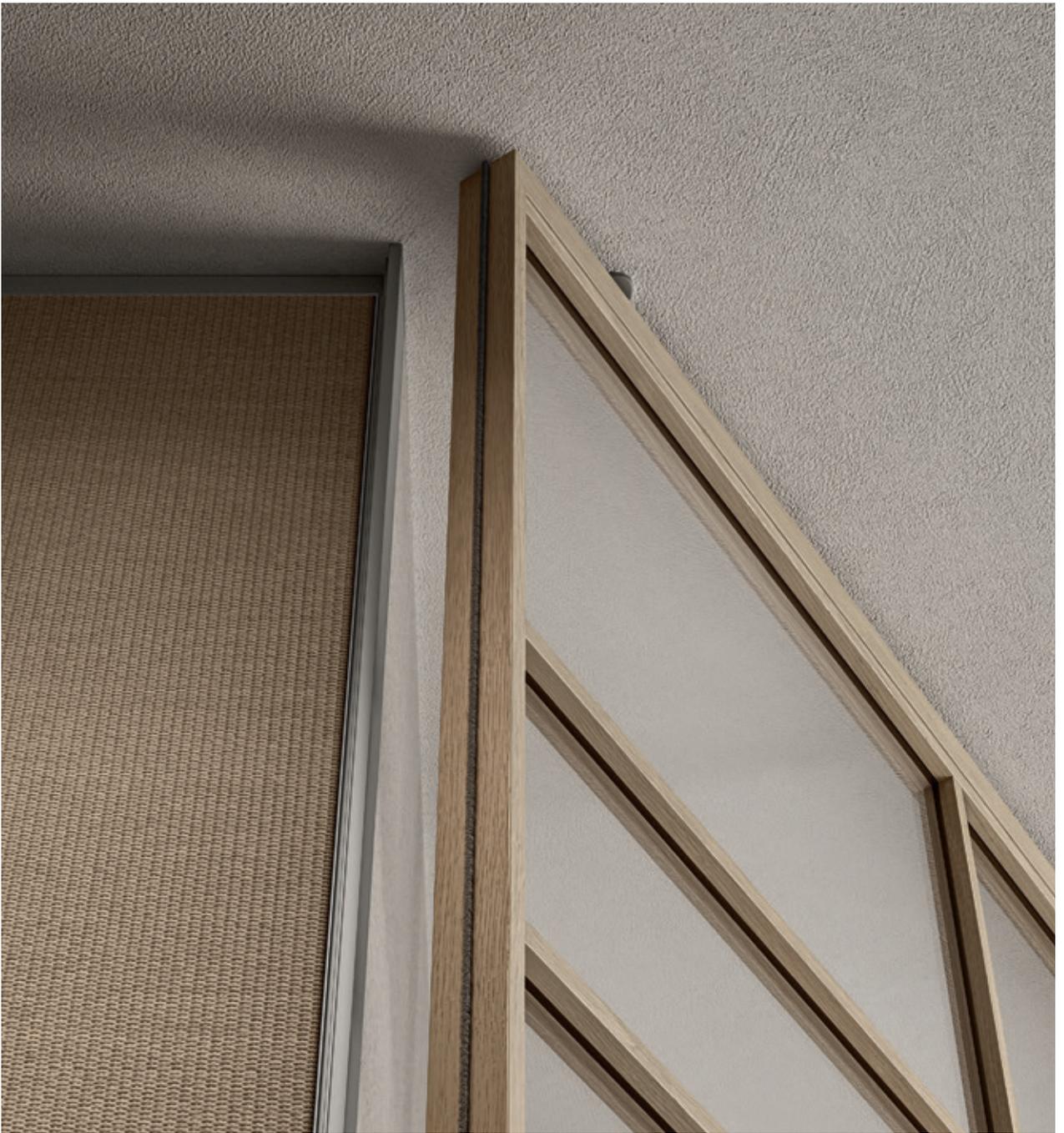
"We have networked IR2-Tech", explains engineer Stefano Penna, the foundation's scientific and research manager. "It is an integrated research infrastructure open to providing research and technology services to Rome Technopole's internal and external partners. IR2-Tech is characterised by several nodes (corresponding to the departments of the participating universities, research centres or corporate structures) that are divided into 87 state-of-the-art laboratories equipped with top-class scientific equipment. Recently, the regulations and terms were published in order to formally cement membership".

want to give value to an existing asset and then make this value available to a company". Another strength of Rome Technopole is its attractiveness.

"The more representatives we have, even from outside the Lazio region, the more competitive we are. We attract investment and talent. We are a platform for research and innovation with unprecedented integration. We have rewritten a new Roma by managing to integrate very different institutions, from academia and research to business and institutes. We have two strong traits: we are strongly responsive to the region and soon we will also have a physical premisis, a lasting investment that evokes the concreteness of an ambitious project, home to the research infrastructure".

A far-sighted vision also sees Rome Technopole committed to advanced training for companies.

A qualified and free service, in cooperation with Unindustria, envisaging pathways that help shape human capital to the needs of companies and that recognises Ufc issued by the entire university system. "We have also awarded 480 scholarships to undergraduates enrolling in master's degrees that meet Rome Technopole requirements. It is an attractiveness policy aimed at preventing the haemorrhaging of talent out of the region". ■



DISCOVER AIR SYSTEM, THE WALL PARTITION SYSTEM AND DOOR PANEL.
DESIGN GIUSEPPE BAVUSO



Rimadesio

... stories of value

Forty-four years of crisps and savoury snacks

Remo Gobbi is the founder of Pata, which now has a turnover of 191 million euro, 503 employees, 45% of their products manufactured in Italy, and an agenda filled with plans

He is well aware of all the critical issues that make doing business in Italy complex - from the cost of labour to the lengthy justice system, just to name a couple - yet he expresses a sense of gratitude that overcomes all the difficulties, because "Italy has allowed me to become one of the top companies in Europe, despite starting out without a qualification, but just with an idea, plenty of passion and a lot of determination". Remo Gobbi, the founder of Pata, a company now producing 45% of the domestic market's salted snacks, and is the queen of potato crisps, rereads his entrepreneurial "adventure" starting with his special bond he has with

his country of birth, and where, in 1981, he began a business that was soon moving 100 truckloads of chips and salted snacks a day, and with a turnover that, in 2024, came in at 191 million euro. And 2025 is already looking good, thanks to the new line of pretzels and sticks launched earlier this year. He estimates an increase in turnover of between ten and twenty million.

These results come from continuing innovation involving products and processes, and always anticipating new needs or creating unusual products to introduce to the market. This was the case for "hand-cooked crisps", which Pata was the first to present, and for Mexican tortillas, kicking off a tortilla craze. "Over these 40 years, we have invested about 200 million, notes Gobbi, "with 23 million invested in new technology and system in the past two years alone". The company covers an area of 100,000 square metres. "Entrepreneurs and companies are condemned to growth, he adds, embracing the energy that has sustained him along this journey, rather than focusing on exhausting aspects of running a business day after day. "When I work on a project and plan an investment, he says, "I think of my youngest son, who is nine years old, and imagine starting something that will grow and last. It is up to the current governance of the company, which also includes my 38-year-old

For Pata, 2025 is already looking good, thanks to the new line of pretzels and sticks launched earlier this year





Remo Gobbi, founder of Pata

son, to see that it is used appropriately". Belonging to the generation of Mantuans that had moved on from farming to working in factories or public services, once Gobbi had finished his military service, he put to good use what he had acquired during that time: his driving licence. It was by being a "trucker" and travelling around Italy from North to South, that he realised that going into the crisp business could be the future. After leaving the trucking business, he started life as an entrepreneur, buying the raw material, potatoes, and turning them into irresistible snacks, with a "team" that has grown in to 503 employees working in state-of-the-art production facilities. "We have never had a day of furlough, he emphasises, "and I have always followed a few guiding principles: be optimistic, take risks and, if you lose a game, get back up, even stronger than before". More tangibly, Gobbi also reveals a few other operational methods that have allowed him to grow seamlessly. "I have always applied for bank financing when I did not need it, because otherwise there is the problem of bank guarantees, he notes, "and I

■ ■ ■ TECHNOLOGY AND GREEN MANUFACTURING

Pata stands for sustainable manufacturing as well as advanced technology. The company has a 3,400 kW/h solar plant. The potatoes, used in making the snacks, are transported by water as part of the production cycle, using a system that allows for the complete recycling of all the blue gold used. In addition: abatement of frying fumes through the use of efficient post-combustion plants; recovery of manufacturing by-products for livestock use and energy production; general energy efficiency.

have always worked with several different banks: I worked to gain credibility on the field, a very important asset when dealing with both suppliers and the market. Furthermore, each choice was guided by the very tangible objective of producing the best product at the best price".

Gobbi often shares his experience with young people, in schools, urging them to absorb as much as possible from that environment, because, he emphasises, "school gives you so much". And then he lists the six characteristics that he considers fundamental in a person and that are also a benefit for an entrepreneur: "Honesty, humility, responsibility, dignity, respect for all, gratitude". ■





Riccardo Magni, chairman and CEO of Magni Telescopic Handlers

The telehandler empire

Magni Telescopic Handlers: a family saga from Emilia, which from its post-war origins has become a business with a global outlook

Driving along the Via Emilia between Modena and Bologna you cannot fail to notice - at Cavazzona, on the outskirts of Castelfranco Emilia - a myriad of red telehandlers by the roadside, stretching almost as far as the eye can see: behind them stands a compact group of factories, the headquarters of a "small empire" that is conquering the world from the heart of Emilia.

Everything here goes by the name of Magni. Even the road on which the headquarters stand, honouring the memory of Pietro Magni, the man who started this family business and who died prematurely in 1981 in an accident at work.

While the founder started out with old American vehicles, left over

from the Second World War - designing farm wagons and industrial cranes and then founding Fargh in 1972 - his son Riccardo, who took over the reins while still very young, decided to focus attention on a product that was in its infancy: the telehandler. Indeed, starting from his father's idea, the young entrepreneur developed new versions of the machine, attracting the attention of a large French group for which he worked for 27 years. But marriages sometimes end and the now experienced Riccardo left the French company

■ ■ ■ WHAT'S NEW AT THE BAUMA TRADE FAIR IN MUNICH

Magni Telescopic Handler will present some new entries to its already extensive range at the upcoming Bauma fair in Munich in April. On the one hand, two medium-sized fixed telehandlers for the construction and logistics field, the Th 3.5.7 and Th 3.5.9, the evolution of the Hth 25.11 high-lift and, as an accessory, a basket with a 10-metre telescopic boom which, combined with the Rth 8.46 rotating telehandler, allows the operator to reach a maximum working height of 58 metres. There is also a recent patent that adds new functionalities to fixed and rotating telehandlers, which can guarantee both perfect verticality and horizontality of movement.



in 2009. After the three-year non-compete period, he embarked on the market in 2013 as chairman and CEO with the new Magni Telescopic Handlers products. From that point on, the company has continued to grow exponentially and uninterrupted. Combining creativity, experience, professionalism and the ability to build relationships, Magni grew from its small initial headquarters into the colossus that dominates the Via Emilia.

The company has reached a turnover of 500 million, employs more than 600 people at its headquarters near Modena and eight subsidiaries worldwide, and has a network of more than 200 dealers on all five continents. In 2021, it moved to its current site, which stands on an area of 80 hectares and which will be further expanded by the end of the decade. One of the reasons for this growth was a bet won during the Covid emergency. "While many competitors were in crisis", says Magni, "we chose to invest, ordering twice

as much material as we needed so as to be ready for rapid deliveries when the crisis passed. This allowed us to maximise the market trend and achieve record sales in 2023, before falling back into line with the industry trend the following year.

Underpinning these certitudes is a truly remarkable product range that targets numerous market sectors. Indeed, the company offers a wide range of telehandlers and holds two world records: for the highest load capacity, with the 13 tons of the Rth 13.26 rotating handler, and for the highest lifting height, with the 51 metres of the Rth 6.51 rotating handler. Magni's complete range of industrial telehandlers comprises 40 industrial models, plus aerial platforms available with diesel, hybrid and electric engines.

And the range has also been extended recently to the agricultural sector, with a line of fixed telehandlers called Tha.

"We are always on the look-out for cutting-edge solutions", continues Magni, "having to integrate technology, electronics, hydraulics and pure mechanics. Not only to make our products, but also to customise them according to our customers' needs".

And, while the owner is as enthusiastic as a child despite almost fifty years of experience, it is his four children who are guaranteeing the future: Carlo, Eugenio, Carlotta and Chiara, who founded the family business together with their father Riccardo. ■

■ ■ ■ *meetings at Confindustria*

Tooling engineering success stories and innovation

Reflections on the findings of the Ingenium 2025 report by Centro Studi Confindustria with the support of Federmacchine. The growth potential for Italian exports of Act machinery is estimated at 8 billion



Bruno Bettelli, president of Federmacchine

“It is not easy to talk about the machinery and tooling goods sector because it is a world that by its very nature remains behind the scenes. Perhaps in the past we have not been able to excite our target group, which is not only made up of institutional and economic operators. Instead, I am thinking above all of young people, who represent the future of our companies, but also of the general public in general. We must succeed in conveying the relevance of our sector, which is as crucial for the economy as the well-known ‘three Fs’, ‘Fashion, Furniture and Food’. And I believe Ingenium is useful for this purpose”. With these words, Bruno Bettelli, president of Federmacchine, reflects on one of the main challenges facing the tooling engineering sector: the inability to emerge and make itself known as it deserves. In spite of its economic importance, with a 6% contribution to national exports, tooling engineering struggles to generate the enthusiasm that other industries, such as fashion or agro-food, manage to generate. Bettelli recognises the difficulty in talking about this reality, but also the opportunities that arise to make the sector more visible and appreciated. Opportunities also seized by the 2025 edition of Ingenium, the report produced by Centro Studi Confindustria with the support of Federmacchine, which recounts true excellence. Also global and

IT IS TIME FOR MOMENTOUS CHOICES

“Tensions, conflicts and global challenges, such as energy and technology supply, influence the choices of governments and companies”. Barbara Cimmino, vice-president for Export and Investment Attraction at Confindustria, commented on the Ingenium report. “With the Trump administration taking office, there has been an acceleration of global dynamics. We hope that Europe will regain the courage to make momentous choices. The time to act is now: companies and institutions must work together to translate the identified potential into actual exports and consolidate Italy’s role as a global leader”.

experiencing exponential growth. Italy's export of Automation, Creativity and Technology (ACT) intensive machinery is worth 32.1 billion euro, with an estimated growth potential of 8 billion, showing how the industry can continue to grow, if it is well communicated. "We have a unique opportunity with Ingenium", says Bettelli, "not just for the absolute value of the numbers, but for the potential to enrich this data with stories and emotions".

They show how international markets, particularly emerging markets, are fertile ground for the expansion of this sector. "Although Italy has a strong presence in advanced markets, such as the Us and Germany, it can make more progress in countries such as China, India and Mexico, which are growing rapidly and represent enormous potential. Never before have we been faced with a scenario where everything is unpredictable, where everything is mutable, and where we need flexibility, adaptation, and the ability to reposition our knowledge in new scenarios".

Globalisation, however, brings with it geopolitical challenges. The ability to maintain and develop stable trade relations is crucial, and Italy must focus on strategic alliances, such as those with Mercosur, and work to strengthen ties with the Us and European countries. "We need to think carefully about whether geopolitics will allow us to continue to have these opportunities. The growth trends we used to take for granted may no longer be so".

Technological innovation and digitisation are other key levers for the future of the sector. The adoption of technologies such as artificial intelligence and Industry 4.0 is essential to increase efficiency and remain globally competitive. Bettelli points out that Italy must do more to close the gap with countries like the Us and China.

"Artificial intelligence and digitisation not only improve production processes, but also enable more advanced business models that ensure continuity in customer processes".

The president of Federmacchine highlights how instrumental mechanics is destined to become increasingly central in an industrial reality that

Bruno Bettelli: "We must maintain the spirit of enterprise and curiosity that is inherent in every Italian entrepreneur. If we lose this, we lose our identity and our strength"



Italian exports of mechanical engineering are worth 32.1 billion euro

looks to the future with confidence. "We must never lose our ability to listen to the customer and make tailor-made products, as only Italians know how to do, with attention to detail. This is the only way for us to continue to be the market leader".

Despite the global difficulties, Bettelli is convinced that the future of the industry is bright.

"We must maintain the spirit of enterprise and curiosity that is inherent in every Italian entrepreneur. If we lose this, we lose our identity and our strength. Our competitiveness is the creative ability to innovate that is a symbol of Made in Italy". ■

- Paola Cacace -



Presentation of the Ingenium 2025 report by Centro Studi Confindustria and Federmacchine



Plastimontella

RIGENERAZIONE MATERIE PLASTICHE

FOR A GREENER WORLD



DIAMO VALORE AI RIFIUTI PLASTICI
CON ENERGIA **100%** GREEN





Mauro Schiavo, Antonio Mincione, Maurizio Gaudiano, Fabio Gaudiano and Marco Palmiero



Vito Grassi



Monica Prencipe



The headquarters of Rivit



Fabio Guzzi



Luigi D'Auria



Stefano Palomba
and Daniela Croce



Roberto Tomè
and Marco Bruseschi



Alex Terzariol and Maria
Elisabetta Ripamonti



Giovanni Donzelli

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.

Where the road meets safety

From signage to guard-rails, Traffitek continues to grow by focusing on quality and technology

Road safety starts with the quality of signage and infrastructure, and Traffitek has built its success on this very principle. Based in Sant'Angelo in Formis, in the Caserta region of Italy, the company specialises in the production and installation of vertical and horizontal signs, as well as safety barriers such as guard-rails and new jersey, and in the design and construction of traffic light systems. Over the years, thanks to targeted investments and an innovation-oriented strategy, Traffitek has grown from a company with only a few hundred thousand euro in turnover to a company with over 16 million euros in 2024 and around 70 employees.

"Our strength lies in our focus on quality and innovation, two elements that enable us to offer increasingly effective solutions for road safety", explains Maurizio Gaudiano, the company's managing director. Traffitek's core business revolves around signage and road safety infrastructure. Vertical signage includes signs and panels made of high quality materials and reflective films, designed to ensure maximum visibility in all weather conditions.

Horizontal signage includes lines, arrows and symbols painted on the roadway with high-resistance paint, all of which are essential for clear traffic regulation. Added to these activities is the installation of safety barriers, such as guard-rails, designed to contain vehicles in the event of skidding, and new jersey barriers, used to separate lanes or protect sensitive areas.

The company also has a research and development staff that

UPSTREAM INTEGRATION

As part of an upstream integration project in the production of semi-finished traffic signal products, Traffitek recently completed the purchase of a new 20,000-square-metre plant, with the aim of strengthening its production capacity and ensuring greater autonomy. The new plant is also equipped with a state-of-the-art solar panel system that will allow the company to optimise its energy consumption and reduce its environmental impact.



implements all new traffic-related technology. Not new to creating patents, the company's innovative approach can be seen in their achieving a patent for the use of a Led bulb used for traffic lights. "A system that allows us to replace the bulb without having to intervene on the entire system"; says Gaudiano. "Whereas before a complex intervention was necessary, now we only need to change the bulb just as one would do at home, reducing maintenance time and waste. This perfectly represents our vision: to



Fabio Gaudiano



From left Mauro Schiavo, Antonio Mincione and Maurizio Gaudiano

combine safety, efficiency and sustainability in a single technological solution". The company has seen steady growth, thanks to continuous investment in research and development. "We have gone from a few hundred thousand euro to tangible results - 8 million euro in 2021, 10 million in 2022 and over 16 million today - proving that innovation and quality are the key to our success", notes Fabio Gaudiano, Maurizio's son and one of the key players in Traffitek's growth.

To strengthen its position, Traffitek has chosen to internalise its production processes as much as possible, ensuring direct control over product quality. "Our development method", says Fabio Gaudiano, "is to vertically integrate upstream. Traffic signage is made up of various elements, and we are aiming to completely manufacture the entire traffic signal so as to be more and more competitive. This will also broaden our range of customers and maybe even lead to winning some European projects in the future".

After all, the Traffitek team has the skills. Some important work they have done includes participating in projects such as the Afragola station, as well as installing horizontal and vertical signage and guard rails on motorway sections in Cassino, Bari, Pescara, Firenze and Genova, where attention to detail and customer care have consolidated the company's reputation. "From signage to large infrastructures, our goal is to continue to grow and offer increasingly advanced solutions for road safety", concludes Maurizio Gaudiano.

With a clear and determined vision, Traffitek demonstrates that a combination of experience and innovation can turn every challenge into an opportunity to improve mobility and safety on the roads. "To this end, we must thank Antonio Mincione, Marco Palmiero, Pasquale Cappa Spina and Mauro Schiavo, who represent the company's management team", Maurizio Gaudiano concludes. ■

Traffitek's development method is to vertically integrate upstream: traffic signage is made up of various elements, and we are aiming to completely manufacture the entire traffic signal



Marco Palmiero

The future of work is already here

Graded launches “Orbita Graded” and reinvents organisational models to attract and retain talent, investing in growth and continuing innovation

An orbit is not just a path traced through space, but a dynamic equilibrium, a system in which opposing forces balance each other to keep a body moving without breaking it up. It is the starting point for creative productivity. It is therefore no coincidence that Graded, an energy service

company founded in Napoli in 1958, has founded “Orbita Graded”, which was created to revolutionise the way we think about work and to help stop talented young workers from leaving companies, offering them a strong incentive, made up of responsibility, growth and recognition. “Finding qualified resources has become more difficult for several reasons, starting with a lower birth rate”, notes Vito Grassi, Ceo of Graded. “This demographic decline is an Italian problem, but in the South it is even more pronounced: in the last decade, one million

The idea is to allow our best resources to act as administrators of start-ups linked to the parent company, while simultaneously maintaining their contract with us



Vito Grassi, Ceo of Graded

people have left, of which 200,000 were university graduates. And note: of these 200 thousand, 140,000 emigrated abroad, not to northern Italy. This means a loss of skillsets and investments in education that we can no longer afford”.

All of this in an environment, like in Graded, where higher education is essential, as the company operates in Italy and abroad in the field of design and implementation of integrated, sustainable energy solutions with high efficiency and low environmental impact, in the public and private sector.

“Today, the national collective agreement”, continues Grassi, “while still remaining a very solid document for workers’ rights, no longer guarantees the salaries needed to live.

However much a company may reward and incentivize, the pay raises are minimal compared to the economic opportunities that young people find elsewhere. So we asked ourselves what we should do. The idea was to change our organisational models, making them more attractive to new generations of workers as well”.

And so the idea for “Orbita Graded” was conceived. “Our ambition is to create an innovative universe”, says Grassi, “by making a number of changes in operative mandates and converting them to proxies. In simpler terms, the idea is to allow our best resources to act as administrators of start-ups linked to the parent company, while simultaneously maintaining their contract with us, opening up a parallel path that increases their overall pay, and simultaneously provides them with a greater challenge in terms of work and innovation, which somehow grows exponentially. “Among other things”, Grassi points out, “in this way we also acquire a new load of innovation that we need to be competitive on the market and they can find new stimuli through external customers”.

Pivotal to this process is putting trust into this younger generation and to integrate them with the older generation. “In choosing our workforce, we have always worked very closely with the universities. Over time, we have created a relationship of great mutual trust, which continues to this day with many who, having joined us more than 25 years ago with their first job contract, are still here. In addition, we invest in continuing education and advanced training schools. Young people are the lifeblood of businesses like ours and our open innovation projects allow us to enhance the skills of both generations. And this also applies to the Board of Directors, where a third generation is already present, ensuring continuity, whilst simultaneously training managers from outside the family who are capable and reliable. The goal is to keep the owners firm in their entrepreneurial decisions, while entrusting management to highly qualified individuals”.

This is because with “Orbita Graded”, the company is not just imagining the future: it is already building it, consolidating the presence of deserving young generations in a system that is not a cage, but a safe orbit from which to look far ahead. ■

■ ■ ■ CUTTING-EDGE SOLUTIONS FOR THE ENERGY INDUSTRY

The first “satellite” of Orbita Graded is Janus Srl, the Group’s new start-up providing cutting-edge software solutions for the energy industry, led by Gennaro Ardolino, a former student of the second edition of Digita Academy, and who is chief information security officer and head of digital innovation in Graded. In addition to Ardolino, two Graded members sit on the group’s board: Fabrizia Grassi, a member of the company’s board of directors, and chief operating officer Ludovica Landi.



Software development, solutions and management consulting

More than 2,800 companies from a wide variety of sectors rely on Four Bytes.
Watchwords: speed up and optimise



Monica Prencipe, Ceo of Four Bytes

Developing has always been its mission: Four Bytes, a management software development company since 1980, now covers a range of services for small and medium-sized enterprises, from consulting to tailor-made Erp software development.

Born from the intuition of its four founding partners, it took its first steps in Modena, a stone's throw from the ceramic district of Sassuolo.

It was industries in this sector that were the company's core business in the 1990s, developing management software primarily for the needs of the sector.

Today, Four Bytes is a group that consists of three companies: the "parent" company has been joined by Four Solutions, which mainly

deals with the nationwide distribution of Erp management software, and recently also Four Infolab, which was acquired a couple of years ago and operates mainly in Southern Italy, targeting industry and the engineering sector. Speeding up and optimising are the watchwords of Four Bytes, which sets in motion the operating systems of more than two thousand eight hundred companies in various product sectors every morning, providing comprehensive management consulting, which starts by identifying the client company's needs and arrives at a "tailor-made" Erp management software solution that can cover all company needs and phases, from logistics to invoicing, production processes, data analysis, budgeting and Crm. The group employs around eighty people, including direct employees and collaborators, and has a turnover of around eight million euro in an almost exclusively Italian market, made up of small and medium-sized companies with an average of ten to fifty employees, and a turnover of between ten and seventy million euro. In the digital world today, the central theme is artificial intelligence: Four Bytes is naturally extremely attentive to all developments, aware of the importance that new technologies may play in the not too distant future.

This is why the company sits at an R&D table with leading software development companies, aware that integrations and interactions with highly pervasive technology will be increasingly central and fundamental, but for which the human factor will always play an essential role. ■

A tailor-made suit for every sector and every customer

Safety, advanced technology, quality and a successful team are the great strength of Rivit, one of the international leaders in the production of stainless steel and special alloy pipes



The headquarters of Rivit

To successfully navigate the difficult waters of the large international markets associated with the production of stainless steel and special alloy pipes for hydrocarbon extraction, as well as for renewables and the water cycle, for more than half a century, you need to have assembled a team with the highest level of expertise. The story of Rivit, a company founded in Caltrano in the province of Vicenza in 1960, is in fact one of a company that has been able to grow over time and create a perfect balance between technologically advanced production solutions, continuous investment in research and innovation, and results that guarantee very high performance with ever lower pollution risks and emissions for the sector's world market. "All true", says Marco Rezzadore, Rivit Spa's sales area manager for Italy, "but there is still a long way to go to continue satisfying international customers accustomed to the excellent results in terms of safety and yield obtained thanks to our products, which are the result of an all-Italian technology developed at the Caltrano headquarters. But while

oil&gas remains one of our main markets, our eyes are also on Italy and sectors such as water treatment, renewables and even food, with customers working in dairy, beverage or tomato processing. Fortunately, here at Rivit we cannot just speak of one area of intervention because we are very flexible with a diverse clientèle and a wide and varied portfolio of work all over the world. Our real mission", Rezzadore concludes, "is to work by adapting each of our products to the needs and different expectations of each customer". Research, flexibility and continuous investment in state-of-the-art machinery have allowed Rivit to be at the forefront of working methods and technology applied to stainless steel and special alloys.

In practical terms, the tailor-made suit for each customer is the best role played by the Vicenza-based company thanks to its exceptionally thorough knowledge of the sector, supported by a global network capable of guaranteeing customised services all over the world and a technical department that knows how to follow the needs and support the customer's requests at all times. ■

Rivit provides complete, integrated pipe solutions for all segments of the oil & gas industry, but also for renewables, food, water cycle and waste liquid management

Life, science and quality: three pillars of growth and expansion

Innate looks to new markets with increasingly innovative medical solutions



Fabio Guzzi, board member of Innate

After its first twenty years, Innate, a Novi Ligure-based company in the Life Sciences sector, is consolidating and expanding its reach. Founded in 2004 by Federico Panzieri - 110 employees and a turnover that has quadrupled in less than three years - it is now looking to new markets and new products.

"We already operate in some fifty countries, but our aim is to expand further, not only through third-party manufacturing, also with formulations based on our customers' proposals, but also by reinforcing our own brands in aesthetic medicine, orthopaedics and gynaecology", explains board member Fabio Guzzi.

With its qualified staff, Innate also aims to enter markets with a complex regulatory structure such as Brazil and, in the next five years, the United States.

"In our case, the professional contribution of people and favourable

circumstances have been crucial on our path towards success, but we must not make the mistake of growing too fast", emphasises Guzzi. "To be long-lived, you have to grow a backbone".

That is why Innate works to ensure that all departments, sales, research and development, supply chain control, purchasing and communication, are set up to consolidate the company's position. All this is based on an important principle introduced by the founder, that is, innovation: "We do not want to excel only in commodities, but increasingly offer innovative solutions, with a structured R&D, state-of-the-art ingredients and formulas, and processes that can optimise performance". Many new ideas will see the light of day in the coming three years, not only in the established sectors of orthopaedic and gynaecological devices, advanced cosmetics and food supplements, but also in new commercial and production areas, for example "wound healing", a fast-growing medical and therapeutic sector. All this with our eyes firmly set on sustainability. "An awareness that goes beyond usual good practice", the company concludes, "An example? The collaboration with Ogyre, an Italian company that collects plastic from the ocean and rivers". ■

Innate works to ensure that all departments, sales, research and development, supply chain control, purchasing and communication are set up to consolidate the company's position

The logistics of the future are interconnected: it's time for multimodality

Trans Italia's first 40 years, Ceo Luigi D'Auria: "We represent Italian excellence on the highways of the sea"

“We want to live our first 40 years as a transition from maritime and rail intermodality to multimodality, to the interconnection of road, sea and rail. We are proud to have been, last year, the first logistics operator to promote an intermodal rail service with semi-trailers from Valencia to Madrid, making freight transport from Italy to central Spain sustainable. It is as if we have come full circle since 1996, when we started to complement road transport with ro-ro maritime transport to Spain. The next stage will also take us to Portugal by train”. So says Luigi D'Auria, Ceo of Trans Italia, a Salerno-

based group founded in 1984 focussed on maritime and rail trade and sustainability. “We represent Italian excellence on the highways of the sea”, explains D'Auria. “We have invested in rail intermodality, training courses for personnel, and port efficiency, ensuring that our operators can return home to their families every day.

Today, Trans Italia has more than 30 sites in Italy and abroad, 600 employees, more than 4,000 transport units and an aggregate turnover of more than 250 million euro. “Our innovative strategies focus on digitisation and sustainability, with the reduction of our environmental impact, in particular emissions, through new forms of power supply for vehicles, the enhancement of network nodes and the development of digital data sharing with the electronic Cmr”.

The group is looking abroad: it will be among the exhibitors at Transport Logistic in Munich, 2-5 June, and is launching new projects on the Turkish market.

“The main knot to unravel for an even stronger global push towards multimodality remains that of infrastructure. In the ports we encounter bottlenecks, with shallow waters and outdated interports, which slow down intermodality projects. Italian companies are travelling at a different pace to state investments, which need to be more targeted to improve the competitiveness of Italian logistics”. ■



Luigi D'Auria, Ceo of Trans Italia

Tailor-made savings that energise businesses and households

At Easy Luce & Gas, experience and customer care at competitive prices

Energy bills have always been a thorn in the side for companies and households, constantly grappling with an increasingly crowded, complex forest of offers and tariffs that, with the end of the protected market and the advent of the free market, seems to be taking on the contours of a maze with no exit: Easy Luce & Gas was created with the very intention of meeting this need, accompanying the customer to purchase energy at the best price on the market. A dynamic, young and proactive company, which has only been fully operational since 2021 but benefits from the owners' twenty plus years of experience. In less than four years, it has been able to catalyse more than 6,000 supply points throughout Italy with a constantly growing customer portfolio and turnover, which has risen from 700,000 euro in its first year of business to 5 million in the 2024 financial statement. "Our best promotional vehicle is the classic word-of-mouth", Stefano Palomba and Daniela Croce, owners of Easy Luce & Gas Srl, proudly tell us, "with our customers steadily increasing thanks to our willingness to provide families and businesses with a dedicated, customised energy plan. We can assure you that the savings we manage to achieve are often so sizeable that we astonish the users, generating great satisfaction". Energy crises, geopolitical conflicts, opaque supply policies, and sky-rocketing prices are often reasons for recurring anxiety for customers seeking a stable point of reference: Easy Luce & Gas presents itself as a "zero kilometre", energy-saving guide, with the opportunity of fast, punctual advice without long waits at call centres. "Our company

acts like a tailor, tailoring the right suit to the needs expressed by the customer", the owners continue, "but without erecting barriers and adding electronic and human filters to manage our dialogue. We are contactable and available in just a few minutes: our co-workers are all courteous, competent young women, a real added value". Electricity and methane gas are supplied to domestic, condominium and business users, through transparent solutions that are clearly and comprehensibly presented, with a focus on renewable energy sources: environmental sustainability and ethics are two the founding values of this innovative company based in Vinovo and Carignano, in the province of Torino. A member of Arte (Associazione Reseller e Trader Energia), which brings together about 200 companies operating in the energy sector and which, in 2024, rewarded the owners for their professionalism and helpfulness, Easy Luce & Gas is also active in the field of charging stations for plug-in electric and hybrid cars. It recently received the Legality Rating certificate from the Autorità Garante della Concorrenza e del Mercato, a recognition that certifies compliance with the principles of legality and ethical behaviour in business management. ■



Stefano Palomba and Daniela Croce, owners of Easy Luce & Gas



From left: the director Roberto Tomè with the chairman Marco Bruseschi

An eco industrial park in the productive heart of the region

This is the objective of Cosef, the largest economic development consortium in Friuli-Venezia Giulia

Cosef, the largest Consortium for economic development in Friuli-Venezia Giulia, manages five of the most productive areas in the region and is implementing a major industrial plan that was launched last autumn and will unfold its full potential in the three-year period 2025-2027, during which 71.31 million in investments are planned, with part of the construction sites already operational. Among the strategic objectives, alongside the consolidation of attractiveness, is the implementation of green infrastructure, inspired by Eco Industrial Parks, ecological industrial parks that provide increasingly integrated services, thus reducing environmental impact.

Cosef, chaired by Marco Bruseschi and directed by Roberto Tomè, comprises the industrial areas of Upper Friuli, Udinese with Ziu, the Aussa Corno retroport and industrial area, the Cividalese area and also the Manzanese area. A total of 18 million square metres of floor space, 307 established companies, with almost 11,000 employees and a total annual turnover of more than 8.7 billion euro.

"During the three-year period, many important interventions have been planned in the railway sector", explains the chairman, "in order to strengthen and renew the logistics system that is available to Cosef, with the aim of reducing road transport and thus encouraging sustainable transport models". In terms of energy, the chairman continues, we must make the consortium and industrial utilities of the established companies more efficient with a view to "making the industrial zones as energy self-sufficient as possible".

That is, autonomous energy districts, on the one hand equipped with production systems and on the other able to regulate and utilise all available internal resources.

Having inaugurated the new link road north of the Ziu, which connects Udine's southern ring road directly to the Udine Industrial Area, Cosef is preparing to invest a further 28.5 million euro in infrastructure in the area, with the extension of the important existing railway track bundle. Further investments include 20 million euro for the overall enhancement of Aussa Corno, including the renaturalisation of the area around the lagoon. ■

In terms of energy, we must make the consortium and industrial utilities of the established companies more efficient with a view to making the industrial areas as energy self-sufficient as possible

Global thinking, Italian design

MM Design, a multi-award winning industrial design firm, creates products that combine craftsmanship, hi-tech and top performance

MM Design has had an international outlook since its foundation in 1991 and, through its four offices in Bolzano, Milano, São Paulo and Singapore, it monitors new technologies, social changes, generational needs and environmental resources. "This has allowed us to create products that express the true meaning of the word 'design', combining advanced technology with the manual touch of a craftsman, an aesthetic component with impeccable performance, and sustainability with the best materials".

So say Alex Terzariol, general manager, and Maria Elisabetta Ripamonti, head of business development, who lead the multidisciplinary teams at the company's various sites that express the specific skills needed for the numerous projects, united by the lateral thinking that characterises the firm. "Our aim is to accompany companies with a concrete and systemic design, based on an inclusive and sustainable design culture,

which is often also 'disruptive', i.e. breaking with the past and heralding in an evolution. Our innovation puts the people at the centre, improving their quality of life".

Integrating humanistic and technological aspects in each new design product and relying on a network of experts and craftsmen from various fields, MM Design operates in a wide range of sectors, from medicine to agriculture, industry to services and lifestyle. Mathub, the digital material database used to identify the most suitable, sustainable and safest materials for customers in order to manage made-to-measure processes through experimentation and new material combinations, is extremely important for MM Design.

"We also aim to network, connecting start-ups and companies, in order to create value". The result? Dozens of ongoing projects under the banner of ethical and profitable design. A *modus operandi* that has been rewarded on many occasions.

"Good design is recognised by the market in terms of sales and by the juries of the international design awards won by our customers for enhancing the value of their product", conclude the two professionals. ■



Alex Terzariol, general manager, and Maria Elisabetta Ripamonti, head of business development

MM Design's goal is to accompany companies with concrete and systemic design, based on an inclusive and sustainable design culture, which is often also "disruptive", i.e. breaking with the past and heralding in an evolution

The art of building lasting relationships beyond projects

The real success of a company lies in its ability to combine technical expertise, empathy and social responsibility. So says EdilDoVi

In the construction industry, where every detail counts and technical expertise is paramount, it is the people that make the real difference. Giovanni Donzelli and Luciano Vitiello, founders and partners of EdilDoVi as well as brothers-in-law, are convinced of this; the company's history is rooted in expertise along with the human side of the business. "EdilDoVi was officially founded in 1984", says Donzelli. "Actually, it all began when, as a good older brother and having sadly lost his dad, I asked to meet the guy my sister had told me so much about. We then discovered our shared interest in the construction industry". So, in their early twenties, the two decided to take up the challenge. Forty years have passed since that day, over which the small construction company has grown in experience, means and technology to become a modern and dynamic enterprise. A growth founded on sacrifice, courage and passion, with the ability to maintain a company philosophy that combines a precious wealth of tradition with the use of the most advanced technologies in the sector, paying special attention to the impact on the landscape and the environment. Today, in its second generation, it is the sons of the two "partners and brother-in-laws", Sergio Donzelli and Umberto Vitiello, who continue the business in this spirit. "There are skills that can be learned", says Donzelli, "but the most important thing is a sense of responsibility. To employees and to customers, as demonstrated by the attention paid to sustainability in our projects". Today, the family business, in addition to the construction sector, also designs and



Giovanni Donzelli, co-founder of the company

builds technological, civil and industrial installations. And whether it is a building to be incorporated in a historic centre, a conservative restoration such as the Galleria Alberto Sordi in Roma, the Vatican press room, an Italy-France interconnection electrical substation or a data centre in Rivoli, near Torino, the commitment is the same. "All this", they conclude, "with the aim of combining innovation and tradition to satisfy our customers. And taking care of all the details of high quality products by carefully assessing the value and feasibility of the activities, with the aim of ensuring the best quality for the people who will live and work in the buildings". ■

Tuscany

COMMUNICATION PROJECT CREATED BY **GIADA PAOLETTI**

Aiming for recovery in 2025: regional councillor Marras outlines the roadmap to give added impetus to the region



Sound economy, strategic investments and opportunities

Despite an uncertain 2024 with its ups and downs, the Tuscan economy is bearing up reasonably well, even if the increasingly fragile and unclear international framework has caused growth to lose momentum. Indeed, the numbers show that the regional Gdp was +0.6% (source: Irpet) with an estimated +0.8% this year, although the spectre of the tariffs announced by Trump could shake things up again, damaging an area aiming at revival.

Indeed, in 2025 Tuscany will focus on relaunching the fashion sector, announcing an ambitious recovery plan that will embrace other sectors of the economy and include strategic investments in advanced technology that is in great demand throughout Europe. "The global economic situation has had a negative impact on manufacturing in particular, and fashion is the sector that has suffered the most", explains the region's councillor for the economy and production activities, Leonardo Marras. "That is why the region is committed to supporting recovery with concrete measures, from moratoriums on credit and taxes for Smes, to tenders for investments in innovation and sustainability and a training plan for professional reskilling. We will also organise a round table with the big brands to manage the economic impact of the crisis, all while guaranteeing social protections for workers".

An opportunity for the growth of the entire industrial system will also be the 80 million euro Strategic Technologies for Europe Platform, which will be launched in the coming months with the aim of supporting companies investing in advanced technology that is strategic for Europe, from biotechnology to hydrogen.

Another lever of development will be attracting foreign investments; the region is committed to promoting its international appeal through innovation, digitisation and global competitiveness. "We have prepared calls for tenders to support the modernisation of Smes, encouraging the adoption of new technology and improving access to digital transformation", adds councillor Leonardo Marras.

"A key role will be played by research and development, promoting cooperation between companies, universities, and research centres to turn the region into a benchmark for advanced manufacturing,



Leonardo Marras, councillor for the economy and production activities of Tuscany

digital technologies, and the circular economy. Another key aim is to support start-ups and innovative companies, adopting tools dedicated to their growth and internationalisation, helping them to expand into foreign markets. But competitiveness also depends on sustainability. This is why the new regional calls for tenders will promote the ecological transition, supporting more sustainable and circular production models. At the same time, we will work to simplify bureaucratic formalities, reduce the time it takes to access resources, and facilitate dialogue with the public administration, to make it easier to do business in Tuscany". ■

- Jacopo Carlesi -



The founding members: left Mauro Campigli and right Pietro Brillanti, continuing, Alessandro Brillanti with daughters Serena and Vittoria Brillanti, Paola Brillanti and Andrea Campigli with their son Lorenzo Campigli, Fabrizio Rinaldi, Sonia Campigli

Passion and culture for more eco-friendly, cutting-edge leather

This is the story of Rinaldi Conceria, which revolutionised the industry through the automated production process and a strong push for environmental sustainability

There is a very close relationship between the art of leatherworking and Tuscany. Indeed, one of the most important districts of the Italian tanning industry is based here, boasting an extensive network of companies, some of which are true gems of the sector. Among these is Rinaldi Conceria, a family-run business established in Fucecchio (Firenze) in 1959 by the three founding partners Pietro Brillanti, Mauro Campigli and Franco Rinaldi who, in those years of

economic boom, succeeded in creating a solid and long-lasting business. In over 65 years of business through their work in finishing leather, the company has transformed food waster into a beautiful material used in fashion and design, and has been able to combine excellent craftsmanship with technological innovation, becoming an example of how the sector can evolve creating quality products while still respecting the environment. Today, the company is certainly one of the local area's best, due in particular to their state-of-the-art processing combined with a concrete focus on environmental sustainability. In the facility, which covers an area of around 15,000 square metres, all stages of the "complete cycle" production process are carried out, from tanning



raw hides to manufacturing finished articles for leather goods and footwear. In addition, in Montegranaro in the Marche region, there is a warehouse with leather samples where customers can source what they need directly. Each product is made with the utmost respect for quality standards certified according to Uni En Iso 9001 and Uni En Iso 16484 Made in Italy "Full Cycle" standards, a further guarantee that all stages of the production process are carried out entirely in Italy, thereby ensuring stylistic and innovative content, as well as the cutting-edge technologies that characterise Italian production.

Rinaldi Conceria, in the last decade, has marked a real revolution in the sector by completely automating the production process.

The second generation of the family replaced the old spraying equipment with new, more modern systems, including an automatic chemical weighing scale. The old retanning agent, dye and fatliquor drums were replaced with fully automated systems capable of perfectly dosing the right amount of chemicals and water, controlling temperatures and, in general, automating everything that was previously done manually. More recently, the founders' grandchildren have joined, ready to make another change by developing procedures for Industry 4.0. A huge step forward, which made Rinaldi the first tannery to fully automate their production process, reducing both potential human error and minimising waste, using them as part of a circular economy. This has also benefited workers as the introduction of technology has significantly raised safety levels, allowing workers to come into less contact with chemicals. The environment has also

Rinaldi Conceria Srl, the first tannery to achieve ItalyX certification, proof of the company's "Italian-ness" for over 65 years, following a set of values and characteristics of Italian lifestyle, culture and entrepreneurship. "Sustainability is at the heart of our strategic choices"

benefited, as, through these improvements, there has been reduced waste, processing time has been optimised and, by significantly improving safety in the workplace, there has also been a reduced environmental impact, all in line with working towards a more sustainable future.

"Sustainability is a value that permeates every aspect of our business, it is not a cosmetic concept, but a philosophy that we follow through tangible actions". Certificate obtained include: Lwg (Leather Working Group), which certifies the commitment to further reducing the environmental impact of leather processing, Icec TS410, which guarantees the traceability of raw materials, ZdhcSupplier to Zero, which certifies the management of chemical substances, and ItalyX, Italy Certified Italian Excellence, which certifies the company's "Italian-ness". Now, with the third generation, Rinaldi Conceria is moving forward to take another important step with the technological evolution of Industry 4.0, Transition 5.0, the launch of new production lines with a "green" perspective, ready to meet the future challenges of the Italian and international markets, always keeping quality, innovation and sustainability at the centre of their strategic choices.

This is also an opportunity to measure the progress of their corporate Esg strategy, respecting social values and good corporate governance as a focus for sustainable growth for the environment, people and a more responsible future. ■

A journey through elegance with Italian products made with a green heart

Calzaturificio Ilaria has been making luxury Italian shoes for 30 years

It is said that the best ideas are born in difficult times, and, when talking to Ilaria Rossi, owner of Calzaturificio Ilaria, you can feel the desire to never give up, to get back into the game, and to never stop. “The company was founded by my father Tiziano in 1972, and I joined in 1995, when I was only 20 years old”, Ilaria explains, “that’s when the company took the name ‘Calzaturificio Ilaria’, and until 2020 my brother also accompanied me in this adventure. I can say that I grew up here, in all respects, and I am proud that today one of my sons has also joined the company so that we can pass on our history. I am also proud because I believe that what sets us apart is precisely this sense of family that you can feel in every pore of the company, a close-knit group working together to achieve the same goals”. Not an easy task, as Calzaturificio Ilaria now has more than 50 employees and has come a long way from being a small family business. “We have always worked for big luxury brands such as Aquazzurra, Valentino, Dolce & Gabbana and Balmain, making fine shoes for elegant women”, Ilaria continues, “ranging in various genres from ballerina flats to evening shoes and jewel sandals. We exported a lot

In August, Calzaturificio will celebrate 30 years in business and we are working on the launch of the “Ilaria Rossi” brand, which will feature a collection designed for women of all ages who want to be elegant without sacrificing comfort

abroad where ‘Made in Italy’ was a guarantee of the highest quality. Today, unfortunately, the sector is in a crisis, the big luxury brands have seen a drop in purchases, important markets have closed their borders and others are imposing high tariffs”. But Ilaria hasn’t lose heart and she has turned the company’s anniversary into an opportunity to try something new. “In August we will celebrate 30 years in business and we are working on the launch of the ‘Ilaria Rossi’ brand, which will feature a collection designed for women of all ages who want to be elegant without sacrificing comfort”. A limited and exclusive range produced sustainably and with great attention to every detail, both for the shoe and for the packaging with its stylish design, and fresh and trendy colours. A collection born of great experience, made by artisans who represent the best of Made in Italy. ■



Ilaria Rossi, owner of Calzaturificio Ilaria

Security and reliability in the precious metals market

Italpreziosi, an Arezzo excellence, confirms itself as a strategic partner for investment gold bars

Italpreziosi is a major international player in the trading and refining of precious metals, also standing out in the production and trading of investment gold bars. With an established presence in Italy and abroad, the company plays a crucial role in the circular economy, reusing precious metals from industrial waste and recovered materials. Not just the goldsmith sector, as with Arezzo as the key centre in Europe, it benefits from Italpreziosi's products, but banks, creditors and central banks also rely on the company for the purchase of gold, which shapes a store of value and a possible means of payment. More and more private investors consider gold a safe choice for protecting their assets. In an uncertain geopolitical landscape, marked by economic crises, conflicts and new global alliances, gold remains the safe haven asset par excellence. Its stability over time, proven by past events such as the 1979, 2007 and 2010 crises, makes it a key asset for diversifying and protecting investment portfolios.

The gold market is also accessible to those with limited capital, allowing investments in bars from two grams, with customisable purchases. In addition, the "Pac Tesoro" allows gradual and certain investment with planned acquisitions of physical gold. Thanks to the "Italdeposito" service, customers can store their bars in tracked, insured vaults, with the choice of withdrawing them at any time. The main advantage of each ingot is its high liquidity, with the possibility of reselling it directly



Ivana Ciabatti, Ceo and president

to Italpreziosi, providing flexibility that is rare compared to other financial instruments. The reputation of the company, founded in 1984, combined with a global network of reliable partners, offers investors a professional and secure experience.

"For an investment in gold, it is essential to turn to certified operators, recognised by Banca d'Italia. Italpreziosi is the ideal choice for those who want to invest in precious metals with reliability and competence", says Ivana Ciabatti, Ceo and president of the company. ■

The gold market is also accessible to those with limited capital, allowing investments in bars from two grams, with customisable purchases

Sixty years of innovation and leadership in the energy sector

From Donato Canaccini's insight to international growth: the evolution of Ceg, the Italian point of reference in energy and industrial engineering

Ceg was founded in 1965 grounded in the far-sightedness of Donato Canaccini, an electrical engineer with long-established experience and extraordinary talent. He had limited resources, but with determination and a team of young graduates, he began a business that would thrive over the years. His son Uberto joined the company in 1975 and gradually took over roles of growing responsibility. In 1979, he became chairman of the board of directors and, in 2006, sole director. Faced with a highly competitive market, the Arezzo-based company invested in technological innovation. In 1992, it began producing rectifiers and uninterruptible power supplies, specialising in customised industrial UPSs. This strategy allowed it to gain a

This year Ceg celebrates its 60th anniversary and confirms its global role thanks to continuous growth and innovation

foothold in the oil&gas sector, forging partnerships with prestigious companies including Snamprogetti, Techint and Nuovo Pignone. In 2003, the transformation into a Spa (joint stock company) launched the strong international growth.

Ceg forged partnerships with leading Korean general contractors and became the supplier of choice for large companies in the Persian Gulf. Expansion continued in the Maghreb, Kazakhstan and Russia markets, with technical bases and offices in Astana, Abu Dhabi and Saudi Arabia, guaranteeing a global service.

Since 2008, Ceg has expanded its activities by entering the naval sector with Fincantieri and the railway sector with Hitachi Rail, developing high-speed systems. Today, thanks to the synergy with Seit Impianti, it is not only a manufacturer of electrical equipment, but an Epc contractor that controls the entire supply chain, guaranteeing quality, competitiveness and optimised delivery times.

The company offers a wide range of products and solutions, from UPSs and transformers to electrical and mechanical systems for the industrial and civil sectors. With a focus on innovation, it develops new technologies for data transmission, e-vehicle charging and remote monitoring. Now celebrating its 60th anniversary, Ceg has confirmed its standing as an Italian excellence in the energy sector, consolidating its role as a global point of reference thanks to continuous growth and innovation. ■





The president, Elena Calabria, and her brother, Francesco Calabria, vice-president

Sixty years of growth, innovation and sustainability

Established in 1965, today Diddi Dino & Figli is a strategic partner of Italian companies of all sizes, the Public Administration and individuals

Strong roots, a deep attachment to the territory and an innovative vision. This sums up 60 years of history that have transformed Diddi Dino & Figli from a small family business into a continuously growing company in the energy efficiency and multi-services technology sector.

Founded in 1965 by their grandfather Dino, over the last two years it has doubled the number of employees and its turnover, becoming a strategic partner of leading Italian organisations such as Banca d'Italia, Banca Intesa San Paolo, Crédit Agricole, provincial administrations and capitals of Tuscany, and public and private companies. Today, the company is headed by the chair, Elena Calabria, flanked by her brother, Francesco Calabria, vice-president.

"The key to our success? A perfect mix", explains the president, "of attention to sustainability and high-tech solutions. We transform buildings into sustainable and dynamic ecosystems with innovative

technologies such as sensors to monitor room temperature and air quality, or remote control systems".

Design, installation, monitoring and upgrade of heating, air conditioning, fire protection and electrical systems, including street lighting: every project is designed to ensure environmental comfort and measurable results.

A highly skilled team of professionals and specialisation in data analysis to process the specific requirements of each building or facility enable the company to respond to all needs with customised solutions. "Our mission", the vice-president continues, "is also confirmed by the certifications we have obtained, including Esco (Energy Service Company), proof of our concrete commitment to energy efficiency and sustainability. Uni Pdr 125:20222 Gender Equality Management System certification is a real feather in our cap: bearing witness to our internal policies for the creation of a truly inclusive corporate culture".

Lastly, there is a deep-rooted presence in the territory to which Diddi Dino & Figli has always been very attached and in which it supports numerous social and cultural projects: not least participation in the Corporate Membership Pistoia Musei programme.

"Our company's vision for the future", conclude the two entrepreneurs, "is a journey of tradition, innovation, inclusion and sustainability, in order to follow evermore far-reaching projects on a national scale". ■

From goldsmithery to tourism, training that companies like

The Fondazione Tab Its Academy celebrates 10 years with its cutting-edge students



Villa Strozzi, the base

From goldsmith design to tourism, technical training becomes a bridge between tradition and innovation. A bridge built in the name of “know-how” and talent, that of the Fondazione

Tab Its Academy, which is celebrating ten years of activity in 2025, with 70 members including universities, schools, companies and associations. “In recent years we have built a solid network that allows us to train professionals in demand on the market”, explains the president Sonia Nebbiai. One of the most innovative courses is “Gold & Luxury Oro”, in Arezzo, which combines design, modelling and advanced techniques for goldsmithery. “We value design and creativity here, because the goldsmith sector needs an increasing number of specialised skills”, emphasises Nebbiai. The Foundation operates throughout Tuscany. “In the area of Firenze, Prato and Pistoia, in the area of Lucca, Pisa and Massa Carrara, and in the area of Siena and Livorno, we focus on tourism from courses aimed at high hospitality and luxury tourism, sustainable management of accommodation facilities, and the enhancement of cultural heritage”. “The mix of theory and practice allows our students to be at the cutting edge, and also be of great interest to companies”, concludes Nebbiai. “For companies, Tab Its Academy is a pool of talent ready to innovate”. ■



The Botarelli family

Fabio Botarelli and Stefania Bazzucchi, partners in life and business, have turned their passion for precious metals into a business recognised by customers: Botarelli Srl. With decades of experience, their company in the Arezzo area is synonymous with quality and craftsmanship, with jewellery that tells stories. Stories born from collaborations bordering on art. “One crucial moment”, says Botarelli, “was the collaboration for the Jubilee 2000 medal with

Forging the future of jewellery from tradition

Botarelli travels the road of traditional craftsmanship and attention to detail

Unoaerre, which allowed us to expand our range of collaborations in the religious sector as well”. The company’s growth is due in particular to Stefania, who has steered it for years with determination, also increasing its prestige overseas too.

“An experience that made us realise how the change in the sector is taking place everywhere: today, jewellery has to tell a story, not just be a product”.

On the strength of its experience, Botarelli Srl is looking ahead. “The future is digital”, says Fabio. “With the help of our sons Fabrizio and Manuel, we are already working on a social and web presence to reach a new young and smart clientele”. ■

Double school-leaving certificate, both Canadian and Italian, in just four years

From September 2025 the humanities school-leaving certificate at the Canadian School of Florence (Csf) will run alongside the Ontario diploma (Ossd)

The Canadian School of Florence allows for a continuous, officially recognised education path starting in Kindergarten and, as of 2017, offers the Ontario diploma. From the beginning of the 2025-2026 school year, a course of study officially recognised as equal to that of Italian high schools will also open, allowing those who choose it to obtain the Italian school-leaving certificate in just four years and with full recognition from the Italian Ministry of Education and Merit.

"I am thrilled with what we have achieved in such a short time", says Isabelle Leblanc, the head of Csf. "We started seven years ago with the secondary school, then in September 2021 came the primary and in 2022 the junior high. From September 2025, we will be able to offer the entire certified education path, completing the cycle with secondary school. This represents a very important step for us and for the families of our students.

The Ontario curriculum has always been in high demand due to its wide international recognition, but it is clear that the recognition of the double school-leaving certificate is a key piece. "Multilingualism and multiculturalism are two of our core values",

The basic language is English, together with French, which is necessary on the Ontario path. From September 2025, enhanced Italian will complete the offer, in both the high school and the other school levels.



Isabelle Leblanc, head of Csf

the head explains. "The teachers come from all over the world and recognise the importance of languages in all subjects and at all ages in order to become global citizens". The basic language is English, together with French, which is necessary on the Ontario path. From September 2025, enhanced Italian will complete the offer, in both the high school and the other school levels. During language courses, students feel welcomed by the teachers, responding to each student according to their starting level.

"Our students will have access to any faculty in the world that they wish to attend. It is the teachers who adapt their method to the students, to get them involved, and the students themselves actively participate, through self-assessments, and for the last two years, even choosing some subjects". The double school-leaving certificate is available to all students at the school and also to those enrolling for the first time, after passing the junior high school examination, which can also be taken directly at the Canadian school. ■



Roberta Belli

Tradition, innovation and love for the land

Macelleria Belli: from small village shop to world-class business

“If we have reached this point today, it is thanks to the foresight of my father Alfiero, his continuous desire to improve, and the support of the citizens of Torrita di Siena”. Roberta, the daughter of the owner of Macelleria Belli, shares the story of a small family business that has grown into an important business: a large shop front near the city walls, two modern Ce certified premises for meat processing, a delicatessen, a ham factory and around 30 employees.

“In recent years the market and our environment have changed a lot, we have gone along with this change without ever forgetting our roots. Meat from our area is processed

Roberta Belli: “We like to recommend the most suitable cut of meat, suggest recipes, prepare ‘good things’ and get feedback from our customers”

using top quality ingredients and by following traditional Tuscan techniques (using fresh garlic and vinegar)”, Roberta continues. “My father opened the butcher’s shop in 1969 when Torrita was a lively centre with many businesses, shops and tourism”. Over time, however, the situation has changed: the old town has emptied out and businesses have started to move away. So the Belli family moved the shop to a more convenient location and bought a warehouse to expand processing.

“Even when everyone told us to leave, we stayed”, Roberta continues, and on her face you can read all the love for this area and the community that lives here.

This connection, however, has not prevented the Belli family from making a name for themselves in other parts of Italy and abroad, tackling each new challenge with great entrepreneurial skill.

“In 2020, in order to meet the needs of our more distant customers, we redesigned the website and started doing e-commerce”. A technological solution that, however, does not please Roberta and her family very much because of the loss of personal contact with the public. “Our work cannot be done properly without direct contact with customers”, explains Roberta. “We like to recommend the most suitable cut of meat, suggest recipes, prepare ‘good things’ and get feedback from our customers. Quality is everything for us: we select excellent meat from trusted breeders (Cinta Senese and Chianina). Selling online is useful, but it cannot replace the human relationship that makes what we do unique.” ■



Carola and Serafino Pelosi

The magical world of carrots in Tuscany

Pelosi and Green Passion: excellence in production, packaging and distribution



Specialising in the packaging and distribution of carrots, the Pelosi company has been family-run since it was founded in the mid-1950s. The first leap in its growth came in 1983 when it entered the large-scale distribution sector. The second came in 1999 when the third generation, Serafino Pelosi, founded the Green Passion farm, which began growing carrots on an 80-hectare piece of land in Tuscany. The

packaging plant boasts high-tech equipment, including two optical control sorting machines, that allow high quality standards to be maintained; a carefully selected product, with specific gauges for customers with different requirements. The company, that employs around 30 people, has a marked focus on sustainability, through responsible water management and energy-efficient technologies, and on social issues. It collaborates with the Veronesi Foundation on a project to raise awareness on breast cancer. It also launched "Carrot Day", a day in the month of October dedicated to tastings, music and activities to discover the magical world of carrots, from field to table. ■

■ ■ ■ Tuscany ■ ■ ■

When farmed fish becomes excellence

Cosa, an Italian company that manages the whole life cycle

This may sound paradoxical, but farmed fish can be of a much better quality than wild-caught fish. Of course, it depends on the farm. And in Tuscany there is one that guarantees the fish a high quality of life: spring water in the tanks, unpolluted by plastics, metals and other components, natural, balanced and sustainable chemical-free feed, and guaranteed living space. We are talking about

the acclaimed Orbetello sea bass and sea bream, along with the recently added amberjack, farmed by Cosa Srl, an all-Italian company, founded in 1976, which takes its name from the Etruscan town located just behind it and mentioned by Dante in the Divine Comedy. The onshore location of the tanks makes their management and control much more rigorous and, above all, guarantees the high quality of an exceptional, uncontaminated seawater. The company was also the first in Italy to introduce end-of-life electric stunning as a quicker and more humane method in accordance with quality-conscious practices and animal welfare. Cosa fish are sustainable aquaculture certified, in line with the regulations of the Ministry of Agriculture, and always arrives fresh on the counters of Italian fishmongers and supermarkets. ■



Innovation and sustainability in hot dip galvanising

Cradled at the end of Valle del Serchio is Ponte a Moriano (Lucca). It was here, back in 1984, that Annamaria Del Carlo and Franco Butori, together with two other partners, founded Italzinc, a benchmark for hot-dip galvanising for contract structures nationwide. Just as Giacomo Puccini, whose arias still echo across these lands, composed his operas with great passion, Italzinc's activities have continued to this day with equal dedication and a sense of belonging, adapting to market needs and facing new challenges for hot dip galvanising by focusing on technological innovation and sustainable processing. This desire to protect the environment and the health and welfare of its employees, is demonstrated through continuous investment in new technologies, making this company a real flagship in this region. ■



History, art and good wine

La Badiola di Lucca is a dream that came to life in the late 1980s, when the Butori family fell in love with an elegant 17th-century residence that once belonged to the noble Arnolfini family. This enchanting place is located in Lucca, in the picturesque town of San Pancrazio. It is a corner of the world steeped in history, a place that is frozen in time and reflects the passion that the family puts into its business. Romina Mariotti and her daughter Chiara Butori follow every detail of this adventure with love and dedication. La Badiola di Lucca is now a winery where tradition meets innovation, where love for the land gives life to a superior quality extra-virgin olive oil and white, red and rosé wines that share the essence of these hills. Their flagship wine is a Chardonnay made using the original Champenoise method. It is behind these timeless walls that, in 1976, the great Luchino Visconti filmed his last masterpiece, L'Innocente. ■

Certified quality

Butori Serafino was established in 1936 as a carpentry and joinery company specialising in public and private works. Today, after almost 90 years in business, the current management - now in its fourth generation - continues to operate with the same propensity for innovation and enterprise that has always distinguished it. Butori Serafino is active in the field of plastic moulding, electromechanical and iron construction for power, telephone and railway lines, including a number of important public and private institutions among its customers. Over the past few years, major investments have been made in innovative machinery



and new software to meet increasingly specific customer requirements, enabling the company to follow projects from conception to realisation, as well as to determine costs more accurately. Believing energy and social sustainability to be crucial, the company presented its first Sustainability Report last year. ■

Tourism that excites

Based in Firenze, Italian Travel Group operates in the leisure industry offering integrated, high quality services for unforgettable stays and activities

Without them, holidays would not be the same. The role of experience makers is increasingly central to experiential travel. Thanks to the expertise of these professionals, skilled in designing and organising authentic experiences, holidays are transformed into genuine emotions to be experienced and memories to be shared.

Firenze, in particular, is home to one of the most important Italian groups dedicated to organising tours and tourist activities, capable of making every holiday unforgettable. This is the Italian Travel Group, a company operating in leisure tourism offering integrated services; under its umbrella are three long-standing companies in the sector: Barocchi, Baspi and Caf, working, respectively, in car hire with driver, tourist buses, and tour operators. With a wealth of experience behind it, the Group



Guido Barocchi, Ceo of the Italian Travel Group

offers a wide range of possibilities from planned tours and activities, both shared and private, to bespoke itineraries arranged through Dmc Italy Breeze and transport services by car or bus, with drivers included. With a consolidated turnover of close to 16 million euro, up from the previous year, and over 60 employees, increasing to 90 during the high season, the company works mainly with the North American, British, Australian and Latin American markets, with Firenze, Roma, Venezia, Milano and Apulia representing the most popular destinations. Despite operating in cities where the phenomenon of mass tourism is increasingly perceived as a problem, Italian Travel Group strives to decongest flows and extend seasonality as much as possible. "We try to offer services with a view to quality tourism, so that we can best coexist with the cities in which we operate", says Guido Barocchi, Ceo of the Italian Travel Group.

"We offer tourists activities even when they are already present in the city, and this allows us to put forward alternative tours, which often lead visitors to experiences outside the city centres". For some time now, the company has also been developing a segment dedicated to high-end tourism, through the brand Italy Breeze, which works through private requests nationwide. The hottest trends at the moment? What is known as "active tourism", walking and cycling, wellness and retreats. ■

Italian Travel Group works mainly with the North American, British, Australian and Latin American markets, with Firenze, Roma, Venezia, Milano and Apulia representing the most popular destinations

Taking care of waste and more

Selin offers an all-round service for environmentally sustainable waste management and disposal

Founded in 1992, Selin - based in Calenzano (Firenze) - specialises in hazardous and non-hazardous waste management and environmental and business consulting. The company's strength lies in its ability to work directly with companies, managing their paperwork and facilitating the adoption of sustainable circular economy models.

As Paolo Bechi, sole director, explains, "Selin not only transports, stores and disposes of waste, but also performs highly valued consultancy services in various fields, from the environment - to help companies adopt good sustainability practices - to safety in the workplace.

Our consultants assess companies and their activities, identifying the specific risks of each process and drawing up a series of documents such as, for example, a Dvr (Risk Assessment Document) or Pos (Operational Safety Plans). But that's not all: we also run training courses for both workers and managers, to increase awareness and training in occupational safety. Still on the subject of waste, we support companies that will have to comply with the new regulations on hazardous waste management and will have to register in two years' time with Rentri, the electronic waste traceability register; we organise courses on the new Adr regulations, for hazardous material shipments, and we offer external Adr consultants for the management of large companies". ■



Paolo Bechi,
sole administrator

■ ■ ■ Tuscany ■ ■ ■

International diploma: a globally appreciated programme

Face to face with Jennifer Tickle, head of International School in Siena



Head Jennifer Tickle

When she joined International School in Siena in 2024, Jennifer Tickle immediately brought in not only enthusiasm and preparation, but also her formidable experience in international education. Originally from Harrogate, England, she began teaching in ever new and challenging contexts.

"My first job was in Bogotá, Colombia, in 1995, and I haven't looked back since", recalls Jennifer, who is also a teacher trainer on the International Baccalaureate (IB), a challenging programme for students aged 3 to 18 delivered in English, ending with the International Diploma, considered one of the most important and highly regarded pre-university qualifications worldwide.

International School in Siena has earned a sound reputation as a top school for the International Baccalaureate programme and is the only school in Tuscany to be a member of the Inspired Group, leader in premium education with over 95,000 students in 119 schools on six continents. ■

Expertise and understanding for people-friendly finance

New professional challenges and an innovative approach for Zonaprestiti, a people-centred company focused on understanding its customers

If we talk about innovation, professional know-how, talent enrichment, empathy and understanding the customer's aspirations, we are simply enumerating the main traits of Zonaprestiti, a true atelier of personal loan consultancy for small investors and families. Indeed, Zonaprestiti's team of consultants is made up of young, dynamic professionals gifted with a really important soft skill: the art of listening and understanding the customer's needs and their human side, an indispensable key to success in an increasingly complicated and evolving sector such as that of consumer credit.

"We want to be present and proactive from the first interview through to the fulfilment of the customer's desires", stresses Andrea Paolicchi, Ceo of Zonaprestiti Srl, "and we are able to do this because of our professionalism and over 17 years of experience. Our strong point is our relationship with people, crucial if we are to personalise relationships with our customers: this aspect has an even higher priority than our professional know-how". Grown under the aegis of Findomestic Banca, Zonaprestiti's network of branches began in Pontedera (Pisa) and then spread to 15 other towns throughout Tuscany and one in Liguria (La Spezia), focusing mainly on medium-sized cities. Indeed, since 2007 the young Tuscan company has increased both its turnover and

Since 2007, the company has increased its turnover and number of employees, financing more than 120 million euro in 2024 with a "people-centred" approach

the number of employees, currently 55, financing over 120 million euro in 2024, with a "people-centred" approach, Zonaprestiti's true asset. "People first is not just a corporate claim but our way of life, a continuum that has allowed us to expand and consolidate our position in the local community", says Andrea Paolicchi with conviction. "This philosophy is truly rewarding for me and is amply demonstrated by the gratitude of the customers who return to our branches, something that gladdens us and makes us proud of our work".

The drastic reduction in the number of local branches of the major banks in small towns and cities and the consequent streamlining of the banking networks of large metropolises has led customers to seek out local companies with a widespread presence and better ability to understand their needs, just like Zonaprestiti.

"Our task is also to raise awareness among the people who come to us", concludes Paolicchi, "in order to protect them better. This policy has borne fruit over the years, with increasingly attentive and informed customers entering the world of credit with a good level of financial literacy". ■



On the left, Andrea Paolicchi, Ceo of Zonaprestiti, and his team



dossier Lombardy

COMMUNICATION PROJECT CREATED BY **LUCA RAPETTI**

Volcanic Milano, the most “disruptive” city

Constantly growing and projected into the future, Lombardy’s capital city confirms itself as a hothouse of innovation and, in the wake of the entire region, a forerunner of scenarios and trends

Milano, the ancient Mediolanum, has always played a central role in the Italian political and cultural world. A cosmopolitan, internationally renowned city, Milano is considered one of the world capitals of innovation, fashion and design, a true trend-setter. Milano is also a strategic financial centre on a global scale, home to the Italian stock exchange. In addition to top-level catering, Milano boasts real landmarks of contemporary architecture such as the futuristic City Life by architects Arata Isozaki, Daniel Libeskind and Zaha Hadid, and the Bosco Verticale, the two “green” buildings that are the result of an ambitious urban reforestation project by Boeri Studio. And what about the metropolis’ vast cultural offer, ranging from exhibitions to live shows and culminating in the world’s most famous Design Week, coinciding with the Salone del Mobile?

Right now, according to the latest data from Assolombarda, the metropolitan city of Milano continues to show an excellent performance compared to the pre-pandemic period: with a Gdp growth of 9.9% between 2019 and 2024, its growth rate is almost double that of Italy (+5.2%) and significantly higher than Lombardy (+5.9%). Employment growth, in line with Lombardy and Italy until 2023, is expected to consolidate further in 2025, confirming a certain mismatch between the economic situation and company reactions to the labour market, as they are burdened by recruitment difficulties. Considering the period before Covid, the forecast shows that 2024 ended with an increase of 5.6 % over 2019, which is higher than the estimate for Italy. Exports, at +5.8% year-on-year between January and September 2024, also supported manufacturing, but did not allow the sector to hold up overall. But what are the driving sectors of Milanese exports? According to Ester (Economia e statistica dei territori), the sectoral composition confirms clothing as the leading export sector with 7.9 billion euro, followed by mechanics (6.1 billion; 14.4%) and chemicals (5 billion; 12%), up by 40.5 and 58 million respectively compared to the first nine months of last year. In the sectoral ranking, with more than 3 billion euro exported, pharmaceuticals are confirmed in fourth position and electrical appliances in fifth, with the next place occupied by the productions of the metal industries. Electronics and optics and the food and beverage industries are positioned over 2 billion, up by about 193 million year-on-year, while rubber-plastics and transport equipment close the ranking. ■

- Elena Marzorati -

Moulded on the needs of customers

Its provides tailor made industrial flooring

Accompanying the customer through all stages of the project, controlling the production and service chain from start to finish: this is the mission of Its, a company that has specialised in concrete flooring for industrial use since its foundation in 1975. "Our main customers belong to the logistics sector, but we serve the manufacturing world in general, following the integrated project model. We support customers from preliminary design through to final certification once the work is completed, thanks to our consolidated

■ ■ ■ FIFTY YEARS OF SPECIALISATION

Specialising in industrial flooring, for fifty years, Its is a point of reference, working with clients throughout the the entire project, from design to completion, due to their complete oversight of the production chain and highly qualified team, guaranteeing reliability and quality. The company provides "turnkey" projects from demolition and disposal, earth moving and industrial flooring

know-how and highly qualified team. Our mission is to achieve excellent results, combining functionality, durability and aesthetics". These are the words of Marco Carniti, Ceo and owner of Its based in Spino d'Adda, a company that guarantees "turnkey" projects: from demolition with adjoining disposal, earth moving and industrial flooring, which is the company's core business. "With 50 years of experience in the field of industrial flooring, Its has an excellent organisation and a team of around 80 professionals who stand out for their skills and reliability. The added value of our company lies in its people". The quality, service and construction materials used comply with the highest regulatory standards and are guaranteed by Uni En Iso 9001 certification as well as the



Soa specialised category certificates in our possession. "We aim not only to maintain the high level of quality at every stage of the process, but also to constantly improve and research new technology and materials, always focusing on customer satisfaction". Its mainly operates in Northern Italy, with collaborations in Central Italy, as far as Roma, but does not exclude, in the future, expanding its horizons both domestically and abroad. "We always want to work closely with our customers, with a proactive attitude, and taking initiatives when making choices by taking into consideration possible problems, needs or changes in the future, providing a bespoke service. Another distinguishing feature of our company is our respect for

environmental sustainability and our people, a principle that underlies all the services we offer. That is why we are committed to fostering lasting partnerships based on safety, transparency and professionalism". In addition to characteristics like durability and high performance, aesthetics is also very important in the construction of industrial floors. "Beauty attracts and conditions personal choices, from relationships to sales. We work on developing the aesthetics with skill and precision, giving exclusivity and functionality to each solution", Carniti emphasises. The range of floor coverings available to customers is varied and adapts to their needs, ranging from concrete floorings (jointless - post-tensioned - traditional) to seamless resin coatings suitable for every type of environment from industrial to domestic. "We guarantee innovative processes with very high performance, which is can be seen through our many satisfied customers". In the future, Its will continue to invest in cutting-edge technology and consolidate partnerships with customers from different sectors, always maintaining its commitment to excellence and innovation. ■

Marco Carniti, Ceo and owner of Its

Its mainly operates in Northern Italy, with collaborations in Central Italy, as far as Roma, but aims to broaden its horizons





At the heart of furniture and furnishing with the new line of decorative films

With MondoreviveHome, Mondorevive's made in Italy furniture and furnishing is ready to play an important role in the global market



A story that began in 1949 and has continued thanks to three ingredients: focus on quality, growth and determination.

Mondorevive Spa was founded at the end of Second World War in Busto Arsizio (Varese), one of the main textile manufacturing areas in Italy, by the entrepreneurs Langè and Della Bella. Over the years, a long-term vision and major investments have allowed the company to expand into other areas of the country, opening production sites and plants in Ferentino (Frosinone), south of Roma, Chignolo Po (Pavia), Marnate (Varese) and Bernate Ticino (Milano), becoming a leader in the production of plastic films for diverse industrial sectors.

"Our mission can be summed up in one word: quality", says Langè, chairman of Mondorevive.

"Our goal is to increase exports from Italy, promoting know-how rooted in quality and research". The company produces pvc, pet and pp films, as well as films made from recycled materials. Mondorevive's versatility allows it to operate in a range of different sectors. One of the main ones is visual communication, for which it produces pvc films for use in the advertising market, for furniture and furnishing (above all lvt flooring), and for the automotive sector, but also ones characterised by advanced technical prerequisites, such as thermal and dielectric insulation tapes.

■ ■ ■ GROWING IN THE SPIRIT OF QUALITY AND SUSTAINABILITY

A leader in the production of pvc, pet and pp films used in sectors ranging from advertising to industry, including medical and automotive films, Mondorevive Spa continues to grow by focusing on sustainability and quality. New developments include expansion into the furniture sector, known for its extremely high standards. For the first time ever, the company will take part in the prestigious Interzum trade fair, an international point of reference for furniture subcontracting, to be held in Cologne from 20 to 23 May 2025.



At Mondorevive's stand at Interzum, visitors will be able to admire the range of decorative films designed for the furniture industry in an immersive and modern experience

Its extensive production also includes films for the medical sector, that demands extremely high technical performance, for converting, coating, protection and the manufacture of articles for schools and offices, and for the large-scale distribution market.

Mondorevive's new entry is the MondoreviveHome line that marks a strategic milestone in the company's expansion into the furniture and furnishing market, where quality and durability standards are extremely high. "The new decorative films, made in calendered pvc and pp, and extruded pet, combine sophisticated aesthetics with high technical performance", Langè explains, "to meet the needs of manufacturers of doors, panels and furniture elements in a concrete and efficient way". Thanks to the quality of their finishes, MondoreviveHome films are a valid alternative in the furniture market, persuading the Group to exhibit at Interzum 2025 for the first time in its history. The prestigious international trade fair in Cologne to be held from 20 to 23 May is a point of reference for the furniture industry's subcontracting.

"For Mondorevive to have come this far is an important milestone", Langè continues.

"This is a global market in which Mondorevive aims to play a leading role thanks to a high-quality Italian-made film and a bespoke service.

Obviously, taking advantage of its ideal geographic location". At Mondorevive's stand at Interzum, visitors will be able to admire the range of decorative films designed for the furniture industry in an immersive, modern experience.

The question of sustainability is worthy of special mention; this a value to which the company has been committed for years through the adoption of circular economy practices and investment in technologies to reduce its ecological footprint. This commitment saw the company publish its fourth certified Sustainability Report in 2024, and it is one of the first in Europe to have two factories entirely dedicated to the recycling of materials. Mondorevive is a concrete example of the fusion of environmental protection, attention to market demands and openness to change. ■

Aesthetics and functionality for designer pots and planters

Erba: with their new Green Pop range, they use sustainable plastic to furnish inside and out with greenery and new trending colours

Nature, house plants, a beautiful garden, these certainly have a positive impact on mood, and perhaps this is also why gardening has historically been considered safe havens and an anti-cyclical asset. This is even more positive when the beauty of plants and flowers is combined with the aesthetics and sustainability of their pots, even if they are made of plastic. With this approach, Erba has been producing professional garden pots, for both internal and external use, since 1970, and sustainability, which has always been a pillar in the company, has become more evident to gardening professionals through their Green Pop range.

"First and foremost, vases and planters need to be durable", explains Silvia Erba, marketing and communications manager, who runs the company with her sister Elena and cousins Carlo and Fabio, "and this is one of our cornerstones because our products are for all effects and purposes, home decor. All the pots we produce are fully recyclable, but the Green Pop range is made of 95% recycled plastic coming from urban waste collection". Usually industrial waste is used, but in this case, the waste used is closer to home, and consistent with a green vision that also takes logistics into consideration. Durability, sustainability, but above all technical characteristics for gardening professionals, and design for architects and interior designers who incorporate greenery into the living spaces they create: Erba pots and planters are designed primarily to help plants grow and flourish. They differ in performance depending on the type of plant, for example, water supply, drainage, soil capacity, plastic thickness to protect against extreme

temperatures, both hot and cold. The design aspect is just as curated, with ranges dedicated for harmonious use in a terrace or garden, with a variety of different shapes and sizes, suitable for large parks, a patio, or a home garden. "In line with current trends", adds Silvia Erba, "we have introduced the colour Fog, a light grey much sought after by green architects, taking the place of dove grey. Other shades of grey and brown are also popular, creating an aesthetic, even for pots and planters, that is based on naturalness".

Design and technical characteristics are also at the core of Erba's flagship line, Anniversary 50th. It is 100% recyclable, and stands out for its simple, rigorous design and finish, inspired by dry grasses - rough, textured and quietly elegant. Erba's products, with all their ranges in continuing expansion, can only be found in specialised retail outlets, precisely because they have professional characteristics, created in partnership with flower growers, and the durability and aesthetic of home decor, following the latest trends. The management of Erba is particularly attentive to the role of women in the workplace, with a high percentage of women working in the company, as well as the fact that in modern times it is important to support women who rightly aspire to success in their jobs and, at the same time, want to raise a family. "In the manufacturing cycle, women are a step above in visual quality control", explains Silvia Erba.

"We are always looking for female staff, preferably close to our manufacturing facility in Bussero (Milano), with a view for sustainability and a better quality of life, and we are happy to welcome and support expectant mothers as well". A forward-looking approach, which results in a welcoming working environment that encourages people to perform at their best. ■

■ ■ ■ IN BUSSERO SINCE 1970

Erba Srl was established in Bussero (Milano) in 1970 by Angelo and Serafino Erba for the manufacture of garden pots for professional use, both indoors and outdoors. Today it is managed by Silvia Erba with her sister Elena and cousins Carlo and Fabio. It adopted a sustainability approach early on, in their production cycle and their products, creating vases and planters that are 100% recyclable and made in Italy. Their social focus includes support for female workers who rightly aspire to reconcile work and family life.



AMORE PER I VALORI
PASSIONE PER IL VALORE

Design and technical characteristics are also at the core of Erba's flagship line: Anniversary 50th



Elena Erba, export manager for Erba Srl

The general contractor for the renovation of your space

Vva competently supports its clients in all phases of construction and renovation of premises from 100 to 30,000 square metres



Gianfranco Gentile, president of Vva Srl

“Our core business is the refurbishment of offices, from the smallest to the largest, from 100 to 30,000 square metres, to give you an idea. Of course, we are also involved in other projects, ranging from luxury retail to residential, but 60 per cent of our business gravitates around office refurbishment”. These are the words of Gianfranco Gentile, who has been at the helm of Vva since 2006, a company he founded after many years' experience first as a building site worker, then as a building contractor.

“People know that I worked my way up the ladder on building sites, where I went to work after school as a boy and as a foreman as an adult; this gave me a thorough, tangible knowledge of the trade. But

I have always felt that I had the vocation of becoming an entrepreneur, leading a team oriented towards shared, successful goals”. Today, Vva operates both as a construction company and as a general contractor, also taking care of the design phase by working side by side with the client and supporting him in all phases of construction: from the red tape to the choice of materials, and then up to the delivery of the renovated spaces, guaranteeing completion of the work on time and within the agreed costs. “We act as a single point of contact for all phases of the work, relieving clients of any tasks or worries related to the work in progress. By maintaining the overall view of the project, the results are remarkable and recognised”.

A key to Vva's success is the team of 30 employees that works with prestigious, high-target customers: “Vva's employees are well aware of the value of meritocracy, which enables them to achieve ambitious results. Each of them is invaluable for further new achievements and those who handle the various tasks entrusted to them in the best possible way receive production bonuses”. The surveyor Gianfranco Gentile has clear ideas about turnover too: “Although times are not easy, I aim to achieve a turnover of 10 million euro in the next two years, continuing to pursue the current modus operandi based on in-depth knowledge of construction processes and adherence to technical and bureaucratic deadlines”. ■

A key piece in Vva's success is its team of 30 employees, who work with prestigious clients and high-target customers

Ensuring security and traceability

New projects for Alsa Pezzali, long-established manufacturer of security seals

Alsa Pezzali, a benchmark company for security seals for the food industry, was established in 1924: one hundred years of Italian “know-how” in the small metal parts sector.

Alsa Pezzali seals have to be broken manually: a physical action in this digitally dominated age. These seals are crucial in ensuring the safety of a food product and its protection against external contamination.

“We make seals to mark raw hams, butter, flour, pasta, baked products and many other foodstuffs. Our high quality standards allow us to work synergistically with many leading

Alsa Pezzali seals have to be broken manually: a physical action in this digitally dominated age that is crucial in ensuring the safety of a food product and its protection against contamination

ham and salami producers who appreciate our recyclable and security seals for the food industry, eco-sustainable metal seals, as well as our use of pharmaceutical grade castor oil to process the metals that doesn't leave residue on the product unlike synthetic oils do”, says Andrea Mussi, at the helm of the company taken over by Pezzali heirs, few years ago.

Alsa Pezzali seals are applied on the best cured meats found in the market, identifying the producer and the characteristics of cured meat or cheese, information required by the main Italian Consortia.

“Alsa Pezzali also makes seals of various sizes for shipping, logistics and the spare parts sector. On 1 January 2025, we acquired a historic company within the sector, Prodotti Secur Srl which is specialized in the production of seals for strap sealing and the sale of strapping machines”. Two historic companies from Milano, Alsa Pezzali and Prodotti Secur, have joined their forces to spread authentic “Made in Italy” products throughout the world. “We have recently moved from the original factory in Piazzale Corvetto, in Milano, to the current one in Sesto San Giovanni, which is larger, more innovative and able to keep pace with new projects”. And, speaking of projects, there are new original topics in the pipeline. “We are looking into the idea of applying an Nfc tag on ham legs to ensure traceability. All the information related to the tagged ham leg will be available through a phone application or other devices. Another step forward, towards improved security”. ■



Andrea Mussi, Ceo of Alsa Pezzali

The consulting boutique for banks and financial companies

Save Consulting Group: a perfect blend of human and artificial intelligence for bespoke solutions

Complex and elaborate regulations govern the banking and financial sector: sector players are well aware of this and need experienced and competent professionals to interpret the constantly evolving rules in a timely way. "Our business has become even more complex since 2014, when Italian regulations became European ones and the Ecb was assigned supervisory powers over the banking system", say Davide and Roberto Savelli, Ceo and chairman respectively of Save Consulting Group, which has been working alongside banking teams since 2010 to offer the necessary tools for compliance with the various regulations. "We have grown over the years and set up an organisation that perfectly supports our customers. We now have three divisions: consulting, training and software". As regards consulting, Save Consulting offers management and operational services,

providing opinions on the impact of regulations in various contexts along with tailor-made solutions. "Our consulting service is multi-faceted: from the most basic action, such as data quality control, to overall governance. Everything guided by the principle of customisation". Training, instead, is planned taking into consideration new topics and regulations: it can be generic, in the form of conferences, for example, and addressed to groups of different banks, or specific and tailored to an individual bank.

"As regards software, TigreArm - cloud-based and with an outstanding level of cybersecurity and user-friendliness - is the suite for banking and financial data control, a fundamental aid to simplify reporting to supervisory bodies. We also offer TigreMobile, an app that can be accessed from mobile devices".

For the future, Save Consulting - which also takes part in meetings of the Ecb on the development of the new 2029 regulation concerning disclosures and reporting in the future - envisions the implementation of new tools with the right balance between Ai and the human component, since "Humans must always define the last mile and foster the growth of critical and innovative thinking". Finally, Save Consulting is working towards internationalisation, extending its services to other European countries. ■



From the left: Roberto and Davide Savelli, chairman and Ceo respectively of Save Consulting Group

From training to software, passing through consultancy, Save Consulting has been working alongside brokers since 2010 and, with an eye to the future, with the developments offered by Artificial Intelligence



Edoardo Brianzi, Ceo of Bimar

Innovation, therefore, is the common theme for the Sirmione-based company, which is now present throughout the Italian market in a number of Diy, and hardware shops, as well as for incentives

Aesthetics and functionality at the service of home comfort

Bimar and its small, high performing and practical appliances innovate heating, ventilation, and cooking

From comfort to design, via relaxation and the practicality that the home must provide: whether living in winter or in summer, today's domestic environments represent the intimate pleasure of "living well", a concept that Bimar has been exploring and embracing for 50 years. Ventilation and heating - for every price and product - represent the core business of this company, which, from the outset, presented itself on the market with a strong pioneering approach. Founded in Torino in 1928 under the name Wamp (gas cookers and stoves), the company produced innovative models such as the five-burner cooker and the toaster oven. "Today Bimar", explains Ceo Edoardo Brianzi, "with our Prontoformo range, offers ovens that implement the most innovative technology, and intercepts the latest trends by also offering a range of air fryers. We are also working on other product designs

based on using bioethanol, that will be launching over the next few months and which regard domestic, commercial and industrial heating". Innovation, therefore, is the common theme for the Sirmione-based company, which is now present throughout the Italian market in a number of Diy, and hardware shops, as well as for incentives. Products are also available for fast and simple purchase via e-commerce channels. What makes Bimar products popular with consumers in Italy and elsewhere (they are also present in Switzerland and Germany) are their safety, quality and the many certifications they come with, together with materials that guarantee a very low rate of defective product. Two products were most popular with customers: "The Silente mod VP455T floor-standing fan with electronic and remote controls has historically been appreciated by customers for its quiet operation. And the oscillating fan heater with its 24-hour programmer mod HF209 and patented design was a great success in terms of sales due to a major promotional campaign", Brianzi points out. Wherever there is a small, smart, high-performance household appliance that is connected to other tools making it easier to feel good at home, then there is definitely Bimar. The company will also soon be launching Giotto, a smart ring with a kitchen and person scale, bluetooth, and blow smart to connect devices with each other. ■

Wyler Vetta



A supermarket for quality carpentry in Brianza

A stronghold in the Brianza steel trade, Novati Abele is a flexible and forward-looking partner

A historic company in Seregno, in the heart of Brianza, founded back in 1948. Today, Novati Abele - specialising in the trade of diverse steel products - is led by the family's fourth generation, helping the company evolve and grow in terms of organisation, technology, information technology and communication. The company is an important link between steel mills, craftsmen and Italian Smes.

"Since 2000, when we took over from our parents, we have focused on renewing administrative and logistical management, we have implemented continuing training for the staff, and taking on external consultants to reorganise the company's finances and investments", Ceo, Massimo Michieli, Andrea and Sonia Novati share. Novati Abele's customers belong to a wide variety of sectors: from automotive to construction, furniture design, and heavy machinery.

"We have obtained Iso 45001 and Iso 9001 certification, which attest to our commitment to quality and safety, indispensable conditions for continuing to attract the best clients", the owners emphasise.

One of the main characteristics of the Novati Abele team is their flexibility that, especially in recent years, has enabled this dynamic company to adapt to sudden changes of pace, as well as to the urgencies and needs of its many customers.

The entire operation has continued its considerable innovation process over the

years, incorporating a cutting line for solid rounds and mechanical tubes, with new warehouse management procedures in an effort to satisfy increasingly demanding customers. This has prompted the company to introduce new products and services to keep itself competitive and up-to-date.

"We are very proud to be an integral part of an area like Brianza, hard-working, productive, balancing tradition and innovation. We are pleased that our company can contribute to making it one of the top areas, and we look to the future with ambition and confidence", the owners conclude. ■



From left: Massimo Michieli, Ceo, with Sonia and Andrea Novati

Novati Abele's customers belong to a wide variety of sectors: from automotive to construction, furniture design, and heavy machinery

Trieste & Gorizia

COMMUNICATION PROJECT CREATED BY **ALESSANDRO MIANI**

Borderlands, outposts for peace

The bishop of Trieste, Monsignor Enrico Trevisi, interprets the city in its special moment of revival of its cosmopolitan and multi-religious spirit



With the Jubilee of Communication, pope Francis launched a powerful message: an invitation to look beyond difficulties, to search for truth and to bring hope through words. We talk about this with Monsignor Enrico Trevisi, bishop of Trieste since 2 February 2023, after having held various prestigious posts in Lombardy and

having been a lecturer at the Studio Teologico of Lodi-Crema-Cremona-Vigevano and in other institutes, to become rector of the diocesan seminary of Cremona in 2004.

Don Enrico (as you prefer to be called), how can Trieste accept pope Francis' invitation?

"Pope Francis added to supplement reality with signs of hope, through the stories of those who are working to spread this important message in the most diverse territories and areas. Trieste, with its history characterised by enormous wounds and suffering, being being a 'frontier land', today stands as an outpost, a frontline territory capable of interpreting the present with a unique sensitivity. The city is experiencing a special moment, aimed at reviving its cosmopolitan, multi-religious spirit, which characterised it in its most prosperous, economically and culturally lively period. The current situation is one that is the result of a long (often very painful) path of listening and mutual cooperation, which symbolically culminated with the concert - organised by the Municipality of Trieste - in Piazza dell'Unità d'Italia in the presence of the presidents of the Italian, Slovenian and Croatian Republics. Trieste, I believe, can take up pope Francis' invitation by demonstrating that the arduous path of recognising our neighbours for the achievement of peace can also be undertaken by other territories, from the neighbouring Balkans to Ukraine".

Nobel Peace Prize winner Maria Ressa stated that responsibility, collaboration and proactive force can counteract the drift towards which



society seems to be sliding, internationally but also locally. Who do you think are the actors of possible change in Trieste?

"At this historic moment, we are all called to rediscover responsibility, to give answers to suffering, from the loneliness of the elderly to the management of migrants. There are also special responsibilities, which concern the world of institutions and business. I am thinking, for example, of the industrial crises that are unfortunately also present in this area, even though the city boasts fairly low unemployment rates and strengths to be defended and developed (the port, new industries, science, tourism, services). Entrepreneurs are asked to take on social responsibility, which here in Trieste is well shared by the entire community: the confindustria-like system, institutions, trade unions, the church, and citizens have mobilised themselves together several times in support of the workers, demonstrating great overall solidarity. An important message to those multinationals with little respect for the territory and its citizens".

Without clear professional ethics, in all sectors and territories, any prospect of dialogue and peace is lost.

"The ethical issue concerns us all, from good journalists capable of bringing to light the truth of even uncomfortable situations, to the world of communication (and I am thinking about the aggressiveness of social media, which must be disarmed) and business. I believe that the economic model of cooperation and also the whole strand of corporate social responsibility can be a winning example of ethical entrepreneurship, when several people pool their talents and intellectual skills, as well as their time and energy to realise a project". ■

- Federica Zar -



From the left: Simone Bemporad, Gruppo Generali chief communications & public affairs officer; Roberto Morelli, chairman and general manager of the Generali Convention Centre; Cristiano Borean, Cfo of Gruppo Generali

Efficient and ambitious: the large conference centre by the sea aims high

The Generali Convention Center is located in the vast area of Trieste's old port, in the heart of the "Porto Vivo" urban redevelopment project.

Growing numbers, projects and results beyond expectations

The success and prospects are such as to embolden potential future investors in the area. And the conference company is now entertaining the idea of possibly expanding to another warehouse and the waterfront

Not just a conference centre: a cultural and exhibition centre, the hub of one of the largest urban redevelopment projects in Italy in the coming years, the new beating heart of the city of Trieste and its scientific and international future. The Generali Convention Center, whose name comes from the large insurance group that is its majority shareholder, has quickly become a new landmark for conference activity in Northern Italy, and at the same time a symbol of the new-found dynamism of the capital of Friuli-Venezia Giulia.

The initial conditions were the worst possible: opening in July 2020, at the height of the pandemic. The decrees issued progressively banned in person conference activities until April 2022. In the years that followed, the industry struggled to recover, but not so the Generali Convention Center, which - well ahead of schedule - in its second full year of

operation, celebrated both a record number of attendees and events, and break-even point.

In 2024, congresses and conferences in the Centre recorded almost 90,000 attendees (+28% compared to 2023), with an occupancy rate - at least one active room per day - of 76% (63% in 2023). The number of event days rose by 27%.

The numbers are also good: although the accounts will be finalised in spring, revenue growth of 23% compared to 2023 is certain, as is the achievement of a significant profit, compared to the break-even target that already seemed ambitious, if not audacious.

"The results have gone beyond all expectations", observes the chairman and general manager Roberto Morelli, formerly a top manager in illycaffè (the second largest shareholder after Generali), where he headed six central departments over 16 years, the last of which that of global marketing, also on the strength of his continuous experience as a professional journalist.

"The trust and support of the shareholders, first and foremost Generali, was decisive during the dramatic Covid years. And then there is the wide-ranging strategy that we have adopted in our activities: from the Social Week with the Pope to the Tattoo Festival, from president Mattarella to evening youth parties, from scientific congresses to corporate events, every opportunity for people to meet and grow, as long as they are top-level in their respective fields, is worth cultivating and hosting. The appeal of Trieste has also played a role. Today, it attracts tourists and businesses, also thanks to its strategic location, that was unimaginable in the past".

The Generali Convention Center is housed in two old port warehouses (27 and 28) that have been completely renovated and connected by a bridge, covering a total of 10,000 square metres. It is located in the large area of Trieste' old port, 60 hectares on the Adriatic Sea, which is now the subject of an urban redevelopment project called Porto Vivo. The project financing is backed by Costim from Bergamo, headed by the entrepreneur Fabio Bosatelli.

Within the context of the recovery plan, which will be developed in the coming years, today the Generali Convention Center is the only completed work. It is one of the largest Italian conference centres

■ ■ ■ A WINNING CONSORTIUM

Generali Convention Center (the business name is Trieste Convention Center) is a private-owned joint-stock company in which the Generali Group holds 47%. Then there is illycaffè (13%), Banca di credito cooperativo Venezia Giulia, Trieste Valley, Fondazione CrTrieste and 60 other shareholders, including the former municipal company Acegas (now Hera), the logistics group Parisi and the research company Swg. The centre operates under a concession with the Municipality of Trieste in the former state-owned area of the Old Port.

overlooking the sea, with the "flagship" hall - the Generali Auditorium - able to seat up to 2,000 people. The success and prospects are such as to embolden potential future investors in the area. And the conference company is now entertaining the idea of possibly expanding to another warehouse and the waterfront.

"We have already reached saturation point in the peak months", Morelli notes, "also due to the highly seasonal nature of the sector. In 2024 we had to say no to some 40 events. Thanks to its international outlook and the number of scientific institutions it is home to, Trieste has everything needed to become a European-level conference destination. And this is the future we want to build". ■



The conference centre venue

Investing in excellence

In a strategic location, the industrial area managed by Consorzio di Sviluppo Economico della Venezia Giulia offers fully urbanised spaces

As an “industrial citadel”, fully urbanised and well connected to the intermodal transport network, it is located in a strategic area of North-Eastern and Central Europe, overlooking the “northernmost point of the Mediterranean” (the Monfalcone port canal) and close to the border with Slovenia, not far from the Austrian border. This is a vast area, comprising three industrial areas in the province of Gorizia, managed by Coseveg - Consorzio di Sviluppo Economico della Venezia Giulia, which was created on 22 December 2020 through the merger by incorporation of the Monfalcone and Gorizia consortia. “The current structure”, emphasises Coseveg chairman Fabrizio Russo, “is an organisational model of excellence for the management of the industrial area it covers. We are able to offer fully urbanised areas with infrastructure, which are developed in an environmentally friendly context (Coseveg is in Apea - Aree Produttive Ecologicamente Attrezzate), fostering the emergence of new projects and ensuring useful services for businesses and their workers”.

With about 240 companies already in situ and 60 hectares still available (not all of which are still owned), Coseveg's area of competence stretches

Fabrizio Russo: “We are selling land that is already fully urbanised and this allows for faster settlement procedures and no burden on businesses”

between Monfalcone and Staranzano with the Lisert and Schiavetti-Brancolo areas, close to the Trieste Airport intermodal hub and to Gorizia with the lots bordering the Interporto di Gorizia. Connected to the motorway and railway network and to the Port of Monfalcone, it has yards and port quays that allow companies to take advantage of complete and integrated transport services (with a full capacity of 25,000 wagons/year). Coseveg's strengths include its ability to carry out infrastructure works with extremely high levels of competitiveness and attractiveness (sustainable mobility infrastructures, road and rail links, equipped areas) and its planning activity, which makes its areas of competence flexible, so that it can promptly accommodate requests made by companies that are attracted by the area's characteristics. “We are selling land that has already been fully urbanised”, confirms the chairman Mr Russo, “and this allows for faster settlement procedures and no burden on the companies. In addition, Coseveg areas fall within ‘Simplified Logistical Zones’ (ZIs) and will therefore enjoy attractive tax breaks and shorter permit-obtaining times in the near future. While awaiting the approval of the relevant regulations”, says Fabrizio Russo, “it should be emphasised that the areas managed are already ‘industrial areas of regional interest’, with the consequence that companies investing in our territory benefit from important contributions guaranteed by the Friuli-Venezia Giulia Region through special calls for tenders”. The consortium is, in fact, one of the regional administration's operational arms, capable of bringing companies into contact with the administration, including through the work and business development agency that helps companies realise their projects. Like all consortia, Coseveg is not entirely dependent on regional funds for its activities



Redevelopment of the northernmost point of the Mediterranean, Monfalcone



Fabrizio Russo, chairman of Coseveg

■ ■ ■ THE STRATEGIC PARTNER FOR PUBLIC ADMINISTRATIONS

Coseveg is endowed with a professional structure of excellence and is therefore a qualified partner in the realisation of public works of various kinds, ranging from infrastructures for sustainable mobility, road and rail links, and equipped areas, to urban redevelopment projects such as squares, public or open-air facilities of the most varied nature. In this context, it also operates as an Anac-accredited contracting and construction station with no limit on the amount and provides these services to public administrations, public bodies, municipalities and affiliated companies. In addition, Friuli-Venezia Giulia Regional Council entrusts the Consorzio di Sviluppo Economico della Venezia Giulia with various types of work, including the maintenance of minor ports, sea canals and inland waterways.

and is therefore particularly committed to attracting national and international investment with a focus on nautical and green-transition activities. Among the most recent are hydrogen-related sites that have already been started, with production from renewable sources as well as its possible application in shipping. There are also those saturating the industrial area of Lisert, with the future establishment of shipyards for the production of environmentally friendly boats by NL Composites (award-winning company that makes the Ecoracer) and Alpha Yachts, a shipyard specialising in the production of large (100/150 ft) luxury yachts.

"Today", concludes Coseveg's chairman, "the nautical pole of the East-West channel is a reality of 24 companies that embrace the entire nautical supply chain: from the construction of luxury super yachts to sail makers, from repair services offered by excellent craftsmen in the sector to shipwrights, all driven by the presence of numerous marinas and shipyards with numerous berths". ■

Sdag and the new horizons of cross-border areas

A make-over for the Gorizia and Šempeter-Vrtojba area that embraces culture and sustainability



“A project that sees cross-border areas not only from an economic and logistical point of view, but from the perspective of enhancing the cultural heritage, paying special attention to the environment and accessibility, based on the vision of the New European Bauhaus”. This is how our interview with Giuliano Grendene, sole director of Sdag - Gorizia Interporto, begins. Sdag is lead partner in the Crew project that addresses the challenges of the Interreg VI A Italy-Slovenia Programme with the aim of improving the tourist appeal of the Gorizia and Šempeter-Vrtojba cross-border area. “A goal that can be achieved through integrated initiatives in the fields of culture and town and land use planning, with special reference to sustainable mobility, maximising the positive effects in terms of social inclusion, liveability and

employability”, says Grendene. The project (whose total value is more than 1,300,000 euro allotted within the partnership formed by the Iuav University of Venezia and the University of Ljubljana, the Municipality of Šempeter-Vrtojba, the Kulturni Dom of Nova Gorica and Gect Go in the role of associate partner) will exploit synergies with the initiatives organised for Nova Gorica/ Gorizia European Capital of Culture 2025. “The project includes the opening of a multi-purpose centre to support tourists in the area, focused on environmental sustainability, encouraging the use of zero-impact shared public transport, promoting multicultural meeting places, sponsoring cultural and cross-border wine and food tourism, breathing new life into border areas”. The work is scheduled for completion in autumn 2026.

www.sdag.it



A bank of people

Bcc Venezia Giulia, a mission of responsibility towards the local area, businesses and the families that live there

Rooted in the local area, close to the people. Bcc Venezia Giulia is more than a bank: it is a community of people, businesses and families who believe in the values of cooperation, trust and shared growth. Its mission is to support the economic and social development of the region by offering tailor-made financial solutions and promoting initiatives that generate value for all. “Being a Cooperative Credit Bank means having a responsibility towards the local area and the people who live there. Our commitment is to give value to the projects of families and businesses, supporting the economic and social growth of our community”, says Carlo Antonio Feruglio, president of Bcc Venezia Giulia. Being a customer and member of Bcc Venezia Giulia means choosing a bank that invests in the wellbeing of the community.

“Every day”, the president continues, “we work to support those who do business, those who study, those who dream of building a secure future for themselves and for the new generations. We believe in social responsibility and concrete support for projects that promote



President Carlo Antonio Feruglio

culture, sport, solidarity and innovation”. With branches throughout the territory and advanced digital services, Bcc Venezia Giulia offers the solidity of a local bank with an eye to the future. Belonging to the Bcc Iccrea Group allows it to guarantee stability, security and innovative banking products. ■



Lawyer Daniele Coslovich



The offices of the law firm of Daniele Coslovich & Partners

A picturesque location for an elite legal profession

Palazzo Panfilli is home to the law firm of Daniele Coslovich & Partners

The law firm of Daniele Coslovich & Partners is located in the historic Palazzo Panfilli in Trieste, a stone's throw from the central Piazza Unità d'Italia and the Ponterosso Canal. The building has undisputed historical and architectural value: built between 1879 and 1881, it was also the home of the shipowner Pietro L. Tripcovich. After the long process of acquisition through Polis Fondi Sgrpa - Fondo Asset Bancari, lawyer Daniele Coslovich - born in 1985 - started renovating and redeveloping the interior spaces destined to become his studio. Today, in a context of absolute prestige, underpinned by the almost complete recovery of the building's original architectural features, including the interior frescoes that decorate the spacious rooms, the Daniele Coslovich & Partners law firm caters to companies and individuals in the field of civil, criminal and administrative law with the utmost professionalism, competence and confidentiality. Mr. Coslovich's contact with the business world has always been extremely pragmatic and aimed at

establishing a stable link between professionals and business: this is why he offers legal consultancy agreements, annual or multi-year, for a consistent and ongoing professional relationship. Over time, the firm's work has also consolidated in the area of commercial contracts, providing assistance in underwriting contracts in connection with corporate acquisitions/transfers, including shareholders' agreements. This activity is carried out alongside other areas of particular interest to the firm, such as inheritance, banking, social security, insurance, agrarian, family and executive proceedings - all carried out by Daniele Coslovich and his partners, among whom a special mention goes to Samantha Frausin for her consolidated experience and fruitful cooperation with companies and credit institutions, in particular the Cassa Centrale Group, Cassa Rurale Fvg; Guido Fabbretti, owner of a leading Trieste law firm for criminal law; Roberto Crucil, formerly a lawyer in the Friuli

Venezia Giulia Region Bar, with thirty years' experience in the various areas of activity for public institutions, labour and public employment, inail compensation for death and injury and, more generally, civil liability litigation, including compensation for damages for hospitalisation and treatment and litigation before the courts of the Tar and Consiglio di Stato. ■



Lawyer Roberto Crucil

Mathematics driving innovation

SISSA mathLab for industry, energy, environment and biomedicine



Active since 2010 in the Mathematics Area of the International School for Advanced Studies, SISSA mathLab is a research group at the forefront of applied mathematics and computational science. Coordinated by Professor Gianluigi Rozza, SISSA mathLab develops mathematical models capable of simulating complex realities through artificial intelligence, high-performance computing, real-time data analysis and digital twins - virtual replicas of products or processes. It is an innovation

laboratory that responds to the challenges of industry and the environmental, energy and biomedical sectors. There are numerous ongoing research projects, industrial doctorates and group collaborations with companies such as Danieli, Electrolux and Fincantieri. SISSA mathLab is part of SMACT Competence Centre's Odyssea live demo for digital twins in Industry 4.0 and, through Hydor, for the development of hydrogen technologies. It also coordinates the research activities of the iNEST (Interconnected Nord-Est Innovation Ecosystem, funded by the Pnrr) Spoke dedicated to computing technologies. The start-up FAST Computing for real-time computing and data analysis was created in 2022 from SISSA mathLab.



www.sissa.it

■ ■ ■ Trieste&Gorizia ■ ■ ■

Ideal partner for the logistics of non-ferrous materials

Access World Italy will expand its services in 2025 to include sea and air freight forwarding

A history in logistics of ninety years that was born and has grown stronger at one of the strategic ports of the Mediterranean and gateway to Europe: Trieste. Branching out from there to ports in more than thirty countries around the world and a widespread presence in major Italian ports with the most appropriate warehouses. It is in this context that Access World Italy was born in 1981, as a branch of the historic parent company. This branch deals with all sorts of materials, but is specialised above all in raw and non-ferrous materials. "We follow these from the mine to the factories that use this type of material", explains general manager Luigi Grillo. At the Access World Italy facilities in Trieste, raw materials arrive from all over the world and from there



General manager, Luigi Grillo

they are sent out for deliveries to the Northeast, the rest of Italy and throughout Europe. "For some time now the materials handled include those necessary for the growth of green energy production, e.g. solar and photovoltaic panels", explains director Grillo, "and for the near future we are aiming to set up a dedicated office for air and sea shipments. In this way we will become an all-round partner for logistics and warehousing", concludes the director. ■



The V-Access project team, coordinated by the University of Trieste and supported by an international consortium of companies and research institutes

Innovative storage for hybrid-electric ships

V-Access - Vessel Advanced Clustered and Coordinated Energy Storage Systems: innovation for the decarbonisation of maritime transport

The V-Access project, Vessel Advanced Clustered and Coordinated Energy Storage Systems, develops new storage solutions for the maritime sector, combining supercapacitors and Smes, Superconducting Magnetic Energy Storage, to improve efficiency and sustainability. Coordinated by the University of Trieste, it involves an international consortium of companies and research institutes including Asg Superconductors, Fincantieri, Polytechnic University of Milano, Rina, Rse, Sintef, Skeleton Technologies, University of Birmingham, University of Genova and Vard. After 18 months of research, the project achieved important results in several areas: optimisation of energy storage; on-board

V-Access contributes to the development of energy innovation in sustainable shipbuilding, a growth sector for Friuli-Venezia Giulia

physical integration; power grids and energy conversion; technical-economic analysis and safety. Emc guidelines and risk management strategies were also defined.

The University of Trieste is conducting a key experimental phase for the project, verifying the performance of the new storage systems under real operating conditions. The first test, to be conducted in the first half of 2025, involves a bank of high-power supercapacitors supplied by Skeleton Technologies. In the latter part of 2025, a prototype Smes developed by Asg Superconductors will be tested for the first time in a demonstrator of a naval power grid. It will be a crucial step towards the integration of this technology into future marine storage systems. V-Access contributes to the development of energy innovation in sustainable shipbuilding, a growth sector for Friuli-Venezia Giulia. With the presence of Fincantieri, a leader in ship design, and the port of Trieste, a reference point for logistics and port electrification, the area is confirmed as a reference hub for maritime decarbonisation. With its master's degree course in Electrical Energy and Systems Engineering, the University of Trieste provides the necessary skills to meet the challenges of the energy and digital transition in the naval sector. V-Access represents a decisive step towards the integration of innovative storage systems in the maritime sector.

By 2030, these technologies could encourage the spread of hybrid and electric ships, consolidating Friuli-Venezia Giulia's role as a centre of innovation in the energy transition. ■

High-tech and safety for road signs

Sioss: millions invested in cutting-edge technologies for motorways and airport runways. Investments in training amount to over 100,000 euro per year

Forty-five years of road maintenance and safety, with a high level of specialisation, quality and innovation achieved thanks to major investments. These are the results achieved by Sioss (Società Italiana Operatori Segnaletica Stradale Srl) from Ronchi dei Legionari, whose activities are focussed mainly in the motorway sector, managing around 1,200 kilometres operated by various Italian companies. "In recent years we have invested more than 2 million euro to expand our range of action", explains the chairman of the board of directors, Maurizio Puntin.

"Specifically, we have procured the machinery needed for water-jet paint removal, water-jet rubber removal and water-jet scarification of tunnels", he explains. "In addition to their high performance, these systems leave no residual waste on the road, because it is collected when the cleaning

activities are carried out and, even, separated between solids and liquids". Sioss has further expanded its range of action with systems for the water-jet removal of rubber from airport runways. "This solution", says Puntin, "allows the runway to be cleaned without ruining the surface and, again, without producing waste on the ground".

Investments have also been made in one of the company's traditional activities, namely the production of road markings. "In this case, the novelty is that these signs are now made using hot-cast material. This is an embossed material", says the entrepreneur, "that makes the sign more visible both at night and in the rain. It is also a much more resistant material: it can last up to 36-48 months compared to the 10-12 months of traditional solutions. Last but not least, it encourages vehicle drivers to be more careful, because it produces a slight vibration as the vehicle passes over it". The installation of road barriers, noise barriers, rockfall nets and expansion joints further expand Sioss's activities. The company pays special attention to the safe working conditions of its employees. "We invest more than 100,000 euros every year in training alone", stresses Puntin. "We also keep all the countless certifications needed to work in professionally challenging but highly complex environments updated". ■



Maurizio Puntin, chairman of Sioss

Sioss has further expanded its activities with systems that enable water-jet rubber removal on airport runways: a solution that cleans the runway without damaging the surface



General manager Roberto Nocera

Design and technology at the service of the perfect coffee

La San Marco, part of the Seb Group, strengthens its international presence with highly sustainable machines

Coffee is now much more than just a pleasure: it is an art that requires tools capable of enhancing every nuance, bringing out the aromas of the raw material and highlighting the professionalism of those who prepare it.

With over a century of experience in the production of professional coffee machines, both lever and electronic, La San Marco embodies this vision, promoting the culture of quality, fair and sustainable coffee every day and guaranteeing a high level of performance for baristas and coffee operators, combining tradition and innovation.

From the choice of materials to the disposal stages, La San Marco is committed to reducing

With over a century of experience in the production of professional coffee machines, La San Marco promotes the culture of quality coffee every day

its environmental impact, adopting advanced technologies that optimise energy consumption and a careful production cycle aimed at minimising waste and recovering end-of-life machines, which are recycled through a specialised consortium.

The machines are designed according to the principles of ecodesign and offer predictive maintenance capabilities, also remotely and, thanks to the use of an innovative algorithm and the integration of adiabatic boilers, allow energy savings of up to 23%. Moreover, they represent a perfect balance between style, design and sustainability.

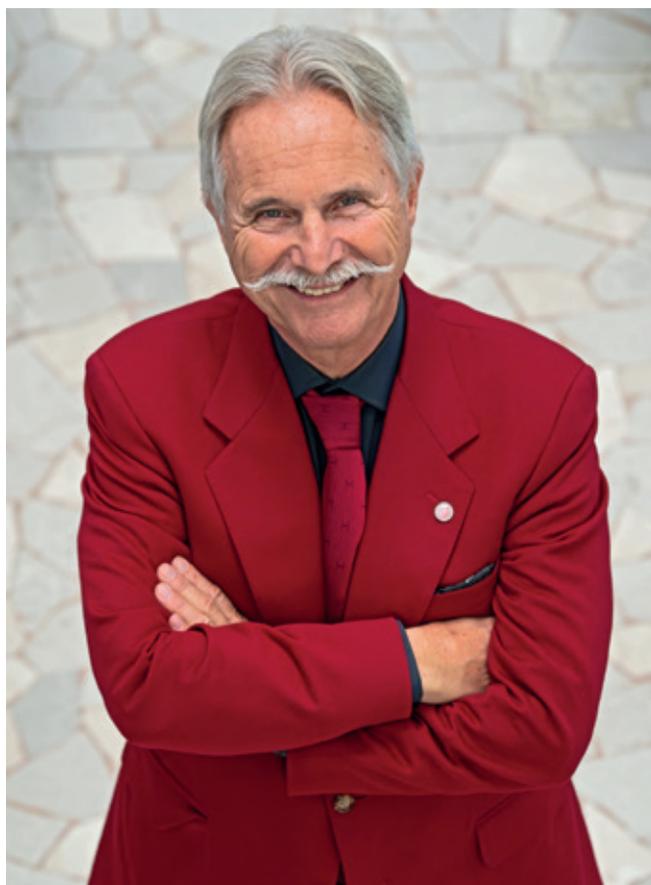
An emblematic example of this philosophy is the E.Luxury model, the latest jewel from La San Marco, where sustainability is a core value. "We use highly recyclable raw materials, such as steel, aluminium and glass", explains general manager Roberto Nocera.

The company, based in Gradisca d'Isonzo, Friuli-Venezia Giulia, has been part of the French Seb Group, a world leader in household appliances, since 2023. This entry strengthened its presence on the global market, expanding its network of collaborations with bars, roasters and distributors, with no exclusive ties. "A choice that has broadened our horizons and our competitiveness", says Nocera.

The aim of La San Marco is to offer state-of-the-art solutions, combining the charm of tradition with the most innovative technologies, providing operators in the sector with tools of excellence to turn every cup into a masterpiece. ■

Synergy between businesses and innovation in the Upper Adriatic

Polo Tecnologico “Andrea Galvani” opens up strategic scenarios for the competitiveness and technological development of Pordenone, Trieste and Gorizia



Franco Scolari, director of the Polo Tecnologico Alto Adriatico

“The economy of the Upper Adriatic is accelerating”. These are the words that Franco Scolari, director of Polo Tecnologico Alto Adriatico Andrea Galvani, uses to announce the ambitious challenge of the Pordenone-based organisation, which also extends its reach to the provinces of Trieste and Gorizia. This is not just a change in geography, but a strategic transformation that opens up new opportunities for companies. “Consolidating an expanded system”, explains Scolari, “strengthens the competitiveness of the area, providing companies with innovative tools, new connections and a larger market”. In fact, the presence in these areas translates into direct and continued support for manufacturing- and service-based businesses; this is also due to

the permanent site located in the Urban Centre in Trieste, an outpost that guarantees immediate access to advanced skills and tools for technological and organisational innovation. The city, already recognised as the capital of research and science, offers a fertile ecosystem for innovation with the presence of excellent academic and research institutions, as well as a lively and vibrant business scene. The hub’s commitment translates into a strengthening of collaborations with these institutions, with the aim of creating synergies between the worlds of academia and business. Concrete examples of this can be seen in the expansion of services for digitisation and technology transitioning available to Smes, as well as in the opportunities available for businesses to become more competitive in an increasingly digital- and sustainable-oriented market: from the application of artificial intelligence in industrial processes to secure data management and sustainable business models based on Esg criteria. “Today, innovation is no longer just a question of technology”, Scolari continues, “but a strategic lever for sustainable and inclusive business development. By coupling Ai and cybersecurity with Esg sustainability and gender balance, we help companies build business models that are more competitive and in line with new European regulations and market expectations”. In an ever-changing global context, Polo Tecnologico Alto Adriatico cements itself as a strategic partner for businesses, with an integrated approach that combines technology, sustainability and inclusion. An unmissable opportunity for those who aim to strengthen their competitiveness and meet new market challenges with vision and ambition. ■



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Bianca Jurcich, managing director of Delfino Verde, with Claudio Memo, crew manager

Sustainable maritime transport

Fleet renewal and a “green” revolution for Delfino Verde Navigazione

Thirty-five years of operations in the maritime transport sector, a fleet of five motor boats and a marked propensity for growth. This is the business card of Delfino Verde Navigazione, a Trieste-based company that has held the Friuli-Venezia Giulia region's maritime transport contracts for connections in the Gulf of Trieste since the 2000s. An expanding company that has always focused on innovation.

“The first big news of 2025 is the commissioning of the new Delfino Verde Gt, the fifth motor boat just added to our

The new Delfino Verde Gt, flagship of Made in Italy, built by the shipwrights at the Foschi shipyard in Cesenatico will come into service in 2025

fleet. The 31-metre Mn will have a capacity of 330 passengers with a large bicycle storage compartment and special sockets for recharging ebikes, an important detail considering the explosion of cycling tourism between Italy, Slovenia and Croatia”, the managing director begins. Bianca Jurcich. A boat that showcases Made in Italy, having been built by shipwrights at the Foschi shipyard in Cesenatico. “Another important innovation concerns the Mn Delfino Verde Deluxe launched in 2018, which will be converted to ‘hybrid’ with the addition of an electric module to the Volvo Penta Ips engines”.

It will be the first hybrid passenger motor vessel in service in the Gulf of Trieste. “This motor boat will reduce air and noise pollution. When approaching the berths, it will be able to sail in full electric mode, thus eliminating smoke and odour emissions. Ours is a path of caring for the territory and the environment, without ever losing sight of the quality of the transport for users”, says Claudio Memo, Crew Manager of Delfino Verde. But that’s not all: the Trieste-based company is also studying full electric motorboat solutions along with other innovative proposals to further reduce its environmental impact. “We are pursuing the modernisation and expansion of the fleet in order to compete in an ever-changing market and with the ambition of continuing to grow”, concludes Bianca Jurcich. ■



The secret to making a mark

Castello di Spessa, a landmark for wine and corporate events

Passion, hospitality and business: this is the driving force behind Castello di Spessa, a winery in the heart of Friuli-Venezia Giulia, more precisely in Capriva del Friuli, in Collio Goriziano. The business was born from the merger of two acquisitions by the Friulian entrepreneur Loretto Pali who, after a decade of experience in the nursery furniture sector, in 1979 decided to diversify his investments, first with the purchase of a wine production cellar and then, in 1987, with the purchase of the manor house, at that time the historic home of a noble family from Trieste. An 18-hole golf course surrounded by vineyards, 43 rooms, the only wine therapy spa in the region and three dining outlets in the resort: a gourmet restaurant, La Tavernetta al Castello, a wine bistro in the summer months and Hosteria del Castello, dedicated to traditional rural dishes. All with one aim: to leave a tangible mark on this land, to enhance its history and flavours. “Wine has been the heart of the business from the outset. Today, it has 100 hectares of vineyards divided between the Collio Doc and Friuli Isonzo Doc areas”, explains Eleonora Beviglia, marketing manager of Castello di Spessa, “where mainly white wines, a product of regional excellence, are produced. The collaboration with oenologist Enrico Paternoster, together with the winning of international awards such as “Decanter”, are a guarantee

of quality. An attribute that also manifests itself in the other services offered, such as the various team-building possibilities: first and foremost, golf, a sport that lends itself to confrontation and collaboration, but also cycle-tourism activities and, of course, wine tastings. “One of our proposals is blind tastings, where participants try to guess the wine in their glasses without looking at the label”, says Beviglia. “We also have the possibility of designing ad hoc tastings with a view to interactivity”. Corporate events, from very small groups to hundreds of people, are another of the castle’s flagship services, which has its own in-house catering, three types of meeting rooms with different capacities and uses, 19th-century halls, and the possibility of accommodation. A point of reference for customised solutions revolving around wine and hospitality. ■



Corporate events are another of the castle’s flagship services, with in-house catering, three types of meeting rooms, 19th-century halls and the possibility of accommodation



transport & logistics

COMMUNICATION PROJECT CREATED
BY **ANTONELLA MINICINI**



Logistics at the heart of the sustainable future

Intermodality is a strategic lever for the economic growth of the country system. Nicolò Berghinz, Alis: “LetExpo was born from this awareness”



Nicolò Berghinz, team manager and head of External Relations, Development and Public Affairs at Alis

“Logistics is changing and is finally at the centre of the debate, public opinion and the business world. People realised that it is the real beating heart of an economic and industrial system. And intermodality is the key to a sustainable future with Italy playing a leading role”. These are the words of Nicolò Berghinz, team manager and head of external relations, development and public affairs at Alis, the Sustainable Intermodal Logistics Association, on the sidelines of “LetExpo 2025”, the trade fair now in its fourth edition organised by Alis Service in cooperation with Veronafiere and promoted by Alis. From 11 to 14 March, the event featured b2b appointments, conferences, seminars, workshops and more, involving industry insiders, institutions and stakeholders. “LetExpo was born from this awareness, a moment of confrontation that starts from logistics and extends to the entire supply chain: from transport to services, to digital and training, from energy onwards. Different sectors talking to each other, because our mantra is ‘teamwork’. Ultimately, we need to join forces for the Italian system”. And it is precisely the concept of networking that lies at the heart of events such as “LetExpo”, which, in its over 60,000 square metres of exhibition space, touched on all the focal points of the sector: from sustainability to smart mobility and training.

“Sustainability”, says Berghinz, “has three inseparable dimensions: environmental, economic and social. Attention to the environment is today at the centre of a crucial debate, which shows how essential it is to achieve an economic balance. In this context, intermodality is at the heart of future logistics: it represents the perfect combination of climate friendliness and competitiveness. It reduces emissions and, at the same time, allows companies to save money, increase margins and grow. The customer benefits from becoming more competitive in the market. We calculated that last year, as Alis, we saved Italian companies and families Eur 7 billion. Without forgetting social sustainability”. Not surprisingly, as part of “LetExpo”, an entire pavilion was dedicated to the third sector with Alis for Social. “The economy must never forget

its human side. This is why we wanted to dedicate an ad hoc pavilion to the theme, reminding people that social work is not just charity, but also concrete projects on the territory, a better quality of life and more solid welfare for workers in the sector. In this respect, excellent insights have emerged to develop innovative solutions to improve work-life balance”.

All with the knowledge that, if used well, digitisation can optimise routes and much more too.

“For Alis, digitisation is crucial: it means innovating, being competitive and looking to the future with foresight. Above all, it allows companies to be more cost and budget efficient, optimising resources and working better”. ■

- Paola Cacace -



New standards for sustainable logistics

Kögel Cool Liteshell: the refrigerated semi-trailer revolution

Resulting from advanced technological research and a constant commitment to responding to market requirements and European regulations, Kögel Cool Liteshell is the concept that led to Kögel - one of the top three European trailer and semi-trailer manufacturers - winning the International Trailer Award 2025. Presented in September at Iaa Transportation in Hanover, one of the most prestigious events for the mobility, commercial transport and logistics industry, Kögel Cool Liteshell is setting a new standard for efficiency and environmental friendliness. The innovative refrigerated semi-trailer, which will be available from the second half of 2025, has been designed with sustainability and circular economy in mind. "We have worked on a number of fundamental aspects", explains Michele Mastagni, Ceo of Kögel Italia. "The refrigeration compartment is made of a unique, innovative material, which optimises the K coefficient (thermal transmittance), reducing the consumption of the refrigeration unit and, as a consequence, of CO₂ emissions. Furthermore, this solution facilitates the disposal of the product at the end of its life cycle. We are proud to point out that the machinery for printing the insulation panels was developed using high technology from an Italian company based in Milano".

Kögel Cool Liteshell introduces a new standard of efficiency and environmental friendliness: refrigeration compartment is made of a unique, innovative material, which optimises thermal transmittance while reducing consumption and, as a consequence, emissions



Michele Mastagni,
Ceo of Kögel Italy

"Another key element", continues Mastagni, "is the Vecto coefficient: thanks to careful design, the weight of the semi-trailer has been reduced by around 700 kg compared to current models, leading to benefits in terms of operating costs and energy efficiency for the entire truck-semi-trailer system". Currently, testing and type-approval procedures are under way, with plans to start commercialisation in the last quarter of 2025. Kögel is also updating its entire product range to improve safety and sustainability, with a focus on load distribution, aerodynamics and fastening systems. These are complemented by full-service solutions and advanced telecommunication management tools, aimed at optimising time and resources in freight transport. ■



Federico Rella, vice-president and corporate affairs manager of Logista Italia

Network champions

Logista: 20 years working in distribution in Italy, with innovation and sustainability

With 200,000 sales points in seven countries (Spain, Portugal, Italy, France, Belgium, the Netherlands and Poland), Logista is a leader in proximity logistics for smoking and vaping products. In Italy, the company supplies 60,000 sales points, covering all municipalities every week, and has a logistics network based on three large hubs, 89 transit points, and a fleet of around 500 trucks and vans.

In addition, the company started a diversification strategy by working in the distribution of more than 2,000 retail goods (Logista Retail) and pharmaceuticals (Logista Pharma).

On the sustainability front, Logista has for years adopted a strategy of reducing its environmental impact, which has enabled it to obtain numerous Esg certifications

Established in 2005 by through Logista Group's acquisition of Etinera - the logistics division of Eti (Ente Tabacchi Italiani), Logista Italia is celebrating 20 years in business in 2025. "From the very beginning, we have focused on rationalising the network", says Federico Rella, vice-president and corporate affairs manager, "working impartially with all stakeholders to improve efficiency and services for manufacturers and tobacconists. Centralising the business and modernising the facilities has optimised operational flow, while improving our information systems has made stock and order management more efficient". On the sustainability front, Logista has for years adopted a strategy of reducing its environmental impact, which has enabled it to obtain numerous Esg certifications and to develop a model defined as a "sustainable way of doing business". Among the main initiatives: the nearly exclusive use of renewable energy to power operative facilities; solar panels on the warehouses, which are already generating 1 megawatt per year, with the goal of reaching 5-6 megawatts; reusing of used cardboard boxes for deliveries up to four to five times; the Recycle-Cig project, which organises the collection and recycling of used electronic cigarettes, through their partnership with the Ministry of the Environment, the Centro di Coordinamento Raee and the Federazione Italiana Tabaccai.

"As logistics specialists, we translate the idea of sustainability into concrete facts, enacting tangible best practice in reverse logistics. But for 20 years our greatest source of pride has been to be close to millions of people, discreetly, in their daily lives", Rella concludes. ■



South Logistics Terminal has 14 employees and handles more than 2,000 containers every year

The South Logistics Terminal team

Mediterranean, a strategic hub in the far south of Italy

South Logistics Terminal: the integrated logistics company at the port of Gioia Tauro

Many of the products consumed in Italy pass through the port of Gioia Tauro which, with its 4 million containers a year, is one of the most important transshipment hubs. The Gioia Tauro port is connected, by Msc, with excellent trans-times, to both the East and the Americas. Containers arrive by sea and leave by sea. Slt, South Logistics Terminal, follows a different approach to logistics for import/export flows of goods and its services include handling, storage and distribution. The aim is to reduce the incidence of the costs and enable the management of assets ranging from raw materials to consumer products. It also offers different customs solutions for the storage and handling of foreign, domestic and Eu products and is strongly oriented and specialised in customs assistance and advice, guaranteeing the management of all import/export customs

formalities. It has a customs bonded area of 50,000 square metres for container handling, two warehouses totalling 10,000 square metres for the storage and distribution of various products, and two refrigerated cells for the “fresh” sector, dedicated to fresh fruit. Customers include world leaders such as Pacorini-Silocaf in the green coffee market, Chiquita, (bananas), Cuttitta Brothers (bananas), and Sunebo (miscellaneous articles). Moreover, many local and international hauliers use the services of South Logistics Terminal. “We were born in the port of Gioia Tauro in 2001, thanks to an important investment by Caronte & Tourist Spa”, says Gualtiero Tarantino, sole director of the company of which other local partners are also members, along with Caronte & Tourist itself. South Logistics Terminal employs 14 people, but also creates a fair number of jobs in the supply chain. This is confirmed by the numbers: more than 2,000 containers handled per year. “It is a pity”, says Tarantino, “that, despite the great economic impact of transshipment, the promises of politicians and the creation of agencies such as the Zes, which should have solved many critical issues in the Gioia Tauro industrial zone, the conditions for greater development of its potential have never in fact been created around this port”. Some players wait while others, like South Logistics Terminal has made a contribution to the local economy for the last 25 years. ■



Global solutions and new challenges

Ribatti, a point of reference for haulers in Italy, has now started working with Scania in the bus transport sector

Experience as the measure of success: for Ribatti Veicoli Industriali, based in Andria, Apulia, Antonio, Michele and Luca represent the second and third generations of experience. Their business was established in 1958 working in the trade of used and industrial vehicles. Expanding as a dealership for new heavy goods vehicles started in 1983, and in 2005, they further expanded as dealers for the medium-light segment of Isuzu vehicles between 3.5 and 14 tonnes. As part of their continued improvement in services, in 2012 the company began specialising in refrigerated semi-trailers through a partnership with Lamberet, becoming a point of reference on the Adriatic coast. A significant turning point came in 2014: their partnership with Scania for the sale of trucks, led the company to become a reference point for the brand in Apulia and Molise. One of the great challenges for 2025 includes a new adventure with the Swedish company: Ribatti has become the sixth Scania Touring dealership in Italy, aiming to conquer the bus market in Apulia, Molise, Abruzzo and Marche, working alongside Italian haulers. "We are proud of the trust Scania has put in us for such a strategic area. With our competence and enthusiasm, we are offering a service that is proving successful in the coach market. The quality and low fuel consumption of Scania buses will help us win new customers", says Luca Ribatti, manager and head of business

development. With their large garage, two body shops, an appropriate facility with skilled craftsmen, and the curing oven for custom painting, the service Ribatti provides is coveted by haulers all over Italy, standing out for their customisation and for providing bespoke solutions, taking into consideration the aesthetics of the vehicle, as well as the management of financial and insurance services. Sustainability is crucial. "This is a project that we have been working on with Scania", says Michele Ribatti, sales manager, "and which has included investing in research to create the lowest-emission powertrain on the market". Since 2008, the company has had a 50 kWh system of solar panels and wants to increase its autonomy for water and energy usage. Expanding the head offices is also on the list. "We will increase the number of vehicles we can accommodate and expand our office space", concludes Antonio Ribatti, general and finance manager "alongside increasing staff numbers, which has already seen 12 new hires in the past year and a half". ■



From left, Michele, Antonio and Luca Ribatti



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Like a premier league team

Scandipadova, a strategic partner in industrial vehicle management for advanced, efficient and sustainable transport

This story began in 1989, when Paolo Rossi founded Halley Veicoli Industriali, a leading dealership in the Veneto region for Scania branded heavy vehicles. Over time, with hard work and building up client loyalty, the company was able to grow and provide all truck-related services under a new name: Scandipadova. Over the years, Paolo's sons, Carlo and Edoardo Rossi, joined the leadership. Clear company direction and a very strong sense of teamwork translate into "a search for innovative solutions, shared and managed by all team members, to improve services and skillfully overcome market challenges". This proactive spirit led Scandipadova to expand from their

Scandipadova's success is all in a special combination of transparency, skill and helpfulness

office in Padova and open another in Vicenza in 2014 and Rovigo in 2019. "Our goal is to have a site in every province so that we are also logistically closer to our clients" say the owners, thereby guaranteeing more extensive coverage around the country, with specialised garages carrying out ordinary and extraordinary maintenance, and providing prompt assistance in solving any problems. Open to exploring all fields of the heavy vehicles sector, in 2021, the company began managing the sales of Scania's Granturismo buses, providing high-quality, environmentally sustainable vehicles for more virtuous mobility; in 2024, their mandate was extended to encompass the entire Triveneto region, as far as Ferrara and Ravenna. "We don't limit ourselves to just goods transportation, but also work in people transportation" they say, and, in this regard, they are also leading the way in proposing environmentally friendly vehicles and solutions for fleets. In addition to selling new and used vehicles, the company offers a vehicle hire service through Halley Rent, established in 2005, providing customers with personalised industrial vehicle hire, prevalently under the Scania brand, and semi-trailers of various types, with a fleet total of more than 300 vehicles between industrial vehicles and semi-trailers. The success of this company lies in a special combination of transparency, skill and helpfulness, which have enabled them to flexibly offer tailor-made answers for different customer demands and needs. ■



The management of Scandipadova Spa

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The green revolution starts in the ports

Naval Egt leads the ecological transition with cutting-edge technologies to reduce emissions from docked ships and during navigation



Engineer Giancarlo Coletta,
Ceo of Naval Egt

Naval Egt is redesigning how to reduce the environmental impact of ships. Naval Egt is a Neapolitan company specialising in design, retrofit and consultancy for ship owners and shipping companies. “We use advanced technology”, says Ceo, engineer Giancarlo Coletta, “and lead a network of companies that design, install and test systems for energy efficiency and emission reduction on board ship”. Particular attention is paid to reducing ship emissions during port stops. “Stationary ships are among the main sources of pollution in port areas. Addressing this problem is not only a technical challenge, but a social responsibility”, says Naval Egt’s Ceo. “That is why we design systems to receive power from shore, which allows ships to switch off generators, and reduce polluting emissions during port stops”. One example is a consultancy service they are providing for the port of Limassol, in Cyprus, to define the specifications of their Shore Connection. At the same time, the company is engaged in projects to reduce emissions while ships are at sea, such as the efficiency actions being studied for Algerian fishing vessels. “Our strength”, Coletta concludes, “is not to put forward standard solutions, but to study a bespoke solution for each project and implement the appropriate actions necessary to meet the needs of individual ship owners, ships and ports”.

■ ■ ■ transport&logistics ■ ■ ■

Bespoke maintenance for logistics

Starlight Vehicle has been offering an innovative service since 2017, driven by a long family tradition

“It is said that adversity reveals who your true friends are; this also applies to companies that deal with maintenance and repairs”. So says Giuseppe Buonocore, Ceo of Starlight Vehicle, a company from Pagani specialising in the maintenance and repair of industrial vehicles. “The true ally of logistics operators are companies that can guarantee efficient vehicles at all times. And that is our mission”. Founded in 2017, the family-run company is now in its third generation.

“Our greatest strength remains customer focus, passed on to me by my father and grandfather”. Over the years, the company has expanded its premises and personnel, becoming increasingly better organised without sacrificing the spirit of the past. Today, alongside maintenance, it also rents and sells trailers, through strategic partnerships such as the one with Kögel, on whose behalf it offers assistance throughout Italy. “For logistics companies, maintenance is the egg of Columbus, guaranteeing safety and business continuity. This while each activity is made-to-measure, to meet each customer’s needs, from preventive maintenance to repairs in the case of failure.”



Giuseppe Buonocore,
Ceo of Starlight Vehicle

Artificial intelligence driving the logistics of the future

Euro Trans uses artificial intelligence and innovation to reduce emissions and optimise long-distance transport



Gioacchino Apicella, Ceo of Euro Trans

Two thousand twenty five will be a key year for Euro Trans, a transport company with head offices in Angri, led by Gioacchino Apicella and his sisters, Rita and Felicia. Because it is time to measure the progress made on the sustainability front.

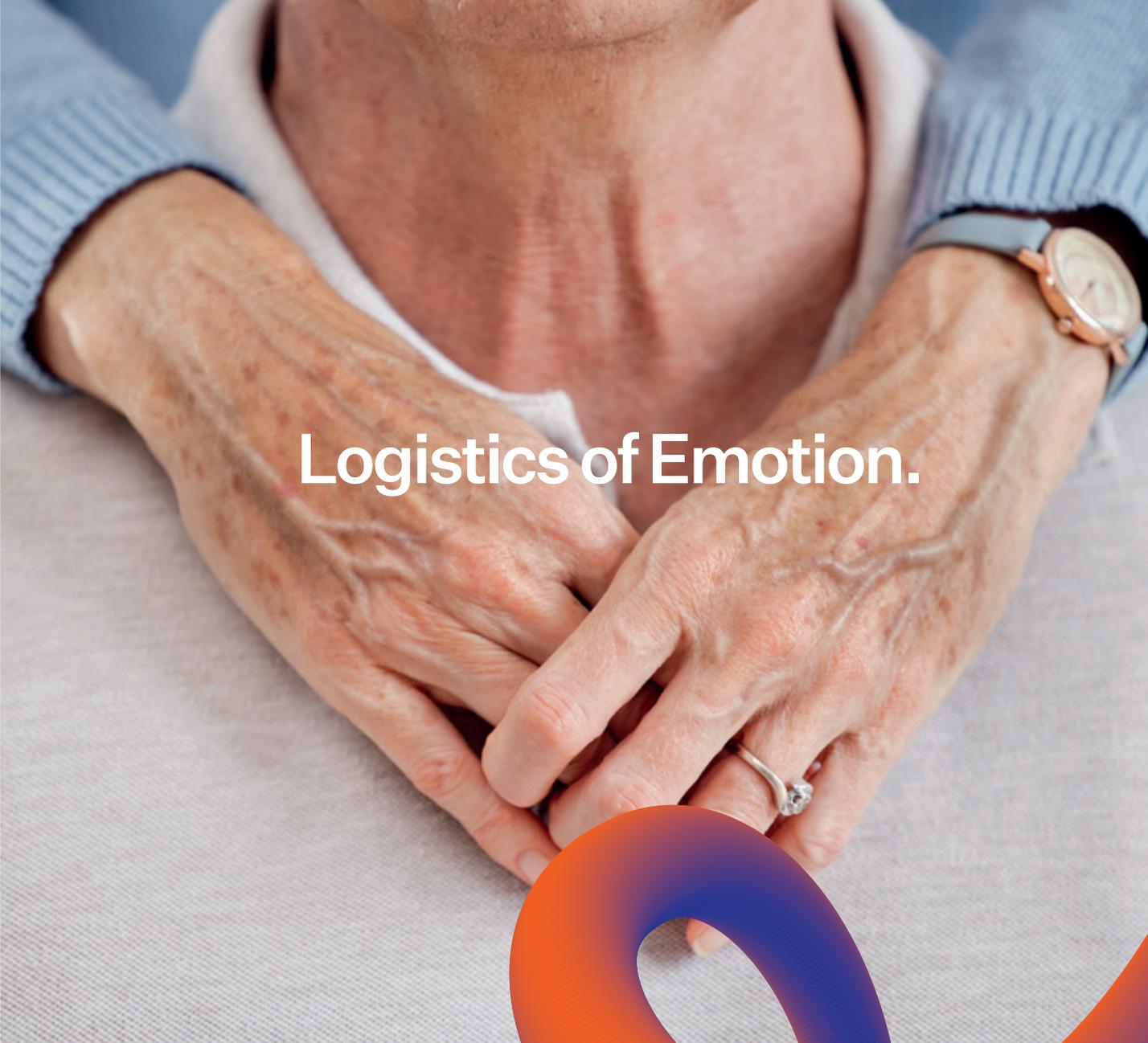
"We will present our first sustainability report, not because it is compulsory, but because it is a very important requirement for us", Apicella explains. "We want to understand where we can further improve in our CO₂ reduction".

In addition to using vehicles powered by alternative fuels, the company is also supporting their green initiatives by adopting remanufactured tyres, a strategic choice to reduce the waste of raw materials and extend the life cycle of those materials, creating a significant impact for the

sustainability of the entire logistics chain. "We do not work in last mile transport, but long distance, which makes sustainability an even more complex challenge".

But the young Euro Trans team does not mind a challenge. It is for this reason that they also cooperate with e-commerce giants and are aiming for increasingly international development. The Rolo logistics hub plays a key role in this growth, becoming the springboard for expansion in northern Italy and Europe. A transformation that makes 2025 a real turning point for Euro Trans. And one of the key elements of this transformation is artificial intelligence, which the company is integrating into internal processes in order to optimise the tracking of goods and improve route efficiency. "Ai allows for smarter route planning, reducing time and consumption, especially for just-in-time deliveries", Apicella explains. But the role of Ai does not stop there: Euro Trans is implementing a predictive maintenance system that takes advantage of the rest stops made by drivers to carry out routine and preventive maintenance, thereby avoiding unplanned breakdowns and optimising fleet efficiency. "This demonstrates", Apicella concludes, "how technology and sustainability can go hand in hand, re-designing the future of freight transport with an ever-increasing focus on innovation. ■

But the young Euro Trans team does not mind a challenge. It is for this reason that they also cooperate with e-commerce giants and are aiming for increasingly international development

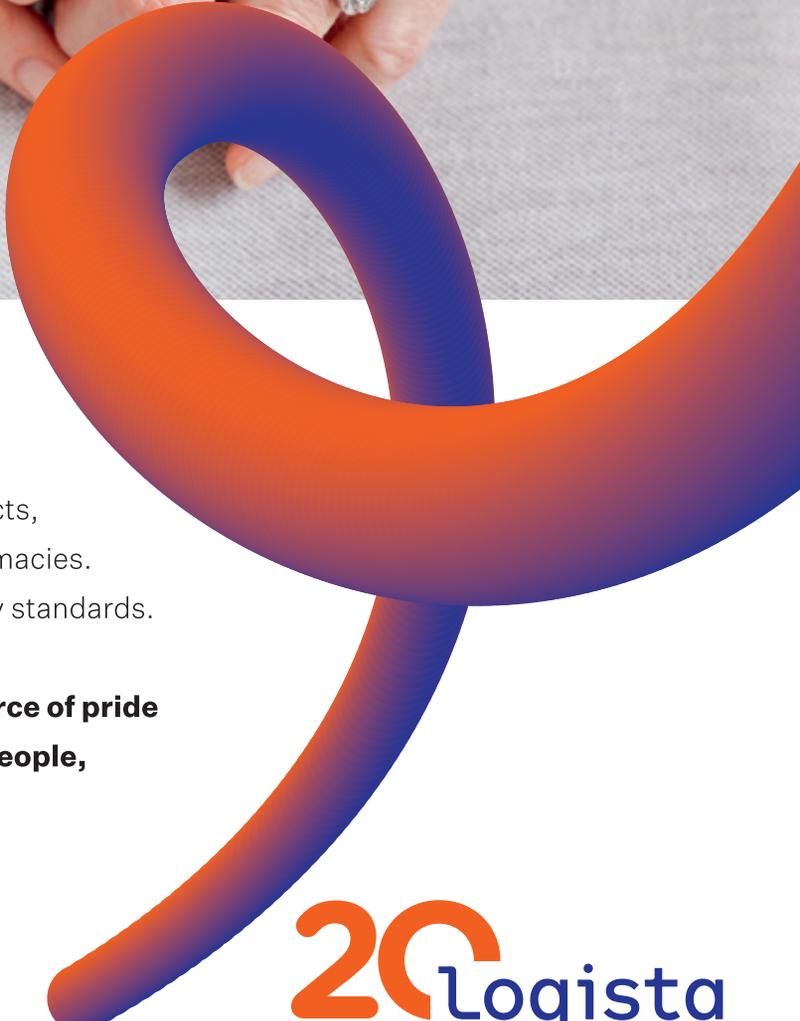


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20 Logista



Andrea Tinti, managing director and founder of Hidrosystem

Professionalism and local service

New headquarters and new challenges for Hidrosystem from San Marino

Always at the customers' side, wherever they may be, avoiding costly and unplanned "downtime": this is the mission of Hidrosystem Srl, the company from San Marino specialising in the supply, distribution and maintenance of hydraulic tail lifts, using vehicles fitted out by rental companies and fleet managers.

A fast-growing business that carried out around 9,200 maintenance jobs in 2024, reaching a turnover of more than 6.5 million euro: with 20 technicians on workshop vans and operating throughout the country,

Hidrosystem has recently inaugurated a new, large operating base in Bologna with a substitute vehicle rental service.

"Our customers are small, medium and large rental companies", says Andrea Tinti, managing director and founder of Hidrosystem Srl.

"In the past, we were not always able to optimise ordinary and extraordinary maintenance activities, especially when faced with damaged aluminium vans, tipper trucks, or isothermal vans. The opening of the Bologna branch is justified by the need to manage the many maintenance activities requested by our customers as rapidly as possible".

Hidrosystem's future is that of offering an increasingly efficient all-round service throughout Italy, focusing on service growth and the continuous training of its people. ■

■ ■ ■ transport&logistics ■ ■ ■

Sustainable transition in logistics: strategies and skills for the future

The transport sector is facing the challenge of sustainability with innovation and new professionalism

The transition to more sustainable and intermodal logistics is a crucial challenge for the transport sector. The adoption of environmentally friendly practices is not only a response to environmental pressures, but also a key factor for competitiveness.

Reducing environmental impact involves optimising logistics networks, electrifying infrastructure and integrating different means of transport, favouring multimodal solutions.

The railway sector is taking centre stage with an increase in rail transport to reduce road traffic and cut emissions. Maritime transport is evolving with advanced technologies to improve energy efficiency. Road transport is also being transformed, with low-emission vehicles and the use of alternative fuels such as biomethane and hydrogen.

Digitisation is playing an essential role, with the implementation of advanced systems for supply chain management, route optimisation and carbon footprint monitoring.

The use of artificial intelligence and big data makes it possible to improve planning, reduce waste and operational costs.

New challenges require specific skills: from green technology management to integrated logistics planning. Training and further education are crucial to cope with this transformation.

According to recent national data, the need for new professionals in logistics is growing strongly, driven by the need to combine innovation and sustainability. ■

- Francesco Bellofatto -



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COMMUNICATION PROJECT CREATED BY **MARGHERITA PELUSO**



Italian consultancy flies towards a digital future

Assococonsult's Osservatorio 2024 notes that the consultancy market in Italy has grown by 35% over five years to more than 5 billion euro. Digital transformation is the most dynamic segment, accounting for more than 40% of demand. "This strong growth in demand for consultancy has been driven mainly by the relationship

with the public administration, which, in relation to the support required on Pnrr project management, has been the segment that has grown the most over the last five years: +70% compared to 2019", explains Luigi Riva, president of Assoconsult, an association representing Italian management consulting companies.

"The international criticalities of the energy chain", adds Riva, "and their effects on the sector's operators have driven a strong increase in demand for consultancy in Energy & Utilities too: +60% compared

Assoconsult confirms: the sector is driven by the relationship with the public administration but grows more where the country system faces major challenges



Luigi Riva, president of Assoconsult

to 2019. Both of these cases highlight how consultancy grows most where the country system faces major challenges. Interdisciplinary and continuing education, regulation of professional practices, development of research for innovative solutions, promotion of social and ethical responsibility, encouraging sustainable practices and principles of equity and justice are the consultants' focus. Consultants produce intellectual capital with a high level of expertise, the same expertise that client companies or administrations need. That is why, today, Assoconsult is a distinctive identity in the Italian system. Since 1997, we have represented consultancy companies, today key to the country's growth".

The "Innovation Italy 2024 Report" underlines how digitisation is a crucial factor for the future of Italian competitiveness. 75% of large enterprises have started advanced digitisation, compared to 35% of Smes. "Bridging the digital gap is a matter of competitiveness, fairness and sustainability", explains the Assoconsult president.

"Smes, more than 90% of the Italian production fabric, must digitise

for solid growth. Innovation, technology and sustainability are interconnected: technology must incorporate sustainability and vice versa. The Pnrr provides resources for technology and sustainability. We need an integrated approach to maximise the impact of policies to support Italian manufacturing, reducing fragmentation and fostering collaboration between companies, universities and research centres".

A further element of attention concerns the evolution of Ai and its impact on consulting. "Uncertainty about the impact of generative artificial intelligence is part of a positive market. Clients anticipate a strong collaboration with consulting companies in data analytics, big data and Ai, but it remains to be seen how much this will change project activities, productivity and the perception of the value of consulting. That is why we have complemented the Annual Report with a periodic survey on the effects of generative Ai, to monitor challenges and opportunities. We support companies in innovation and digital development". ■

- Paola Cacace -

Information technology, a passion for connection

Human connection, first and foremost. In Wtc Services, talent and creativity are at the service of problem solving every day



From left Andrea Rossi, Ceo, and Luca Giovannoni, head of technology

Why share the story of Wtc in a magazine? And what is the point of sharing it? We asked Andrea Rossi, Ceo, and Luca Giovannoni, head of technology, who have made their childhood passion their life's work.

"The message we want to convey is that if you do what you love to do, sooner or later you will succeed. It is a difficult journey sometimes, but now, we are certain that the foundations we have laid, brick by brick, are our passion for what we do, transparency, honesty and, above all, cultivating relationships that slowly grow into solid and long-lasting partnerships".

Why is it so important to convey this message?

L. G.: "Because I believe that we live in the most beautiful country in the world, because we want Italy to become a powerful country again, as it deserves to be; we have the right people, the talent, and the creativity. And we realised this thanks to Andrea, who, with his tireless commitment, builds connections, organises events, puts himself out there in order to share an ideal. In our opinion, now is the time to act, joining forces. We are doing it and I can tell you that it works. Small but great: our values? Trust and flexibility".

How does a business like yours collaborate with such important companies?

A. R.: "Large companies are often prisoners of their own structure: with very slow processes, and complex mechanisms that take too long.

Yet, in today's world, there is a need for responsiveness, for immediate solutions. That's where we come in, Basically, tell me what your problem is, or what you need, and leave it to us. When a customer begins to trust you, not just in our professionalism, you realise that that trust is worth more than any possible contract and you will do everything you can not to lose it".

What is your core business?

L. G.: "Everything is now IT. We experienced it erupting into the business world in the late 1990s and it has never stopped since; we have been acquiring not only skills but building connections with our customers. Our approach is simple: to be able to solve the problem, without reservation, and our customers appreciate this by counting on us day after day".

A. R.: "Our core business lies in the banking sector and with credit institutions where company dynamics are often very confusing. In these environments, the division of roles



■ ■ ■ THE SOUL OF THE REVOLUTION: CONTINUOUS MONITORING

“Our workhorse”, explains Luca Giovannoni, “is infrastructure monitoring: there are all sorts of software that monitor, but in complex environments they need expertise and, above all, time to be effective. Something that internal information systems almost never have.

And that’s where Wtc Services comes in. Andrea realised this early on: make it clear and easy to understand for company leaders why certain expenses are incurred, explain what is complex and offer solutions that are more than just technically advanced, in order to optimise resources and make systems more efficient.

We worked on intuitive dashboards, visual tools that immediately show if a server has a problem, if a branch is offline or if a task is slowing down. Management no longer has to wait for endless reports.

When the bosses and management see clouds on the screen they know they have to do something, but then the storm passes and everyone is happy: we certainly haven’t discovered anything new, but the formula works”.

makes solving a problem complicated and skills are essential. ‘Can we trust you?’ this is the question everybody usually asks, but trust cannot be bought, it is built and only needs time and dedication. But in the end, it always pays off”.

Speaking of trust, what is the basis of the relationship with your customer and how does the team operate?

L. G.: “There are only ten of us, and, precisely because we are a lean company, we can work with agility, and can go outside the box. Our goal is to make life easier for our customers. We want to help and sometimes even educate our clients to work in our world, developing the services they need. At the heart of our work are the customer’s needs, if they are happy so are we, we work while having fun, we couldn’t ask for more”.

A. R.: “Wtc Services does not just provide solutions, it is everywhere and we are there where it is needed: infrastructure, cloud, security, training. Where we can’t reach, we

use proven partners and a network of experts. Security is a huge issue: we see errors everywhere, from migrations to servers, conference rooms, and cloud systems. But our task is to minimise unexpected events, anticipate problems, and make technology an ally, not an obstacle, by providing appropriate solutions for every eventuality”.

How do you see the near future?

“We are growing. We have started bringing in young talent, computer engineering students, providing continuous training through certifications and participation in important events. We want to grow, but always in a progressive, moderate and consolidated manner so as not to lose the dynamism that distinguishes us, because at the basis of Wtc there are the people, always. We are chosen first as human beings, then as a company. And that is why we have decided to invest not only in work, but also in experiences: we accompany our customers to competitions, we invite them to experience unique emotions, from the racetracks to the football fields, providing them with real moments of happiness and joy. It is there that barriers fall, ideas are discovered and connections are made, enabling spontaneous collaboration. Something that would be unthinkable behind a desk. Wtc Team provides this, a site where you can register for events and excitement, which allows us to expand our network. Our journey has just begun, and we would like to share it with those who, like us, believe in this extraordinary and complicated world that is defined as it. Bon voyage to those who truly believe with their hearts”. ■

Vendere Bene® to sell your product well

The Rete Vendita Live event organised by Studio GR, to be held in mid-May in Modena, will explain to entrepreneurs the importance of the sales network, how to reinforce it and how to expand it

Vendere bene (Sell well). This may appear easy for businessmen but it is a fundamental condition if a business is to thrive. Today's entrepreneurs increasingly pursue a "marketing first" approach; they set up companies that are geared more to marketing than to the only activity that keeps them alive: sales. "With marketing you make the contact, with Vendere Bene® you get the contract!", says Roberto Giangregorio, from Modena, for many now a crucial ally in effective business management. After working as sales manager in a large company in the non-food retail sector as a young man, Giangregorio decided to start Studio GR, realising the general difficulties involved in selling (well). His consulting firm has grown gradually, and now also offers a series of training events dedicated specifically to entrepreneurs. The next one - called Rete Vendita Live™ - will be held over two days in mid-May, here in Modena: "It will be an interactive convention", says Giangregorio, "Based on the original and exclusive Assistenza Strategica™ method, we will work with 100 entrepreneurs on their projects, with ad hoc and special solutions to select the right salespeople, provide them with effective skills to achieve their goals, and cultivate future sales managers. Qualities that will make their sales networks

The aim is to give participants the right means to enhance their strategic business plan and trigger exponential growth in sales and margins

unique and unbeatable. The aim is to provide participants with the correct key to enhance their strategic business plan and trigger exponential growth in sales and, above all, margins".

These are topics that Giangregorio and his staff ("The company's first business cards: it takes years to prepare these super-professionals") not only deal with along with their customers - more than 3,500 in the company's portfolio - but which the owner has also explored in several popular books that address the question of sales. "An entrepreneur stands out from everyone else because he has a vision: I believe that entrepreneurship is still the key to Italy's revival. And a company is

an economic-cultural movement, in terms of its capacity for introspection, understanding itself, improving. If the company is healthy, the work is therapeutic: and Vendere Bene ® also means selling products that leave the customer - once a deal is done - with a return in technical and psychological terms. These are the issues on which we have always provided Assistenza Strategica™ to entrepreneurs.

TAKE PART IN RETE VENDITA LIVE



ROBERTO GIANGREGORIO

A customised approach for successful outcomes

DG Consulting offers effective solutions to new challenges related to ecological and digital transitions

“We develop Hse-Q Advisory systems to accompany clients in their journey, creating custom solutions to help optimise their market position and help the business stand out. We use new technology and a business risk prevention approach to achieve successful outcomes for companies”.

These are the introductory words spoken by Simone Spinelli, spokesperson for DG Consulting, a young and very dynamic company working in business consultancy services. By combining digitisation and prevention, DG Consulting focuses on corporate compliance and on Hse issues. The company works successfully thanks to the cooperation between its two main areas of operation: “Think Thank” and “Research and Development”.

“Collaboration between the two divisions has resulted in novel ideas, which have enabled us to revamp classic monitoring services by using new state-of-the-art systems. Artificial intelligence, blockchain, IoT and sensor technology underpin the software we develop. DG combines creativity, innovation and vision to devise a custom strategy for each customer. Just like an artisan boutique”.

Collaboration between the two divisions has resulted in novel ideas, which have enabled us to revamp classic monitoring services by using new state-of-the-art systems to prevent business-related risks

DG Consulting will continue to follow this direction throughout 2025, working in environmental consulting, monitoring, and innovative software.

“Among our services, those activities tied to Esg objectives stand out most: analysis & research, environmental, health, and safety protection through the implementation of customised Business Intelligence Efficacy software tools for service optimisation, study of the competition through market analyses, and interpretation of data for web optimisation. We are ready to collaborate in new areas, always working preventively to help our clients”, concludes Spinelli. ■



Simone Spinelli, DG Consulting spokesperson



Angelo Barone, accountant and founder of Barone Sviluppo Impresa

Figures under control for solid enterprises

Real-time accounting and strategic management: the Barone Sviluppo Impresa Method

Doing business today means facing rising costs and a stringent bureaucracy. “Many entrepreneurs, deceived by increased turnover, work without creating real wealth”, warns Angelo Barone, chartered accountant and founder of Barone Sviluppo Impresa. “Without strategic management, there is a risk of always being one step behind fiscal and financial obligations”.

The most common mistake is not knowing one’s numbers in real time. “Companies often discover their data when it is too late”, explains Barone, who together with his team

created the Bsi Method (Barone Sviluppo Impresa method). “Working on real-time data, we prepare 12 provisional financial statements per year, one per month, allowing timely action on liquidity, Vat, costs and margins. Our customers monitor the company in real time, avoiding surprises and making informed decisions with a tax and duties projection that informs them exactly what and when to pay but a year in advance”. Bsi also helps reduce labour costs with incentives and concessions, as well as protecting the entrepreneur’s assets. In addition, constant monitoring of tax and administrative reporting ensures that the company is always up-to-date with regulations. “Forecasting, organising and planning are the foundations for effective management. Knowledge”, Barone concludes, “is the first step to growing and becoming more and more competitive”. ■

■ ■ ■ strategic competences ■ ■ ■

Training and specialisation: the keys to global competitiveness

Investing in skills to meet the challenges of international markets. Certifications and further training in the lead

In an increasingly interconnected and competitive world, continuous training and specialisation are indispensable tools for business success.

Constantly updating skills enables companies to improve productivity, increase innovation and respond promptly to the challenges posed by globalisation.

Companies that invest in the training of their human capital succeed in differentiating themselves, offering more advanced solutions and responding effectively to market demands.

Mastery of languages, knowledge of international regulations and the adoption of new digital technologies are crucial factors for expanding beyond national borders and reducing operational obstacles.

Moreover, globally recognised certifications not only enhance corporate credibility, but also open doors to new business opportunities,

strengthening the trust of customers and partners.

A qualified, motivated workforce is a strategic asset, contributing to the retention of talent and the increase of corporate know-how.

Access to professional development programmes allows employees to cope confidently with changes in the industry. Investing in training is no longer an option, but an unavoidable requirement for those who want to compete in a constantly changing international environment. ■

- Francesco Bellofatto -

A game of balance

Lybra Consulting enhances people and therefore business

Francesca Voltarel speaks in the plural: for her, “I”, is “we” - her team, which for years now, has been working with various organisations providing bespoke consultancy services. Their principle is a common one, beyond empty rhetoric: for long-lasting, sustainable development, the key is personal evolution and a holistic awareness of the entire organisation of which they are a part. “Lybra is balance”, she says, smiling, “and balance is never static, it changes, and you have to reacquire it, with enthusiasm, empathy and, above all, through listening. What we have in common is a sincere interest in people”. Each company is its own ecosystem made of people, and helping them grow means progress for the entire corporate organism. Francesca Voltarel never talks about hierarchies but about people, people that she and her team help to find their leadership qualities, not to be used as a

tool of power, but of responsibility. “It is often a matter of getting people to synthesise complexity and make analytical decisions. At other times it means employing a more emotional relational language. It is finding one’s aspirations and following them with courage and empathy”, she says smiling softly, quoting books, philosophers, artists. Based around this methodology, Lybra has increasingly specialised in alternative paths of Education & Training, Executive Coaching and Team Coaching, and Assessment Centres, with a particular focus on an innovative service for organisations that want to outsource human resources: the Ghost Hr. Designed to support corporate management in all human resources processes, especially those more specific to skills development, Lybra acts as an external but ever-present partner, even in the most delicate phases like onboarding.

“We work on prosperity, not immediate profit. Prosperity contains profit within it. Not vice versa”. Well-being within the working environment is a goal that Lybra works towards relentlessly. “Thriving people, thriving business” is not just Lybra’s payoff, it is its mission. ■

Lybra acts as an external but ever-present partner, even in the most delicate phases like onboarding

Francesca Voltarel,
standing left,
with her team





With Salerno, the regional airport hub looks to the Mediterranean

Sustainable growth, international routes and strategic investments for Campania's airports

With Napoli and Salerno airports, the Campania airport system is addressing 2025 with a strategy aimed at combining sustainable growth, technological innovation and expansion of its offer. Thanks to significant investments, these ports are positioning themselves as key infrastructures for tourism and business in the Mediterranean. Naples Airport has been confirmed as a national leader in the field of sustainability, being the first Italian airport and the tenth in the world to obtain level 5 of the Airport Carbon Accreditation (Aca) programme: This achievement places it in a prominent position compared to other Italian and European airports, many of which are still working towards the intermediate levels of the Aca programme. Having reached over 12.6 million passengers in 2024, Napoli Airport offers 120 destinations this year with



Carlo Borgomeo,
president of Gesac and Assaeroporti

Salerno

COMMUNICATION PROJECT CREATED BY **GIANPAOLO MARETTO**



a marked intercontinental connotation thanks to an impressive development of the offer to and from North America. Next summer there will be 43 weekly regular flights to six airports - Atlanta, Chicago, Montréal, New York/Newark, New York Jfk and Philadelphia - served by major airlines such as American Airlines, Delta, United and Air Canada. Salerno's Amalfi Coast Airport has already demonstrated its potential, welcoming around 180,000 passengers in the first five months. The infrastructure is at the centre of a massive development plan, with a new commercial aviation terminal, which will be one of the greenest in Europe: the facility will cover about 16,000 square metres and will reflect the highest environmental standards both in terms of energy efficiency and the use of natural and sustainable materials. "Promoting sustainable growth that integrates environmental, economic and social dimensions is one of our key priorities", says Roberto Barbieri, Ceo of Gesac, the company that manages Napoli and Salerno airports. For the summer of 2025, numerous routes are planned

for Salerno, currently for sale: five domestic ones (Catania, Milano Bergamo, Milano Malpensa, Torino and Verona) and 14 international (Barcelona, Berlin, Birmingham, Brussels Charleroi, Bucharest, Geneva, London Gatwick, London Stansted, Manchester, Marseille, Nantes, Paris Orly, Tirana and Vienna). The number of airlines present in Salerno is also a sign of quality, thanks to the entry of British Airways and Vueling. Incoming tourist numbers incoming will also be boosted by the arrival of the scheduled airline Jet2, starting in May. The company has holiday packages for sale for Salerno and the surrounding area through Jet2holidays, the largest British tour operator. These routes were introduced both in response to growing demand from local and international passengers and as part of a strategy to expand its connectivity and consolidate its role in the European market. Moreover, it has already positioned itself as one of the most competitive airports for private aviation, attracting celebrities such as Madonna, Robert De Niro, Steven Spielberg and LeBron James, among others. With a forecast of more than 17.5 million passengers, the Campania airport system is set to become a reference point for the Mediterranean: Napoli continues to stand out for its leadership, while Salerno emerges as a new strategic gateway, with a significant impact also on Basilicata and Upper Calabria. "The creation of an integrated airport system including Napoli and Salerno", concludes Carlo Borgomeo, president of Gesac and Assaeroporti, "represents an innovative model for the efficient and sustainable management of regional air traffic". ■

- Francesco Bellofatto -

The new energy efficiency pole

Unica and Italiana Energia: from experience in renewables to the design of integrated solutions for a more sustainable and competitive future

Unica Spa was founded in 2014 by the Hako Group, active since 1999 and operating in the market with majority stakes in strategic companies in the telecommunications (Tlc) and customer care sectors.

Unica is a multi-utility company with several active business areas, the main one being the design and installation of energy efficiency products and the creation of Energy Communities. Other areas include the marketing of utilities such as natural gas and electricity, as well as the installation and sale of sustainable mobility products. Unica becomes an energy hub of reference, promoting a cultural upgrade that focuses on environmental ethics and rationalisation of energy consumption, with the aim of generating economic savings for customers. In 2011, Italiana Energia Srl established itself in the renewable energy sector, with the aim of providing greater customer security in the field of installation, reliability, advice, and quality technical and operational support.

It also holds a large number of certifications, the Soa and the Esco qualification. Over the years, awards and accolades have made an ever-growing public take notice of the company's work. From the first approach with the customer through planning, implementation and after-sales service, Italiana Energia places the customer at the centre of its attention, making them feel

Italiana Energia Srl and Unica Spa will enter the market together for the first time as Un.Ita Energy Scarl, with the aim of beating the competition in reliability, competence and quality



The Italiana Energia team



The Unica team

secure in their choices and relieving them of the various burdens that energy investments require.

Italiana Energia Srl and Unica Spa will enter the market together for the first time as Un.Ita Energy Scarl, ready to take on new challenges, large projects and everything else the renewable energy market has to offer, with the aim of beating the competition above all in reliability, competence and quality.

Two major players in the energy efficiency sector have decided to combine their expertise to create a new energy efficiency hub. ■

The patent that revolutionises the world of canning companies

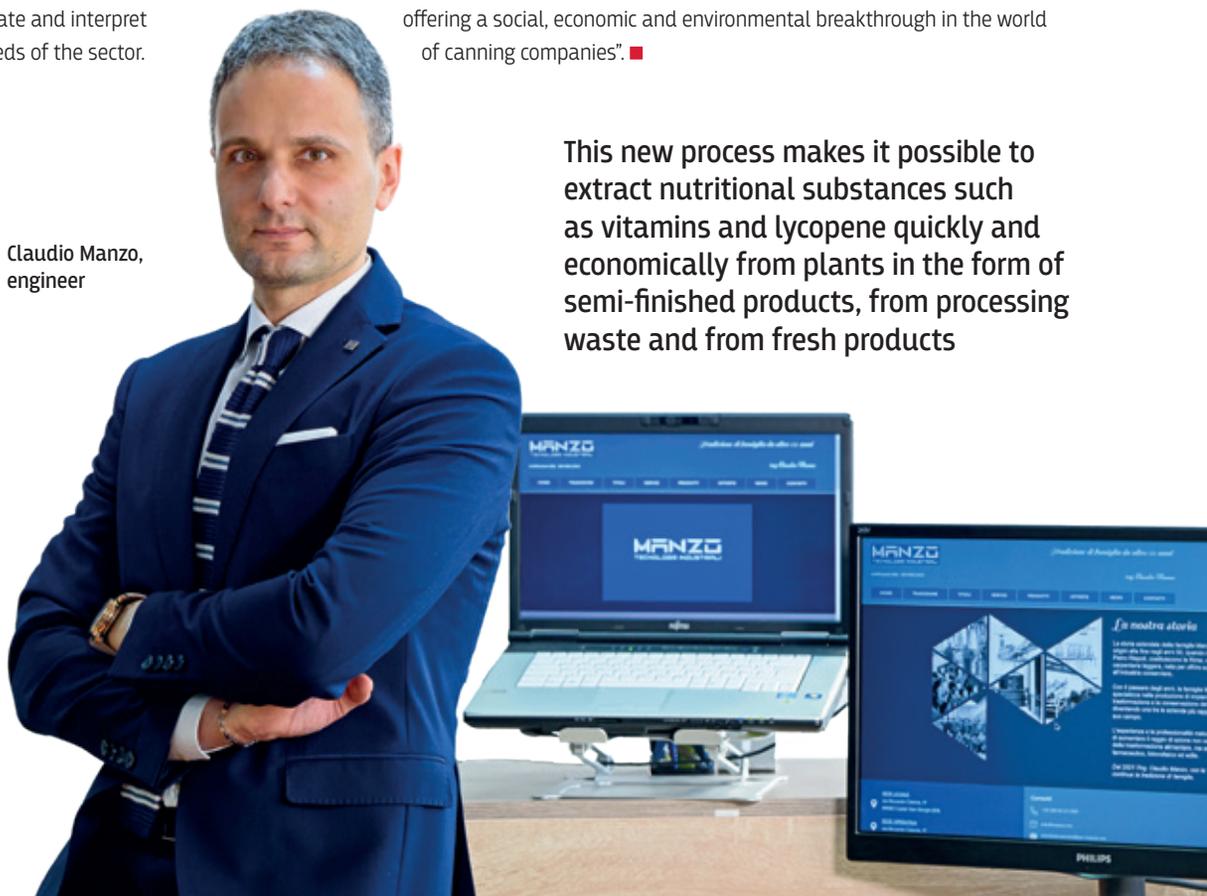
Manzo heralds in a social and environmental breakthrough in food processing: a pilot plant that will turn waste into resources

Established in 2021 to continue the family tradition started in the 1950s with Attilio Manzo and Pietro Rispoli's company Rima, Manzo Srl, based in Castel San Giorgio (Salerno), specialises in the production of complete plants for fruit and vegetable processing. "Having entered this sector thanks to my father Aurelio's experience", explains engineer Claudio Manzo, legal representative, "we now also embrace the pharmaceutical and converting industry, offering advanced technological solutions that combine efficiency, safety and sustainability". Contributing to our customers' success and growth by streamlining processes, reducing costs and increasing the quality of the end product: this is the company's mission and, thanks to its focus on research and development, it manages to anticipate and interpret the needs of the sector.

Claudio Manzo,
engineer

In addition to engineering consultancy, the company manufactures complete lines and individual machines, and is engaged in revamping (plant "restoration" protocol) and retrofitting (performance improvement compared to the original) activities. An added value of Manzo Srl is its collaboration with professionals in the sector and partnerships with prestigious universities in Campania. "Our future projects", the engineer explains, "include the construction of a factory that is in line with our ambitions, and I am sure that we will receive help from the engineering company Dm Technology Srl, a subsidiary of Manzo Srl, created to improve technologies related to food processing and to industrialise my patent for the extraction of active ingredients from vegetables". This new process makes it possible to extract nutritional substances such as vitamins and lycopene quickly and economically from plants (flowers, fruits or berries) in the form of semi-finished products, from processing waste and from fresh products. The final product can be used as a natural preservative in foods with high nutritional value, in cosmetics as a base for creams, and in pharmaceuticals for the creation of supplements. "Thanks to state co-financing", Claudio Manzo concludes, "we will build a pilot plant to transform processing waste into resources, offering a social, economic and environmental breakthrough in the world of canning companies". ■

This new process makes it possible to extract nutritional substances such as vitamins and lycopene quickly and economically from plants in the form of semi-finished products, from processing waste and from fresh products





Vincenzo de Lauziers, sole director

Excellence in tailoring shirts

Vincenzo de Lauziers is choice of materials and attention to detail: a uniqueness that makes the wearer unique

The Vincenzo de Lauziers (Vdl) shirt factory represents the perfect combination of tradition and innovation: "The shirt defines the man and distinguishes him", explains Vincenzo de Lauziers, founder of the company. "It is the emblem of style that goes beyond fashion. The Neapolitan shirt, a symbol of nobility and respect in social relations, is the ultimate ambition for those who love to wear fine garments. We like to think that our commitment, our passion and our art in making exclusive shirts is the new benchmark for the man who wants to stand out".

Vincenzo de Lauziers brings the art of tailoring back into vogue, with shirts that are unique in their workmanship and attention to detail, made using artisanal techniques that make them unmistakable.

Thanks to the meticulous search for high-quality fabrics (cotton, linen, cashmere and silk selected from the world's best suppliers), each garment is designed to ensure a

perfect fit, guaranteeing comfort and elegance. The expert hands of the embroidery seamstresses give the shirt an authentic soul, where nothing is left to chance and every detail is worked to perfection. Founded in 2016, after 25 years of experience in the sector, the company based in Campagna (Salerno) makes its products exclusively in its own workshop, focusing on the enhancement of Made in Italy: the shirts are closed like a jacket, eliminating the stitching on the hips. Each garment is made with four manual stitching steps, giving it a perfect fit and timeless elegance. A shirt stay, reinterpreted in a modern key, is a refined accessory that keeps a shirt neatly tucked in, preventing it from coming out of trousers.

The classic Vincenzo de Lauziers line is distinguished by its blue label, hand-stitching, and mother-of-pearl buttons. The models are made in solid colours, checks or stripes, with stiff collars in French, semi-French and button-down variants. The sporty Settecorni line, with a refined red horn sewn on the inside of the insert, offers a deconstructed, washed cut for a softer effect, with plain and patterned fabrics. These shirts are ideal for leisure, with a casual but still sophisticated look. The company also offers matching beach shorts, with polyamide fabrics, for a sophisticated, elegant co-ordination.

These creations, also with fitted garments, can be found in selected boutiques in Italy, France and Greece. The company has taken its style to fashion shows in Jakarta and New York. ■

Both beautiful and functional, every piece of ceramic is a work of art

The tailor-made work of Ceramiche Casola, specialising in volcanic stone tables



Keeping alive an ancient tradition to bring beauty and authenticity into the homes of Italians and beyond. This is the mission of Ceramiche Casola, a family-run company that has been running for four generations. Founded in 1925 in the picturesque setting of Positano, on the Amalfi Coast, with the arrival of brothers Vito, Luigi, Luca and Francesco, the business pursued the dream for which their father Agnello Casola had laid the foundations: to export ceramics throughout Italy and abroad. From vases to decorative plates and ornaments to tables, Ceramiche Casola offers customisable solutions to suit different furnishing styles.

“Each of our products is distinctive in that it combines functionality and aesthetics, two indispensable and complementary aspects”, says Francesco Casola, director. “The art of ceramics has very ancient origins and our commitment is to preserve it in order to pass it on to new generations, even though very few people today want to undertake manual work”.

The company can count on the support of an in-house workshop and collaboration with external craftsmen who work exclusively for Ceramiche Casola, guaranteeing the quality standards that are the hallmark of Positano. The ceramics produced are true works of art. “The company specialises in the production of hand-decorated volcanic stone tables”, explains Casola.

“Each table is tailor-made, a unique and absolutely original piece, highly appreciated on the domestic and especially on the foreign market. A practical solution with high quality standards, without sacrificing beauty”. The production process of the tables begins in the volcanic rock quarry, where the volcanic rock slabs are cut.

After glazing, the work of artists comes into play; they hand-paint the table tops and then fire them at 1,000 °C. Ceramiche Casola involves heterogeneous professional figures in order to continue to be an excellence in made in Italy. ■

From vases to decorative plates, and table ornaments, Ceramiche Casola offers customisable solutions that match different furnishing styles



The premises

The Amalfi Coast's natural treasure

Processing the Sfusato lemon is the core business of Pamilo, company that is attentive to the traceability and authenticity of its products

Basic values are passed down from father to son, including the passion for the land and its typical products: this is the essence of the experience of Antonio Paolillo and Pamilo di Furore (Salerno), an agricultural business devoted to the traditional cultivation of the Sfusato Amalfitano lemon, holder of the Igp "Limone Costa d'Amalfi" trademark. With 5 hectares of terraced land on the jagged coast overlooking the sea, the company is attentive to the environment and human health, streamlining agricultural operations and using modern technologies: the result is a fresh, genuine and natural product that creates works of



Antonio Paolillo, sole director of Pamilo

art that are prized throughout the world such as limoncello, jams and confectionery.

"Growing lemons using environmentally sustainable and traceable methods is a source of pride for us", stresses Antonio Paolillo, sole director, "and we sell the produce directly, shortening the supply chain and allowing us to market local products under the Lemon Likes brand: an advantage

in terms of cost and quality". A passion and love for the land that has resulted in Pamilo Srl obtaining Global Gap and Grasp certification and joining the Bios certified organic produce system in 2011. ■

■ ■ ■ Salerno ■ ■ ■

Innovation in solar thermal collectors

Avalen: energy savings and sustainability for residences and industry, for a more responsible and environmentally friendly future

Avalen Srl, based in Cicerale (Salerno), stands out in the renewable energy scene for their development of cutting-edge technologies, such as their vacuum tube collector with compound dish. This unique system design maximises the absorption of solar energy while minimising dispersion. With this product, Avalen offers higher energy efficiency than conventional collectors, ensuring optimal performance even in unfavourable climate conditions. Avalen's solutions are ideal for facilities with high thermal energy consumption such as hotels,



Luca Pomari,
founder of Avalen

hospitals and Rsas, as well as for industrial processes with higher requirements, such as in the food industry, temperature-controlled washing and electrochemical processes. In addition, the company has consolidated know-how for advanced solutions such as solar cooling, integrating absorption systems for the production of cooling energy from solar power. Headed by Luca Pomari, under the slogan "value alternative energies", the company emphasises the importance of creating value not only for business, but also for society and the environment.

With a comprehensive support service for studies and partners in the design and implementation of

their bespoke systems, Avalen enables the development of solutions that precisely meet the needs of beneficiaries, generating economic, social and environmental benefits. ■



Icilio Pierri, president of Op Eurocom

Quality and innovation for international markets

Op Eurocom brings high quality vegetables from Piana del Sele to tables across Europe

Op Eurocom is a family business that was established in 1998. Today, the company manages around 750 hectares of greenhouse and open-field production, between Piana del Sele and Tavoliere delle Puglie, for the cultivation of baby leaves, herbs and lettuces. “The company’s mission is to grow healthy and safe products to ensure a healthy diet and lifestyle, and this is done through sector studies, innovation research, sustainability and food safety”, says Icilio Pierri, president of Op Eurocom.

“One of our strengths”, Pierri continues, “is the complete traceability of our products. Each batch, from soil preparation, is associated

Op Eurocom has invested in the construction of a large solar panel system covering the entire surface area of the processing warehouse

with an identification code that accompanies that product through to its final destination. This system makes it possible to monitor every stage of production, guaranteeing high standards and meeting stringent European certifications”.

To ensure food safety, microbiological and multi-residual analyses are carried out on products and everything that comes into contact with them. Furthermore, explains Pierri, “we have invested in Uv lamps to sterilise the water in all the wells owned by us and our associates, eliminating the risk of contamination”.

Op Eurocom is strongly committed to sustainable practices, investing in the construction of a large solar panel system covering the entire surface area of the processing warehouse. This investment was also extended to all production sites by participating in the public call for tenders “Parco Agrisolare” in order to reduce high energy consumption, upgrading production facilities and using building rooftops as a base for installing the panels.

The decision to use solar panels to power the work not only contributes to the fight against climate change by reducing CO₂ emissions, but also preserves the integrity of Piana del Sele, as Op Eurocom cares about the future of the area and the health of those who choose their products every day. “Our challenge is to continue to innovate, while maintaining high standards of quality and sustainability, in order to consolidate our presence in the markets and meet the needs of European consumers”, Pierri concludes. ■

Quarries meeting the challenge of sustainability

Maiellaro innovates mining with solutions that return space to nature by investing in new technologies



Dario Maiellaro

“In the mining sector, often associated with a strong environmental impact, new technologies are rewriting the rules, reshaping the paradigm of an activity that is necessary but that now has new parameters of sustainability”. This is Dario Maiellaro talking, the founder in 2018 of Maiellaro Srl, a company from Campania which, on the strength of a long family experience in the sector, has chosen to show how another approach is possible: investing in innovation to reduce the impact of quarrying and give back to the area what extraction modifies. A concrete commitment

through advanced environmental recovery techniques and resource management aimed at sustainability. One of the most significant projects is the rehabilitation of the Roccarainola quarry in the Parco del Partenio, where the company has adopted an innovative strategy to restore the natural profile of the landscape. “We have avoided leaving the typical steps of disused quarries and reduced the visual impact to zero”, says Maiellaro. “Thanks to planting, hydroseeding and grass rooting, the area has regained its natural development”. A process that is not only aesthetic, but that aims to recreate a stable ecosystem with the use of native species. “Alongside this, we have invested in process efficiency, introducing machinery equipped with advanced dust suppression systems and developing a biodegradable additive mix that reduces water consumption by 5%. With these technologies we are making an industry that has had a great impact on the environment for years into a sustainable one”. Furthermore, the focus on sustainability in no way compromises the quality of the product. “The material extracted from the Roccarainola quarry, destined for strategic infrastructure works, from port constructions to roads to the Pnrr projects, is subjected to strict controls to guarantee its purity and performance. We will now replicate the Roccarainola model in the Salerno and Pellezzano quarry, which has already been authorised for recovery activities. Today, extraction can coexist with respect for the environment, and we are proving this with facts”. ■

One of the most significant projects is the recovery of the Roccarainola quarry in the Parco del Partenio, where the company has adopted an innovative strategy to restore the natural profile of the landscape





The partners at Prefabios: from left, Luigi, Domenico, Antonio, Andrea and Domenico

Innovation and sustainability: cement becomes furniture

Prefabios solutions combine quality, design and environmental awareness

Prefabios Srl, based in Caggiano (Salerno), is a company specialising in the production of cement products. Founded in 1973 by brothers Rosario and Francesco Fabio, the company witnessed the arrival of the second generation in 1995, with the participation of the founders' five children, and in 2005 it became a limited liability company.

Initially, Prefabios focused on the production of cement and expanded clay blocks for construction and flooring. Over time, it has expanded its product range to include items for gardens and street furniture, collaborating with design and architecture studios to create innovative, high-quality

The use of state-of-the-art materials allows Prefabios to offer interior and exterior furniture solutions that combine aesthetics and environmental sustainability

solutions. Manufactured products include fireplaces, benches and planters, all of which are cement-based and often designed to designer specifications. The company played a significant role in the post-earthquake reconstruction of Irpinia, consolidating its presence in the local market, particularly in Vallo di Diano. Today, thanks to e-commerce, Prefabios operates both in Italy and abroad, serving private customers through both physical warehouses and digital platforms. It also supplies works and products for street furniture to public bodies through Mepa. Prefabios attaches great importance to innovation and sustainability. It participated in the "La Casa di Pietra" project with Gumdesign, combining marble and the photocatalytic cement Tx Active, patented by Italcementi, which transforms CO₂ into oxygen, thus helping to reduce air pollution. These creations were presented at the Milano Home 2025 fair, arousing great interest, especially among foreign buyers, for accessories and niche items. "Our company has always believed in innovation as an engine for growth. The use of state-of-the-art materials allows us to offer interior and exterior furniture solutions that combine aesthetics and environmental sustainability", says Domenico Fabio, managing director of Prefabios. "We look to the future with confidence, certain that quality and customisation will be increasingly decisive to stand out in a competitive market". Dynamism is one of the core values of Prefabios, which stands out for its ability to adapt to any kind of demand. The company has in-depth knowledge of raw materials, and holds ISO 9001 quality certification for the organisation, ensuring conformity in all stages of production and service delivery. ■

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Growth, innovation and focus on the building sector

Tenders and tourism in the future of Grimaldi Costruzioni to bring value and opportunities to the area

After working with his father, Aniello, in the renovation of earthquake-damaged houses, Marco Grimaldi founded his own company, Grimaldi Costruzioni, in 2013. Today, the company has twenty employees and operates in Campania, specifically in the provinces of Avellino, Salerno and Agro Sarnese-Nocerino. "We have invested heavily in growth and development. We started out with the 110% Superbonus, which could have been a great opportunity, but was unfortunately not handled properly at the regulatory level", says the entrepreneur.

Grimaldi Costruzioni deals with every sector of the construction industry, from the demolition and renovation of buildings and façades to steel structural work and the construction of industrial sheds. The company is currently getting ready to take part in tenders, expanding its scope to infrastructure and public works.

"We have a staff of trusted collaborators with whom we are growing together. Surveyors deal with site management, from the planning of the work to the time schedules. We also employ construction engineers to tackle more challenging tasks with know-how and professionalism", Grimaldi explains.

The company places great emphasis on occupational safety, offering employees refresher courses. Another strength is the commitment to energy saving: Grimaldi Costruzioni focuses on energy efficiency technologies such as thermal insulation, photovoltaic systems, and condensing boilers to increase the energy classes of buildings. As regards equipment, the company has upgraded its fleet with excavators, trucks and telehandlers and is investing in precision tools and a new equipment warehouse. Marco Grimaldi stresses the importance of relationships with customers, suppliers and employees: "In the construction sector, lead times often have to be extended for technical and logistical reasons. What is important is that we always uphold our commitments and complete the work professionally, ensuring the best balance

between contractor, owner and engineers". Looking to the future, Grimaldi Costruzioni aims to expand into the tourism sector, with a project for an accommodation facility. "It is a dream that we are chasing with determination. I am proud of what I have built from scratch and I want to continue investing to create value and opportunities in the area", the entrepreneur concludes. ■

Marco Grimaldi,
sole director



Grimaldi Costruzioni deals with every sector of the construction industry, from the demolition and renovation of buildings and façades to steel structural work and the construction of industrial sheds



research & innovation

COMMUNICATION PROJECT CREATED BY **GAETANO FERRETTI**

Italy bets on the bio-economy

The sector confirms a very interesting trend, +20% growth between 2018 and 2024, and is worth 10% of the Italian Gross Domestic Product. We talk about it with the expert, professor Fabio Fava from the University of Bologna

Today, it is worth around 10% of Italy's GDP, a figure that in the last five years, from 2018 to 2024, has grown by almost 20% (despite the pandemic), confirming a very important trend. We are talking about the bio-economy, a gene that can affect practically all productive spheres that produce and process natural resources: first and foremost agrifood business - which is the second largest manufacturing sector in the country, right after mechanics - e.g. agriculture, livestock, fishery and aquaculture, and the food and beverage industry... But also refineries that process non-food biomasses and biowaste to obtain bio-based pharmaceutical, cosmetic, and textile chemical materials, and biofuels, which also start from organic waste from municipal separate waste collection (over 7 million tonnes per year) and active sludge from water purification. Even before the numbers and the economic dimension, the bio-economy plays a fundamental environmental role in terms of decarbonisation, i.e. the mitigation of carbon dioxide in the environment, but also in the pollution prevention with the production of biodegradable bio-materials and the regeneration of biodiversity, rural areas and abandoned areas. And Italy, in this context, is very active. "As one of the ten European countries that have a bio-economy strategy, we are the only ones to have a revised 'Implementation Action Plan', recently approved, which redefines the objectives for the three-year period 2025-2027", emphasises professor



Professor Fabio Fava

Fabio Fava of the University of Bologna, one of the leading experts in the sector and coordinator of the National Bioeconomy Coordination Board set up at the Presidency of Council of Ministers. "We have included priorities related to digital and new enabling technologies, and others related to European standards legislation, such as standards recognising the natural carbon content in chemical products, the Ateco code aspects, and so on: all valuable aspects for the products of the bio-economy production and market". A meta-sector that has special characteristics: it has short supply chains, which are often widespread even in industrially less active areas (e.g. hills and islands) and for this reason too denotes a certain resilience, which is one of the reasons for the growth. Connecting the actors in the sector is one of the other ministerial objectives. "Each region has its own priorities", continues Fava, "but it is important to connect the supply chains, also with specific investments: to create circularity, and to ensure job opportunities in rural, coastal and abandoned areas, or industrial reconversion. This is what we are doing as a coordination board, moving five ministries and the twenty national Regions. This is fundamental work: without this intimacy with the local areas, it is impossible to achieve results; strategies must be built together and well tailored to the needs and specificities of the different territories in the country. There is also the big issue of the timely engagement of citizens, the need to provide information in a simple and direct manner, including on products". Finally, it must be said that the bio-economy is also experiencing a positive moment internationally: Europe, in particular, is allocating almost nine billion for sustaining Research and Innovation in the metasector to the sector over the seven-year period 2021-2027, thanks to Horizon Europe. "Here too, Italy is a main actor", the professor concludes, "with a notable presence of the country's universities, research institutions and industries, which have won the most important projects. We are 'often' second in terms of presence in funded projects, and third in terms of money received". ■

- Alberto Mazzotti -





The innovation ecosystem that enhances nanotechnology

Funded by the Pnrr and coordinated by Fondazione Samothrace, it stimulates research and new entrepreneurship in various fields

Sicily's deep-rooted vocation in the micro- and nano-technology sector (with a number of trailblazing businesses on the island, some of whom are connected to multinationals in the sector) has become the basis for a branching ecosystem providing expert companies in numerous sectors of the economy. Financed by the Pnrr - with the University of Catania as project leader - for the last two years, the Samothrace ecosystem has been promoting initiatives nurturing technology applications in six strategic areas of development: health, environment, energy, sustainable mobility, agriculture and cultural heritage. This project has an overall value of nearly 140 million euro (of which 20 million are match-funded with the remainder financed by Mur with Pnrr funds), involving 28 initial partners and around 1,200 researchers, a quarter of whom were specifically recruited. "To date, each area has developed interesting products" says professor Salvatore Baglio, research manager for the University of Catania and president of the foundation, set up in order to implement the ecosystem. "Many of these are giving rise to patents, others to

spin-offs. As a matter of fact, the main objective is to produce knowledge that can be transformed into intellectual property thereby supporting entrepreneurial development". Here are just a few examples: sensors for monitoring plant health and water quality in agriculture; solutions for monitoring traffic and road accidents; integrated micro-sensors to monitor the environmental parameters of archaeological assets; technology for the optimal management of batteries using sustainable materials; tools for measuring doses of radiation in radiotherapy; actions on innovative models for transplants; systems for energy recovery from electromagnetic and mechanical sources. Added to this are the results of the cascading funding calls: Samothrace has tendered around 8 million euro, which has expanded the system to include many other subjects offering complementary activities. "Including the winners of the cascading funding calls, we are now at a total of 70 partners in the Samothrace project compared to the original 28: and, even though the ecosystem research programme terminates in February 2026, the foundation will continue to work with the aim of stimulating, supporting and promoting scientific knowledge. Additionally, during this final year, we are planning several initiatives aimed at training young researchers and chaperoning intellectual property". ■

Each area has developed interesting products, many of these are giving rise to patents, others to spin-offs. The main objective is to produce knowledge that can be transformed into intellectual property



Second from right, professor Baglio, research manager for the University of Catania and president of Fondazione Samothrace, with his team

Future mobility starts with gallium nitride

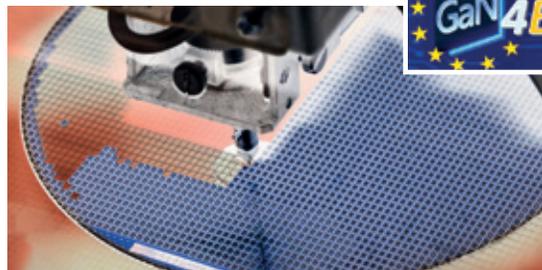
The outstanding results achieved by a project now drawing to a close and the prospects for expanding its goals by involving more partners

There is good reason to be satisfied if a European project draws to a close with the compliments of the Commission, after being granted a short extension because of the many interesting ideas still in the pipeline, and with a new project being set in motion to implement the results achieved. The pride expressed by Leoluca Liggio, coordinator of the Distretto Tecnologico Sicilia Micro e Nano Sistemi and head of 'GaN4AP', the project undertaken alongside 36 European partners that is studying the applications of gallium nitride for the automotive market, is justified. And so, as the various branches of the project draw to a close (the project ends in August), the "coordination team" - which includes Gaudenzio Meneghesso, scientific director of the project for the University of Padua, and Costantino Giaconia from the University of Palermo - is already looking to the future.

"One of the most important results of the project that is now drawing to a close, besides the technological component (i.e. the realisation of no fewer than 28 application demos), is the creation of a real ecosystem by the companies that have worked on it, a value chain with good prospects that today, also given the current global scenarios and the drop in sales in the automotive sector, it is more important than ever before to reinforce in order to ensure the resilience of the continental economy", says Liggio. "This is why, based on the results we have achieved, it was natural for us to work on a new project that we will soon submit to the Commission", Giaconia adds, "with the telling title of GaN4EU, short for GaN for Europe!". "It will again be based on gallium nitride", stresses Meneghesso, "that has now rightfully joined the list of the most interesting materials of the future, thanks to the possibility of



using it for lightweight, efficient converters that are cheaper than those used today". The new project will not only target the automotive sector, but will extend to mobility in a broader sense: high-performance devices will be designed for all vehicles, from small porters for the distribution of goods in limited traffic areas, to heavy goods vehicles, boats and mobility using drones. "In short, the aim is to reinforce the value chain we have set up with GaN4AP, also aiming to expand the consortium to around 50 partners", Liggio confirms. ■





THIS PROJECT HAS RECEIVED FUNDING FROM THE EUROPEAN INNOVATION COUNCIL (EIC) UNDER GRANT AGREEMENT NO 101162377

The new generation of space solar power



A device combining high-performance materials with a sustainable technological process is under development

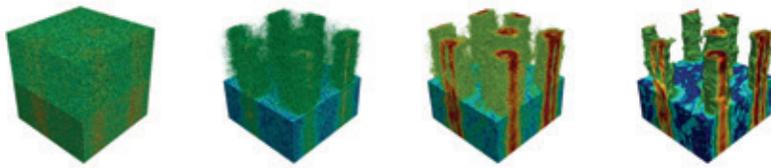
Research into new sustainable technologies capable of bolstering Europe's position in the world - financed by "Pathfinder" Horizon funding - includes the University of Torino's Department of Chemistry Functional Organic Materials group led by professor Claudia Barolo. Shortly after finishing work on the "Artibled" project, coordinated by Tum in Munich, and focused on making classic Led technology more sustainable through the use of a material based on artificial fluorescent proteins, the tireless Piedmont-based pool has just embarked on a new adventure, in partnership (among others) with two other Italian universities, the University of Roma Tor Vergata and the University of Siena. The "Jump into Space" project, coordinated by Tor Vergata, aims to develop a new generation of solar power devices for space applications over the next four years, based on using perovskite, a particularly high-performing material that has a higher power efficiency with much less weight than is possible with current technology.

"This innovation spans many aspects", say professor Barolo and her colleagues Francesca Brunetti of Tor Vergata and Maria Laura Parisi of Siena. "First of all, we need to create tandem solar cells, consisting of several solar cells placed one on top of the other, to maximise performance and better collect light in the space environment". This objective is based on optimising materials designed for use in space, where operating conditions are not like those on earth (Torino is in charge of this), as well as the fact that the design is based on using a life cycle assessment approach, developing a sustainable technological process (to be validated in the Chose laboratories at Tor Vergata), and verifying the impact of materials and manufacturing techniques on the entire life cycle of the device (which is the focus of the Siena pool). "To date, the issue of sustainability in space has only concerned the debris produced at the end of life of objects launched into orbit. 'Jump into Space', on the other hand, deals with it right from the manufacture of the device on earth. And the technological process will not only be applied in the space sphere: everything done in the project, based on low-temperature printing techniques, will also be relevant on a terrestrial scale, with a view to technology transfer, which is one of the prerequisites of these initiatives". ■

To date, the issue of sustainability in space has only concerned the debris produced at the end of life of objects launched into orbit. "Jump into Space", on the other hand, deals with it right from the manufacture of the device on earth



The Jump project group



In the figure, an Ai-generated turbulent configuration of a portion of the ocean (right) starting from a noisy configuration (left)

Ai to the rescue of turbulence

A theoretical physics project is investigating the possibility of controlling and predicting the statistical properties of turbulent fluids using artificial intelligence



European Research Council
Established by the European Commission

For those who work or study in the sphere of theoretical physics, and in particular with highly unstable complex systems, it is crucial to try to understand whether and to what extent Ai can be a valuable ally. But using the conditional here is a must: before using the same neural networks that underlie ChatGpt's successes or other artificial intelligence tools in such a sensitive field, it is necessary to verify through experimenting that the phenomena are correctly reproduced. This is the main aim of "Smart-Turb", an Erc-funded project, now in its final year (out of the planned five) of which Luca Biferale, full professor of Theoretical Physics, is the assignee. A project that has attracted the interest of a large number of young researchers of various nationalities who collaborate within a group equipped with the best Ai computing tools at the University of Roma Tor Vergata. "This is a necessarily slow and delicate validation process, because it progresses by trial and error" explains Biferale. "However, it is fundamental for scientific research to work in this way: unfortunately, many commercial realities tend to skip these verification steps...". Once Ai's capabilities in



The group of researchers. From left: L. Piro, F. Guglietta, N. Cocciaglia, M. Buzzicotti, F. Bonaccorso, M. Sbragaglia, E. Bellantoni, D. Simeoni, A. Freitas, T. Li (standing); G. Cimini, L. Biferale, R. Benzi (seated)

reproducing turbulent fluid dynamics have been validated, the project has two consequent applications. One in control, i.e. the generation of protocols to optimise the transport of small objects in a chaotic "sea", useful for controlling autonomously flying drones or searching for sources of dangerous contaminants or moving objects without being able to see them.

The second is related to "data augmentation", i.e. the inference of new information - retrievable only thanks to Ai - within a specific process and from limited observations, as can happen for instance in meteorology when one wants to reconstruct sea state from limited or error-ridden satellite observations. The results are definitely encouraging. "Through careful statistical analysis, we have shown that generative machine learning models can capture the full complexity of turbulent dynamics and generalise them to predict extreme, rare events not observed during training. These new data-driven techniques are able to go beyond the generation of synthetic text or images, opening up new avenues for increasing the data available to scientists". ■

Pisa looks to Europe



Two important ongoing projects: one supports the University of Bratislava, the other deals with the relationship between alternating and direct current

An ongoing, multifaceted European project has long engaged professor Gabriele Pannocchia and his staff at the Department of Civil and Industrial Engineering at the University of Pisa. In these early months of 2025, there are two - quite different - Horizon projects that the team is working on.

The first is now drawing to a close: "FrontSeat" will end in September 2025 and is one of the projects created to improve the performance of "younger" Eu partners. In this case, the beneficiary country is Slovakia: the lead partner is the University of Bratislava, assisted in its work by the University of Bochum in Germany and the University of Pisa.

"The project has been developed along four main lines", says Pannocchia. "Firstly, to help the Slovakian University write European projects (two were proposed) and manage their funding; secondly, to promote excellence in automatic process control. Thirdly, to create strategic networking that makes the University of Bratislava more attractive, also through various summer schools; finally, to launch a new doctoral programme. This final activity was managed mainly by our German partner; we actively contributed to all the activities, above all managing activities related to automatic process control, a sector in which we have long-standing know-how".

Bratislava will host an important global conference on this topic in June, obviously with the "supervision" of the University of Pisa.

In these early months of 2025, the team is working on two Horizon projects: "FrontSeat", in liaison with the University of Bratislava, and "Daedalos", 13 partners including the German giant Siemens Energy



Professor Gabriele Pannocchia

For one project that is drawing to a close, there is another that began a few months ago and will run for four years. It is called "Daedalos" and concerns the relationship between alternating current and direct current. "Since the end of the 19th century, we have always worked with alternating current", explains the professor, "but today energy systems are changing, and many are becoming hybrid: the aim is to develop software systems for the optimised management of hybrid networks". Starting with the development of two prototypes in scale, although in perspective the systems studied will have to be replicable and scalable on every level.

The consortium is wide-ranging: it has 13 partners, including the German giant Siemens Energy.

"In Pisa, we will be working above all on artificial intelligence, because to manage these systems we need mathematical models that describe how they work. This is a field with great potential, as more and more resources will be dedicated to energy generation in the future". ■



UNIVERSITÀ
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Newre pilot plant for the recovery of rare earth elements

The priority is recovery

From university research to hydrometallurgical plants, 20 years of experience in the circular economy with an eye on rare earth elements



Fenix pilot plants for the recovery of copper and precious metals from e-waste

For the last twenty years, the Department of Industrial and Information Engineering and Economics (Diie) of the University of L'Aquila has been an authority on R&D and technology transfer activities on an increasingly strategic topic, linked to the green and circular economy: the recovery of rare earth elements, base and precious metals, and critical materials from electronic, automotive and industrial waste. Since the turn of the century, the international staff coordinated by professor Francesco Vegliò (more than twenty members, including full professors, associate professors, researchers,

post-docs, PhDs and technicians) has gradually broadened its areas of expertise, in line with the growth of the projects tackled (Life, Horizon, ministerial). As part of these activities, a mobile pilot plant owned by the university was built and four European patents were registered. Moreover, starting from research activities, the work was enriched with the creation of the spin-off Swe - Smart Waste Engineering Srl (now an Innovative Sme) to plan the technology transfer of processes developed with the university. Finally, the company Bfc Sistemi built "turnkey" plants for the process solutions developed in these sectors.

"The scheme that is working well", stresses Vegliò. "Research activities do not remain solely academic but are developed through to the design of a plant, analysed from both economic and environmental sustainability points of view. All activities are focused downstream of the recycling processes (Level II plants) in which the water treatment cycle is an integral part of the hydrometallurgical process development. Many different types of feedstock are analysed: to give just a few examples, electronic boards, automotive and industrial catalysts, permanent magnets, photovoltaic panels; or minerals such as copper, tin, gold, silver, palladium, platinum, rhodium, manganese... As well as, of course, rare earth elements (neodymium, praseodymium, dysprosium, terbium, europium): in this case, the Department of Industrial and Information Engineering and Economics is involved in projects concerning their recovery, again using hydro-metallurgical processes. And attention will also be concentrated in 2025 on initiatives concerning rare earth elements and other Crm (with focus on the recovery of silver and silicon from photovoltaic panels): some of these, currently being assessed, concern initiatives with non-Eu countries such as Norway and Kazakhstan. ■



Innovation and sustainability in advanced materials



A joint venture between universities and business offers bespoke solutions for industrial Smes

A new awareness is spreading among companies: advanced materials represent a strategic lever for the development of key sectors, from pharmaceuticals to electronics, energy, mobility and construction. However, companies are increasingly faced with a complex choice: to face the challenges posed by regulations and the need to ensure sustainability and safety by carrying on with traditional practices, or to take the path of innovation, combining responsibility with medium- to long-term economic benefits. Investing in advanced materials enables industrial Smes to gain numerous competitive advantages (besides improving regulatory compliance and reducing environmental impact): streamlining production processes, reducing long-term production costs, accessing dedicated incentives and financing, and improving reputation. The adoption of sustainable materials also makes it possible to respond effectively to market demands and the needs of increasingly



eco-conscious customers. Navigating this complex landscape requires highly qualified personnel. The team, comprising Ca' Foscari University of Venice (www.unive.it/pag/45067; elena.badetti@unive.it) and GreenDecision Srl (management@greendecision.eu), can guide companies along this virtuous path, providing innovative scientific tools to overcome the uncertainties associated with the design and development of new materials and processes. "We are a combination of an academic institute

and a spin-out, with 20 years' experience in the fields of safety, environmental and occupational risk assessment and management", notes professor Antonio Marcomini, leader of a group that participated in and coordinates numerous national and European projects (most recently, the H2020 Sunrise and Sunshine), as well as high-profile consultancy activities. "With knowledge gained from applying methodologies such as Life Cycle Assessment, Life Cycle Costing and Social Life Cycle Assessment, we support companies to better understand and manage the impact of their materials throughout their life cycle, mitigating risks to human health and the environment. For Smes, investing in innovative materials not only means complying with regulations, but it also means optimising production processes and differentiating themselves in the market. Facing sustainability challenges today means securing a strategic advantage for tomorrow". ■

The team, comprising the Ca' Foscari University of Venezia and GreenDecision Srl, provides Smes with innovative scientific tools to overcome uncertainties associated with the design and development of new materials and processes

Organising and improving knowledge

Musp's KnowledgeX, digital platform for formalising know-how

A true revolution for manufacturing, KnowledgeX is a platform that combines technological innovation and the enhancement of human capital, preventing the loss of know-how and acting as a link between old and new generations of workers. Coordinated by Musp, with the collaboration of Mister, Istc-Cnr, mcm, Blm and Capellini, the project is based on the interaction between advanced technologies, on a person-centred approach and on the transformation of tacit skills into user-friendly digital resources. "KnowledgeX aims to convey implicit knowledge, i.e. knowledge that cannot be found on the web, using



The KnowledgeX project team

ontology: knowledge representation-oriented tools. An ontology can map the connections between machines, materials, processes and procedures, simulating the way human experience is structured, exploiting it through appropriate algorithms to improve operations, providing suggestions and facilitating the training of inexperienced personnel", explains Mattia Torta, project leader.

Three case studies validate KnowledgeX, including Cappellini's electrospindle assembly for which an interactive operator guide will be created using Ar, combining voice, visual and motion detection to offer real-time advice. ■



The new horizons of the circular economy

Musp presents the Reclaim-ER project in collaboration with several partners



Professor Paolo Albertelli with his team

“Developing a solution for the regeneration of carbon fibre composite materials with the aim of recycling the raw material, but also creating a complete remanufacturing cycle, promoting a new

circular economy model for the manufacture of industrial components. These are the words of Paolo Albertelli, professor at the Department of Mechanics of the Polytechnic University of Milano, member of the Cts of the Musp Laboratory and coordinator of Reclaim-ER, a project financed by the Emilia-Romagna Region and carried out by Musp with the collaboration of the Interdepartmental Centre for Advanced Mechanics and Materials Industrial Research (Ciri Mam) of the University of Bologna and the Interdepartmental Centre for Packaging (Cipack) of the University of Parma, and by the Capellini, Technoform and Racing Bulls companies. Many partners to test innovative materials and processes along the carbon fibre recycling chain, making the project compatible with future industrial applications. Reclaim-ER also develops another major strand of industrial interest, that of large-scale 3D printing: end-of-life carbon fibres are processed to obtain recycled material, which is then dipped in a new thermoplastic polymer matrix to obtain pellets; these are used by Musp for the 3D printing of the final component. ■

Gateway of Europe in the Mediterranean, the role of major works

From Agrigento, the Italian Capital of Culture, come demands to overcome the infrastructure gap and foster the island's development



Sicily gateway to Europe in the Mediterranean? From Agrigento, Capital of Italian Culture 2025 for its extraordinary archaeological, cultural and natural heritage, a profound reflection on the concrete actions that need to be put in place so that the island can concretely play this role, which it is entitled to by right, in addition to its strategic geographical position for its history and millenarian culture. It is fundamental to connect the area and promote the design of major works, first and foremost the bridge over the Strait of Messina, in order to fully promote its economic and social development. This is what the Order of Engineers of Agrigento advocated, when it organised an important meeting, attended by institutions, professionals and stakeholders, entitled: "The infrastructures of the province of Agrigento and the bridge over the Strait of Messina: Sicily gateway to Europe in the Mediterranean". "The proclamation of our city as the Italian Capital of Culture", says Achille Furioso, president of the Order of Engineers of the province of Agrigento, "is too precious an opportunity not to put on the table the serious shortcomings that force Sicily, and even more so the central-southern regions, to struggle in the face of an extraordinary potential for development. We are not interested in sterile polemics", he points out. "We have fostered a technical, economic and financial focus involving leading figures at every level, who are involved in mobility and transport infrastructure management, who have provided us with the state of the art of mobility in our region". "We firmly maintain", he adds, "that the serious infrastructure gap can be overcome with the construction of the Strait Bridge, a worthy and efficient motorway and railway network connecting the central-southern area of Sicily, and the expansion of our ports, to also allow the docking of large commercial vessels and cruise ships in transit in the Mediterranean, and with the

construction of Agrigento airport, something we have been waiting for for far too long". The Agrigento professional association is certainly no stranger to initiatives such as these, demonstrating a great aptitude for being on the front line, overturning the stereotypical image of a province that is immobile and the same as itself. "We have always been champions of the development of our territory", Furioso points out. "Back in 2021, we intervened, also involving institutions, experts and civil society, in the wake of the deep bitterness aroused by the derisory, in fact almost zero and mortifying, allocation of funds from the Pnrr, earmarked for infrastructure for our province, which to date, due to the above, is one of the most isolated in Italy. We called for more attention and consideration, drawing up a list of necessary interventions, first and foremost the bridge. Today", he concluded, "by virtue of the prestigious recognition awarded to our city, we feel even more of a moral duty to take the field so that our demands for the economic, social and cultural development of our territory, which represents an inestimable heritage for the entire country, may be put into practice". ■

- Patrizia Rubino -

Sicily

COMMUNICATION PROJECT CREATED
BY **STEFANO CORPINA**

Specialists of greenery between tradition and innovation

Sicilville: from growing in the nursery to the most complex environmental engineering

Nestled in an absolutely stunning natural setting with Mount Etna in the distance, pistachio groves and centuries-old olive trees as a backdrop, Randazzo, in the province of Catania, is home to Sicilville Srl, a well-established business specialising in the design, construction and maintenance of green areas for public and private clients; its headquarters are inside the splendid Vivai Russo, where it all began a good 60 years ago.

“The nurseries represent our starting point and continue to be our driving force”, says Giuseppe Russo, Ceo of the company. “It was my father Vincenzo who, through many sacrifices, established them, succeeding over time thanks to his ingenuity and tireless commitment to asserting the company in the national nursery market. Over time, our ambition grew”; he continues “and in the 1980s we founded Sicilville, a company that would be able to respond in a more structured manner to the new market requirements and that would allow us to broaden our target clientele, especially in the public sector”.

“Initially”, he continues, “it was not at all easy to adapt to the changing economic and legislative environment; the introduction of new tendering procedures in the public and private procurement sector had profoundly transformed the role of traditional nurseries. Over time, we have created a highly qualified staff of technicians and professionals specialised in the green sector and integrated landscape design, agronomists, landscapers, and architects. This, together with the constant focus on technological innovation and the provision of state-of-the-art vehicles and equipment, has made us highly competitive, allowing us to grow our business and expand even at a national level”.

Currently, the company boasts an active portfolio of over 60 orders from the north to the south of the country, relating to environmental engineering work, slope stabilisation, building noise barriers, rewilding, design and maintenance of public and private green spaces, and



In the last 10 years turnover has risen from 2 to over 20 million euro, thanks to the vision of Ceo, Giuseppe Russo, who, assisted by his sons in the management of the company, is increasingly focused on proposals and solutions that integrate the entire supply chain

woodland and forest management. In addition, the company also supplies, plants and sells ornamental plants for gardens, forest plants, and trees and shrubs for parks, roads and highways. This complex and diverse range of projects and services reflects the company's broad diversification capacity, which has also strengthened and grown through strategic acquisitions, consolidating its position in the national and international market. “In 2020”, explains Russo, “Lambo Agricola, a company located in the province of Cremona with a nursery covering an area of over 40 hectares and whose plant production stands out for its excellent, internationally



Giuseppe Russo, Ceo of Sicilville

recognised quality standards, and Lambo Commerciale, a company based in Mantova with solid experience in plant marketing, joined our group, opening up new business opportunities. We also have offices and operating units in Cagliari, Brescia, Rivoli, and Padova, employing a total of about 600 people, and, since 2022”, he continues, “we will be increasingly present in Malta thanks to an important partnership with Geb Landscaping, a company that manages major redevelopment projects in Malta and Gozo, ranging from the maintenance and development of public parks and gardens, road roundabouts, and numerous other green areas for infrastructure.

Sicilville’s growth has been significant and consistent, judging also by the impressive increase in turnover, which, in the last 10 years has risen from 2 to over 20 million euro, thanks to the vision of Ceo, Giuseppe Russo, who, assisted by his sons in the management of the company, is increasingly focused on proposals and solutions that

■ ■ ■ A UNIQUE UNIQUE SENSORY EXPERIENCE

With a view to the continuous expansion and diversification of its activities, in 2022 Sicilville created Sikania Garden Village, a splendid multifunctional space immersed in an enchanting natural setting, located in close proximity of Vivai Russo in Randazzo, it is home to splendid and well-kept exhibition areas dedicated to a rich selection of plants, furnishings and garden products. There is also a lounge bar for tasting of wines and spirits, as well as local crafts and two large rooms for entertainment and catering. “The idea”, Russo points out, “is to offer a cosy and welcoming atmosphere that envelops guests in a sensory experience of unique scents, colours and flavours”.

integrate the entire supply chain, from growing in the nursery to creating complex projects. “I would like to highlight”, says Russo, concluding, “our commitment on several fronts: from continuous investment in our human resources, with training and safety courses at work through to our constant focus on innovation and sustainability. Beyond the numbers, which are certainly very satisfying, these are the elements that make our company solid, competent and reliable”. ■

A concrete commitment to sustainability in the heart of the Mediterranean

Caronte & Tourist, a sustainable development model encompassing technological innovation and environmental responsibility

Sustainability is a crucial growth paradigm in Europe. With the Green Deal, the Eu has placed environmental, economic and social sustainability at the heart of its growth strategy, to achieve a climate-neutral, circular and competitive economy. The Caronte & Tourist Group, a benchmark in maritime transport in the Strait of Messina and to the smaller Sicilian islands, embraced this model a few years ahead of the times. The Group's pioneering journey in the environmental sphere began in 2008, when an agreement was signed between the Ministry of Transport and Confindustria to test the use of liquefied natural gas (Lng), the first widely available fossil fuel able to significantly reduce climate-change emissions.

Lorenzo Maticena, Ceo of Caronte & Tourist, belonging to the third generation of a family of shipowners, has always been a promoter and leading light of this sector: "In our way of doing business there is a tendency to be proactive. So our commitment to the environment became concrete when sustainability was not yet on everyone's lips. This allowed us to ride the change and be ready, almost synchronously, for the new European regulations".

The Group's first investment plan for the purchase of state-of-the-art vessels dates back to 2016 and the launch of Elio, the first bifuel Lng-powered passenger ship to sail in the Mediterranean, in 2018. Since then, the Group's investments in building a green fleet have never stopped: in 2022 Nerea was

launched, the first hybrid unit used for connections between Sicily and its smaller islands; Pietro Mondello, launched at the end of 2024, today sails the Strait alongside her twin sister Elio. In addition to the bifuel power supply, the real innovation of these new units is the battery packs that allow the combustion engines to be switched off while in port, reducing emissions to zero and reducing the environmental impact on coastal communities, thus complying with Eu cold ironing regulations.

"The goal we are close to achieving now in 2025 is that of having our bifuel ships sail on Bio Lng, a gas produced by the decomposition of organic waste (e.g. agricultural and livestock waste) whose use has the dual advantage of removing from the atmosphere the methane emissions that would otherwise be emitted by this waste, and using it for navigation, leading to a net reduction in the harmful substances emitted", Maticena continues.

"We like to think we are really careful in every environmental aspect. Caronte & Tourist is aware of its role in promoting sustainable development in the areas in which it operates, and for this reason it will continue to invest in innovation and adopt policies aimed at reducing its

■ ■ ■ THE NEW HEADQUARTERS: SOLAR ENERGY FOR A ZERO-EMISSIONS BUILDING

Caronte & Tourist inaugurated its new administrative headquarters in 2022, a building fitted with a photovoltaic system capable of covering around 60% of its energy requirement. The goal, ambitious but already being pursued, is to achieve full energy autonomy by 2025 with the installation of new panels. This upgrade will not only ensure self-sufficiency, but also allow for the production of surplus energy, thus contributing to the grid and further reducing the environmental impact.

environmental impact, while at the same time promoting social and economic sustainability”, the Ceo concludes.

There are many ways of expressing the Group’s corporate social responsibility. Caronte & Tourist’s commitment to sustainability can also be seen in the launch of environmental projects. Separate waste collection is observed both on board the ships and in the offices.

The company car fleet will soon be fully converted to hybrid to reduce the environmental impact of employees’ travel, and water purifiers have been installed in the offices to reduce the consumption of plastic bottles. In the social sphere, Caronte & Tourist’s sustainability is expressed in the support of inclusive policies, valuing diversity and guaranteeing equal opportunities for all employees. The commitment of the Caronte & Tourist Group, therefore, extends beyond its own activities, actively involving local communities and promoting environmental awareness also among its passengers. ■

Caronte & Tourist’s commitment to sustainability can also be seen in the launch of environmental projects such as separate waste collection both on board the ships and in the offices



Lorenzo Maticena, Ceo of Caronte & Tourist

Authentic, top-quality traditional flavours in a ready meal

Dolce Carollo: an endless taste experience from breakfast through to dessert

One of the most popular Italian desserts in the world is the cannolo alla ricotta, a true delight for the palate, and it is this excellence of Sicilian confectionery that is the signature product of Dolce Carollo Srl, a company based in Carini in the province of Palermo and leader for over 25 years in the preparation and freezing of top-quality, traditional confectionery and gastronomic specialities from Sicily and beyond. "We were the first in the late 1990s", says Massimo Carollo, founder of the company that he now runs with his son and daughter Vincenzo and Delia, "to propose the ricotta cannolo, creating a top-quality frozen product that was immediately appreciated for its taste, fragrance and creaminess". The company has not stopped since that extraordinary insight: today it produces frozen



Massimo Carollo with his son and daughter, Vincenzo and Delia

food - distributed worldwide - ranging from breakfast to dessert, as well as Sicilian street food delicacies such as arancine, panelle and crochè, and tasty first courses including pasta alla norma, timballo d'anelletti or pasticcio di lasagne, to name but a few. Top-quality ingredients sourced exclusively from the Sicilian supply chain, craftsmanship and advanced technologies, a perfect mix that makes "Dolce Carollo's" production unique and has allowed it to gradually gain more and more ground in the large-scale distribution and Horeca sectors and on board prestigious airlines. ■



The fish market - quality and new targets

Maredamare owned by the Di Dio family focuses on innovation and distribution in the Sicilian large-scale retail trade



For over 35 years, Maredamare has been selecting, processing and distributing fish products with a strict focus on quality and food safety.

"Our priority is to guarantee an excellent

product, processed with care and in accordance with tradition", explains Emanuele Di Dio, owner of the company. Thanks to an established network of fishing vessels and suppliers, the fish is processed and distributed within hours of capture, ensuring traceability and control at every stage.

The Sicilian company has expanded its offer with frozen food and ready-made meals inspired by the dishes of great chefs.

"The idea is to respond to the market needs of new customers who want something fast, without sacrificing quality". Collaboration with the large-scale retail trade has brought Maredamare products to more than 30 shops across the island, and expansion continues with new openings planned for 2025.

"We are working to reach new customers while maintaining the same standards", Di Dio emphasises.

Investment in research remains a key pillar: from parasite analysis to fish traceability, Maredamare focuses on innovation and food safety to strengthen its presence in the sector. ■

Vittorio Sabato, a reference point for building

Since 1969, commander Vittorio Sabato's company has guaranteed a complete assortment for every home and building requirement

"Everything to build everything, if you can't find it, it's because it doesn't exist", this curious but effective motto coined by legal representative Giuseppe Sabato, sums up the essence of this company, established in 1969 by Vittorio Sabato and specialising in the sale of building materials, standing out for its vast assortment, meeting the needs of customers throughout Sicily and the Aeolian Islands. Among the products on offer are merchant rolls for metalworkers, cements and derivatives, bricks and timber, bituminous membranes and thermal and acoustic insulation for roofs and walls, paint colours made using tinting machines, electrical and plumbing materials, and a specialised department for iron to be used with reinforced concrete. This sector has state-of-the-art machinery and qualified personnel, providing automated processes for building

works, including calculations and the supply of equipment for builders and craftsmen. "Today the company is run by Vittorio's children, but he remains a constant presence despite his age. The family dimension is a fundamental pillar of the business, which now includes three generations: in addition to my brother and myself, there are our three children in the company, Carmelo, Annamaria and Vittorio Junior, who are already university graduates and working", notes Maria Rita Sabato, Vittorio's daughter and the company's managing director. "What distinguishes us from large multinational companies", she continues, "is our ability to understand and involve the customer in finding the best solution. We must also thank our employees for all they have done over the years: without their dedication, we would not have been able to build this



THE SITE

magnificent business". Another strength of Vittorio Sabato is its efficient and widespread logistics. The company's fleet consists of four lorries, four small trucks and cranes, guaranteeing the delivery of materials directly to construction sites, whether for residential buildings, schools, hotels or other construction projects. In order to offer customers a comprehensive service, the company has set up a showroom to display the best brands of ceramics, sanitary ware and faucets, where clients can view materials in person and receive specialised advice. In the paint and colour department, tinting machines create bespoke colours. The company's location, next to the Giardini Naxos motorway exit, and ample parking spaces are a further advantage of Vittorio Sabato.



THE SABATO FAMILY



VITTORIO SABATO SRL

Via Francavilla 1, Trappitello - Taormina (Me) - Tel +39 0942 50377 - www.vittoriosabato.it

Interior design at the click of a mouse

With Tattahome the online shopping experience is exclusive and personalised

An extraordinarily rich and varied catalogue, designed to meet the needs of those seeking the best in bathroom fittings, sanitary ware and accessories. Flooring for all kinds of surfaces, sophisticated wall coverings and wallpapers, a wide range of exclusive design products, lighting, furniture and furnishing accessories, outdoor solutions and much more. All available at the click of a button, from the comfort of home with Tattahome, the successful e-commerce site that represents the digital evolution of a business with half a century of history behind it: Ideal Ceramiche di Giacomo La Russa, based in Agrigento.

"My father founded the company in 1974", says Antonio La Russa, who now runs the family business' website and showroom together with his brother Fabio. "Those were the years of the great building boom, and our work was mainly focused on construction sites. When my brother and I took over, we maintained the company's core business, but focused on more complex and qualified projects, collaborating with top architects and interior designers. Tattahome has marked a very successful strategic turning point for the company, allowing it to expand internationally and to intercept an increasingly broad and diverse audience".

Today, thanks to its excellent sales performance and growing customer satisfaction, the site is a benchmark in the luxury furniture sector, with a strong presence

A real advantage at Tattahome is the presence of a team of experts who offer personalised advice and assistance, both during the purchase phase and in the after-sales phase

in international markets such as the United States, Asia, the United Arab Emirates and several European countries, including the United Kingdom. "When we launched the site in 2018", Antonio La Russa points out, "it was a real leap in the dark, especially because in Italy there is still a certain resistance towards buying high-end products like the ones we offer online. Over time, the results came, not only in terms of increased turnover, but also through the expansion of our customer base abroad. Many of these customers have a high spending capacity, they are used to online shopping, but they are also very demanding: they choose us not only for the high quality of our articles, but also for the professionalism and attention we pay to them at every stage of the purchase". Tattahome's real plus, in fact, is the presence of a team of experts offering personalised advice and assistance, both during the purchase phase and in the after-sales phase, accompanying customers in the realisation of tailor-made projects, as well as efficient and timely logistics, capable of responding to the needs of a global clientele. ■



Giacomo, Antonio and Fabio La Russa, owners of Ceramiche La Russa and Tattahome

Public and private sector construction experts

Finocchiaro Costruzioni, a dynamic, pioneering company with solid roots in craft experience and skills



Carmelo Finocchiaro with his sons Angelo and Rosario

This year will be the tenth year in business, but Finocchiaro Costruzioni Srl, a construction company based in Belpasso in the province of Catania, is the fruit of the over thirty years of experience in the sector of its founder, Carmelo Finocchiaro, who today runs the company with his sons Angelo, in charge of the technical sector, and Rosario, who deals with administrative side of things. The core business and pride of the company - a blend of craftsmanship, innovation and professionalism - is the construction, maintenance and redevelopment of public works mainly in the north of Italy: schools, sports halls, municipal offices, university canteens, cemeteries and also the construction of the Centro Benessere Animali, a shelter for dogs and cats, for the municipality of Verona, a project that the Finocchiaro family is particularly proud of.

"Our job comes with great responsibility", points out Carmelo Finocchiaro, "which is why we devote so much care and expertise to controlling every phase and aspect of a project. Of course, our business ethics mean that we always put safety first, so if the data do not convince us, we prefer to pass a project over, even if this may represent a financial loss for us".

The company is a dynamic and growing business, also thanks to

the acquisition of real estate through advantageous trade-ins, obtained as partial payments for public works. "These deals are possible", explains Finocchiaro, "because of the enlightened administrators who prefer to make use of abandoned buildings, even those of a certain importance, rather than leave them to go to rack and ruin".

Moreover, since 2020, thanks to the home improvement tax incentives, the company has expanded its activities to the private sector with major renovation and redevelopment projects for energy-efficient homes. "We have taken our know-how and experience", stresses Finocchiaro, "to private homes, achieving excellent results. We have also set up a thermal break aluminium window and door division that combines functionality and aesthetics, so we are able to provide an all-round, high quality service". While the commitment to public works remains central, the company is looking to the future with other ambitious projects. "Sicily has a great historical and artistic real estate heritage, which is often disused and abandoned", notes Finocchiaro. "We have a dream: to purchase and redevelop these types of buildings and turn them into accommodation facilities that attract tourists and showcase the incomparable beauty of our island". ■

Since 2020, thanks to the home improvement tax incentives, Finocchiaro Costruzioni has expanded its activities to the private sector with major renovation and redevelopment projects for energy-efficient homes

Spaces that speak: architecture as a collective experience

Ico Migliore and Mara Servetto look at design as a way to promote cultural and social sustainability and interaction



Coats! Max Mara, Seoul, 2017

construction & planning

COMMUNICATION PROJECT
CREATED BY **MARGHERITA PELUSO**
AND **ANTONELLA MINICHINI**

At a time when architecture is also a means of constructing experiences, the work of Migliore+Servetto stands out for its ability to integrate design, technology and narrative. Founded in 1997 by Ico Migliore and Mara Servetto, the studio has completed more than 800 projects, winning prestigious awards such as three Compasso d'Oro and 13 Red Dot Design Awards. Their design integrates the emotional and identity dimension of the space, with cultural and social sustainability as the pivot of each intervention.

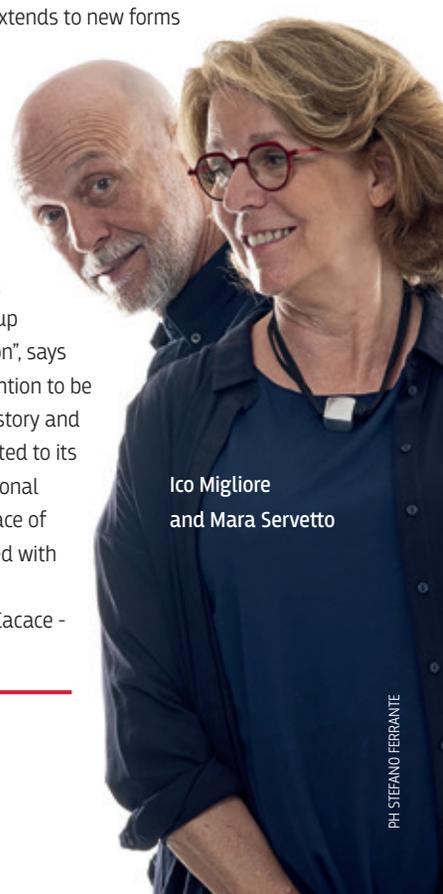
"Cities must be places of desires, not fears", says Ico Migliore. "Architecture has the task of shaping safe, beautiful and welcoming public spaces, where a new concept of hospitality stimulates collective participation". Urban spaces are settings for everyday life, designed to foster sociality and well-being. One example is the Blue Line Park in Busan, South Korea, where a railway has been transformed into a linear public park, creating new connections between city and landscape. "Today is the right time to take care of public spaces", says Mara Servetto. "After Covid, we realised how crucial they are: we need an urban context that promotes relationships and well-being. Public spaces are no longer marginal, but become central to people's quality of life".

This vision is reflected in the European Schengen Museum, which develops a reflection on the concept of borders and identity. "We worked to make the museum

a space of interaction, where people do not visit passively, but experience the museum as a community place", explains Servetto.

The relationship between architecture and brand identity is another central aspect of Migliore+Servetto's vision. "The companies that have invested the most in culture are the ones that have grown the most", Migliore emphasises. "It is not just about branding, but about building a corporate culture with a positive impact on society". It is no coincidence that so many companies have placed their trust in Migliore+Servetto, such as Tod's, Armani, Adidas, Samsung, Lexus, Max Mara, transforming corporate heritage into an immersive experience. "Design is not just aesthetics, but a strategic language that connects brand and audience in a meaningful way", the architects emphasise. In their recent book "Museum Seed. The Futurability of Cultural Places" (Electa 2024), Migliore and Servetto outline a new paradigm for cultural spaces: that of a museum as a "living organism", a seed, which opens up and extends to new forms of accessibility and inclusion. A concept demonstrated in projects such as the Natural History Museum in Milano and the headquarters of The Human Safety Net in Venezia, the humanitarian foundation set up by the Generali Group. "The museum of the future is not a static building, but a seed that grows, transforms itself and opens up to new forms of accessibility and inclusion", says Migliore. "We must conceive each intervention to be part of a larger system that enhances history and the social fabric. Design must not be limited to its practical function, but embrace an emotional dimension. Every space can become a place of collective meeting and growth, if designed with this vision in mind". ■

- Paola Cacace -



Ico Migliore
and Mara Servetto

From the foundations to challenges of a greener future

Innovation, resilience and sustainability make the difference and make LG Invest more competitive

“Every company has a story that defines it. That is why we look to the future without forgetting the past. I believe this is our strength. LG Invest was founded 13 years ago as an evolution of my family history. Everyone in the family worked in construction but ever since I was a boy I wanted to build something of my own. So when I was very young, I founded my first firm as a sole trader, and carried out small renovations”. The person speaking is Bartolomeo Impegno, Ceo of LG Invest, a company from Campania that over time has become an example of how to meet challenges. “Every step forward has been characterised by our pure passion for construction”, says Impegno, “but also by important memories such as that of my mother, who was my rock for years. She passed away too young but she taught me so much, especially how to get back up after difficult times”. This strength derived from memories has driven LG Invest to look further and further afield, aiming to innovate and adapt to market changes. The company has made innovation and sustainability its priorities. “Our aim is to further expand our offer in the green building sector, with projects that meet the needs of a market that is increasingly oriented towards energy efficiency and sustainability. We are designing our first fully eco-sustainable apartment building, which contains recyclable materials and plant solutions that ensure maximum energy savings”. LG Invest is not only an example of resilience and growth, but also of a commitment to a more responsible future. “Values such as innovation, resilience and sustainability make the difference and make us more competitive”, emphasises Impegno, “and are the real driving force behind our company’s success and expansion”. At the heart of it all

is the integration of advanced technological solutions in projects ranging from network infrastructure to environmentally sustainable construction. “We are committed to energy efficiency and sustainability projects, with the desire to offer our customers more responsible and innovative buildings. I can give you an example. We are building a hotel with advanced eco-sustainability criteria, which not only reduces the ecological footprint, but also offers significant energy savings”. Today, LG Invest is a well-established company that has been able to expand without ever losing sight of the principles that have accompanied it since the early days. “The quality of our work, customer satisfaction and reliability are the basis of everything. We have grown, but we like to remember that even though we tackle large projects, we devote the same care and attention to every renovation, regardless of the size of the building”. The future of LG Invest is increasingly oriented towards sustainability and efficiency. “The aim is to further expand our offer in the area of sustainable buildings. One of our latest innovations is a machine we have purchased that allows us to recycle material waste on the construction site itself into secondary raw materials. The path towards sustainability is becoming more and more ambitious”. LG Invest, in fact, plans to strengthen its structure by bringing in professionals specialised in green building and to invest in staff training, with the aim of obtaining certification. “We want to be an example of a company that not only responds to the needs of the market, but also actively contributes to a more responsible future for the entire construction industry”. ■

■ ■ ■ ON THE TERRITORY BETWEEN HEART AND LEGALITY

LG Invest is not only committed to making construction a greener industry, but also a more transparent one. “We have been involved with an anti-racket association for years and are on the Ministry of the Interior’s white list”, explains Bartolomeo Impegno. “Ours is a special territory and it is essential to be personally involved. So too in social work. A few months ago we gave a project to a school in the area: a special tutor, an artist who guided the children in the creation of a mural to remember one of their peers”. LG Invest is currently leading an Ati that is renovating a sports centre in the East Napoli area, with interventions aimed at upgrading a public space to offer young people opportunities for socialising, playing and meeting.

A close-up portrait of Bartolomeo Impegno, CEO of LG Invest. He is a bald man with a beard and mustache, wearing black-rimmed glasses with colorful accents. He is dressed in a grey pinstriped suit jacket, a white shirt, and a yellow tie with a small pattern. He is resting his chin on his right hand, looking directly at the camera with a slight smile. The background is a blurred office setting with vertical blinds.

Bartolomeo Impegno,
CEO of LG Invest

At the heart of it all is the integration of advanced technological solutions in projects ranging from network infrastructure to environmentally sustainable construction

Proof of the future

Manini Prefabbricati focuses on research and innovation to improve efficiency, safety and sustainability in industrialised construction

Thinking of the company as an integral part of something bigger, seeing itself as a protagonist of change. This is the spirit of Manini Prefabbricati, a leading manufacturer of innovative building systems and components of the Manini Group of Santa Maria degli Angeli (Perugia).

Founded in 1962 on the intuition of founder Arnaldo Manini, this entrepreneurial story has been driven from the outset by far-sightedness as its *forma mentis*. “Ours is a solid corporate that looks to cutting-edge innovation as the cornerstone for sustainable and lasting development of all business and production processes in a traditional sector such as construction”, explains the Ceo Manuel Boccolini. The Umbrian company’s growth process is not surprising. It is the result of a cultural and organisational leap following the concepts of progress and quality of human capital.

“Over the past 15 years, there has been a gradual managerialisation of the board of directors and the company organisation, a change in governance that has made it possible to better manage the company’s development and ensure its solid future. To underline this extremely innovative vision, the board of directors includes professor Franco Cotana, professor of technical physics at the University of Perugia”, Boccolini continues.

“The founder provided the imprinting and entrepreneurial impetus, shaping the company with the mentality of reinvesting profits in machinery and technology. It is a great example of a family business’ success, where the founding values are now shared by a group of managers capable of bringing them up to date with modern times. An idea of far-sightedness that falls within the logic of the Esg criteria, which are increasingly linked to business continuity and the

ability to broaden the strategic vision”. Not just governance: sustainability is a real commitment that cannot ignore environmental impacts and social responsibility: “For five years now we have been drawing up a sustainability report”, Boccolini tells us. “We pay the utmost attention to certificates such as the Epd, the declaration of improved environmental performance of products, processes and services. It is with a view to sustainability that we have increased the Manini Service division, which deals with seismic improvement and the upgrading of existing industrial buildings”. Technology and continuous innovation, safety and sustainability, competence and professionalism. This and much more is encapsulated in the term “industrialised construction” of which Manini is a leader in Italy, being recognised as one of the Italian companies that have distinguished themselves on Esg issues. “Alongside the construction of the new, we also work to redevelop and revalue what exists in the direction of the future potential of the prefabrication sector”, points out Anna Rita Rustici, marketing & communication manager. Manini Prefabbricati is therefore positioned as a trendsetter in the sector, backed by significant brand growth in terms of both turnover and reputation: “We are the only company in Europe to have built a full-scale test building where we test our anti-seismic solutions by simulating earthquake tremors up to seven on the Richter scale”, Rustici adds. “The company is a spearhead of engineering design, and is therefore a leading international player on the front of the most advanced innovation in industrialised engineering. Furthermore, we care about ‘making culture’, a mission that gave birth to the Accademia Manini dell’Ingegneria Sismica to promote a new design and construction culture. And since 2005, we

■ ■ ■ HOW THE WORLD OF CONSTRUCTION IS EVOLVING

The very concept of building is being redefined with off-site construction: “Industrialised construction has a challenging future ahead of it, not only in the industrial field but also in its ability to meet new housing needs and urban regeneration processes. The benefits are enormous, both for the quality of the building and the environment, thanks to an innovative approach to the construction project: we sterilise most of the risks and problems of traditional construction by guaranteeing accurate quality control, timely cost and time control, greater safety and less labour”.



Manini excels in a new generation, high-tech approach to production

Managing director Manuel Boccolini

have started Libera l'Arte, a biennial for designers who wish to try their hand at artistic expression". Manini excels in its next-generation, high-tech approach to production. "The innovative drive is based on solid foundations such as financial stability and corporate integrity. Having a healthy profitability makes it possible to invest in technologies such as sensor technology and IoT, which we include in items produced with the Manini Connect system". Much more than just an industrial brand, Manini Prefabbricati is today a symbol of how technological innovation

can be intertwined with social vision: "Giving continuity over time means giving value to the whole territory, putting people and their wellbeing at the centre". In short, a philosophy that passes through concrete corporate values and practices of technological innovation, humanity and respect for the environment. ■



Twenty years of growth and innovation in the lift industry

For twenty years, Cast Struttare, based in Brandizzo (Torino), has distinguished itself in the production and installation of metal structures for lifts, with the aim of innovating the market through comprehensive and customised services. Born from a family business, the company has grown from a small warehouse to 1,200 square metres of production space, increasing its operational capacity exponentially over the years. With a team of 24 professionals, Cast Struttare follows each project from A to Z: from site survey to design, through to fabrication and installation of metal structures, guaranteeing

From family business to structured reality: Cast Struttare focuses on quality, customisation and new technologies

customised and technically advanced solutions. "The focus on quality has led the company to develop new products, such as structures with extruded aluminium glazing beads, which combine aesthetics and strength", explains Riccardo Bracco, company director. "The adoption of 3D software has optimised the production processes, marking the transition from an artisanal reality to a structured company". Established nationwide, Cast Struttare looks to the future with the idea of enhancing its marketing and expanding its services, while keeping customer satisfaction at the centre. ■

■ ■ ■ construction&planning ■ ■ ■

People, quality and innovation at the centre

The challenge of Nord Costruzioni, a benchmark building company in Southern Italy

Great projects are possible when quality, care and devotion meet the changing needs of the construction industry with an innovative entrepreneurial approach.

This is the secret of Nord Costruzioni Generali, a dynamic company from Bari that operates in different sectors on the national and international market thanks to a climate that encourages the exchange of skills and professional development. Now in its third generation, the company represents a point of reference in Southern Italy both in the public sector, for which it builds road, hydraulic, railway, port and airport infrastructures, and in the private sector, with residential, industrial, tertiary and tourist accommodation projects.

"Each construction site represents the fruit of our passion and commitment to leaving a lasting mark in the world of construction", explains engineer Domenico Antonacci, sole director. "Thanks to investments in sustainability and training, we work on projects throughout the country".

A people-based company that aims to satisfy customers and adapt to the needs of the sector. ■



Domenico Antonacci, sole director

Construction: the perfect fusion of tradition and innovation

Barattelli Group, 140 years of excellence and passion in the heart of L'Aquila

The Barattelli Group has come a long way and built many buildings. Founded in 1885 (although the company had already been in business since the early 19th century), it is now in its fifth generation and is led by two brothers, Ettore and Carlo. With headquarters in L'Aquila, its geographical area of reference is mainly Abruzzo, a region that sees the company's signature on most of the most important buildings. The first, built in 1885, was the one that houses the city's Bank. Following the devastating Marsica earthquake in 1915, the company was in charge of the reconstruction of most of the buildings and, in the 1920s, built the elegant Art Nouveau villas in the capital of Abruzzo that still characterise some areas of the city.

In the period between the two world wars, Barattelli built prestigious buildings, including the headquarters of the Bank of Italy, the Bank of Napoli, the Ministry of Public Works building and, from the 1950s to the 2000s, it built a large number of buildings throughout the Abruzzo region.

In 2009, when L'Aquila was devastated by a violent earthquake, Barattelli decided to make an investment of 12 million euro, creating world-leading plants with high-efficiency Sun Power panels in Scurcola Marsicana and Tagliacozzo for a total annual production of 6 million kWh.

The Group has developed new seismic recovery and improvement solutions, including one in particular, offered by very few companies in Italy, which has made it possible to make most of the damaged buildings safe



From the left, Carlo and Ettore Barattelli

It also develops new seismic recovery and improvement technologies, including one in particular, offered by very few companies in Italy, which has made it possible to make most of the damaged buildings safe through the insertion of seismic isolators, allowing the occupants to remain inside them.

Cutting-edge technology and innovation that, if used in the many other earthquake-prone areas of the country, would make it possible to make buildings safe while avoiding evacuations, disruptions and business interruptions.

Today, the group also specialises in the recovery and restoration of decorated surfaces and property of cultural heritage and historical-artistic interest under the high supervision of the Ministry of Culture and has recently received the CR Award for correctness and punctuality with the banking system as well as having gained the Legality Rating issued by the Agcm with the maximum three-star rating. ■

Marche

COMMUNICATION PROJECT CREATED BY **PAOLO MARCANTONI**

Innovation of thought for the new “Marche model”

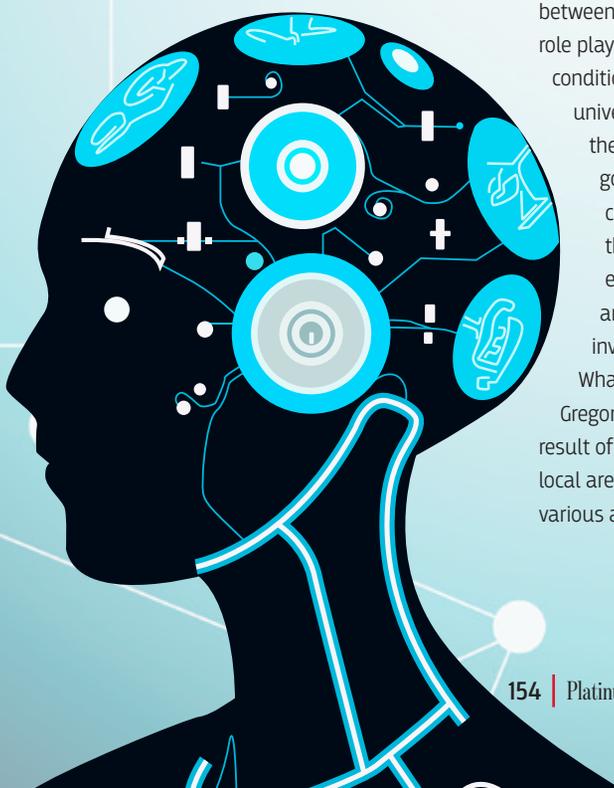
The process of transforming the regional economic fabric is forging ahead: the region is central and ready for inclusive and sustainable development

The aerospace district and the artificial intelligence district, agrifood pushing the use of new technologies, footwear setting up a training institution with the aim of bridging the generation gap of specialised artisans in the high manufacturing footwear sector. Higher education with Situm, the school of humanistic and managerial technological innovation that, having now reached its fourth edition, is consolidating its

role as a bridge between universities and companies. The Marche region is trying to shake off the image of an old region (the percentage of the population of working age, aged 15-64, was 62.5% in 2020, and will be 52.6% in 2045 and 54% in 2065) and with an economic fabric that is dominated by manufacturing that is highly specialised but still little inclined towards dimensional development (micro-dimension can still hold out in the personal services sector and in handicrafts) and, more generally, to management reorganisation. However, it is the very advent of innovative districts, the opening up of many family businesses to external managers, the change in the concept of district (from an area of vertical specialisation with strict boundaries to a place of contamination between different types of production and information), the different role played by banks in the new evolutionary processes, albeit conditioned by increasingly stringent regulations, and that of the four universities confirm that the dynamism of the 1980s, which made the “Marche model” a case studied throughout the world, is still going strong and widespread. The global scenario has completely changed, and has altered priorities but not the centrality of the territory, supported today by technologies, the knowledge economy, relationships and alliances, sustainable sustainability, and road and rail infrastructures that can intercept new capital, investors, residents, tourists, students and patients.

What the rector of the Polytechnic University of Marche, Gianluca Gregori, is hoping for is an innovation in thinking: “The area is the result of flows and it is in this direction that we must move, using a local area strategy, to achieve coherence and convergence between the various actors: companies, trade associations and universities”. ■

- Michele Romano -





Gabriel Kaci, founder of GB Services, with his team

Industrial packaging specialists

GB Services markets packaging solutions in wood, plastic and cardboard for multinationals and small to medium-sized companies

“We are a very solid trading company, equipped to handle multinationals and to give the same treatment to small and medium-sized companies too”. Gabriel Kaci is the founder of GB Services, which specialises in the supply of packaging systems for industry, mainly in the paper, white goods, food and logistics sectors. Based in Fabriano, the end market is international: in addition to Italy, which accounts for 70% of turnover, it also serves mainly Spain, France, Belgium and now Germany.

The core business is wooden pallets: “We import them from Eastern Europe, countries such as Romania, Poland, Latvia and Lithuania have a large availability of quality product that allows us to be very competitive on the final price”, Kaci emphasises. “These

pallets are very important for storage and transport, so the wood must guarantee safety, quality and environmental sustainability, and must also last over time”. In addition to making certified pallets, wood is also used for folding crates, cages and raw chipboard bases.

However, GB Services offers a much broader range: from stretch film, thermo foil, top cover foil to polyethylene foam reels, from bubble wrap to adhesive tapes, with the necessary machinery to use them, from boxes to cardboard corners, tubes and rings.

“Our technical department is able to provide optimal solutions, designing and implementing all packaging solutions, in the knowledge that our mission is to offer effective protection to our customers’ products”, the founder explains. Since 2009, the year GB Services was established, Kaci has also been the customer relations manager: “It means listening to their needs, gathering suggestions and feedback, giving them a single point of reference to reach appropriate solutions and savings opportunities”.

This special focus has enabled the company to grow steadily over the years, both in terms of customer portfolio and turnover. ■

Anthropomorphic robots and insulation piercing revolutionise the sector

Unionalpha: innovative technology for electrical wiring at eight production sites to become a global market leader



Remo Perugini, senior president

Unionalpha produces electrical wiring for white goods and boilers (Hvac): headquarters and production site in Comunanza (Ascoli Piceno) and seven other plants in Turkey (two), Serbia (two), Poland, Romania and Russia, which are highly automated and where the 1,200 employees (ed. all locals with a high level of qualification) mainly work with innovative machinery and cobots, which are entrusted with an increasing number of manual operations.

The main shareholder is Finalpha, the family from Perugia's holding company, and the board of directors led by Francesca Perugini holds all the top management positions, taking on these top positions over the years. The pocket-sized multinational company from Piceno, which operates worldwide as a large enterprise, is the second largest European group in the sector in terms of size and turnover, is a strategic supplier to the five largest continental manufacturers of white goods and boilers, and is a leader in insulation piercing (Idc), a technology that guarantees excellent time savings in the production of semi-finished products and maximum safety and reliability of the final product, the one that then enters users' homes.

All the semi-finished products made using the Idc technology, as well as the factory processes, are certified by the German body Tuv, while the company has obtained UL certification for exports to the Us and Canada. "Assembly systems with Cartesian and anthropomorphic robots are revolutionising our industry", says Unionalpha's Ceo Fabrizio



Italy Headquarters

The push towards process automation, together with insulation piercing, is one of Unionalpha's main drivers of growth

Romeo, "requiring substantial investment, a sophisticated level of engineering, specific training of the personnel used and excellent monitoring of processes and management systems".

And it is this push towards process automation, together with insulation piercing, that is one of the main drivers of growth of the company, whose turnover has seen double-digit growth over the years, doubling from 40 to 80 million since 2020. Another lever of growth are the seven factories abroad, built to be close to the customers and guarantee constant supplies and, thus, significantly reduce inventory.

"Ours is a just-in-time organisation and our companies also act as a production back-up for each other. This model allows our customers to consider us strategic suppliers", stresses Remo Perugini, in the white goods sector for 34 years, as a manager in Merloni

Elettrodomestici and Indesit, and since 2008 in the family business founded over 40 years ago by his wife Gabriella, who is now vice-president of the company.

The decisive push towards internationalisation began when Remo joined the company: the Italian market accounts for 12%, the Eu market for 45%, Russia for 10%, Argentina for 8%, while Turkey has now grown to one quarter of the entire production.

"Accepting an order means working from 12 to 18 months on hundreds of product codes, each of which must be evaluated", explains Angela Ricciuti, marketing manager at Unionalpha, "not to mention the management of product procurement, starting with copper, whose prices are constantly on a roller-coaster ride".

"We are a sound, well-capitalised company, with all the basic requirements and a great capacity to invest because we are governed by a financial company", concludes Cfo Marcella Urru, who also monitors and controls the balance sheets of the affiliated factories from the Comunanza headquarters. ■

■ ■ ■ READY TO CONQUER THE US

The prevailing driving forces at Unionalpha are profitability and investment with a focus on the professional development of all employees. "The first important supplies to the Us market will be launched before the end of the year, a prelude to future growth and the creation of a management and operational foothold", predicts the chair, Francesca Perugini, "and in Europe we will assess a possible take-over in 2026. In the financial field, the goal is to reduce net borrowing to well below 10%".

Marble, passion and art

Italian excellence by E90: Pietro Fattorini has transformed a small workshop into a large, leading company in the industry

“Stone is a material that has always fascinated me and has accompanied human history since its onset”. This is a passion that Pietro Fattorini transferred to E90, the company he founded 35 years ago: 30.000 square metres entirely dedicated to marble, “an innovative, ductile stone of extraordinary beauty, which is extremely versatile and adds value to any architectural project”. The factory in Senigallia covers the entire supply chain: from testing the blocks of raw material, selected from quarries all over the world, through to design, processing, logistics and installation, thereby guaranteeing a complete turnkey job. All

E90’s strength is their skill in providing unlimited customisation, which allows it to work with the whole world

this thanks to an in-house team of around sixty architects, engineers, production technicians and installers who are able to transform the ideas and requests of architects, designers and customers into projects and then products. “We do everything on our own, without outsourcing”, emphasises the Ceo and founder, “which allows us to be flexible and very fast in accepting and processing the orders we receive”. The strength of E90 is exactly their skill in providing unlimited customisation, which allows it to work with the whole world. “We stand out because we process Italian marble”, Fattorini adds, “which is a famous Italian product, on a par with the fashion sector and other typically Italian products. We provide a product of excellence”. This is an extra guarantee for customers, working the luxury bracket: large hotel chains, owners of villas, luxury retail, yachts all over the world, all who turn to E90 mostly through the glowing recommendations given by customers who have already benefited from our services as they pass on our information to others with similar needs”.

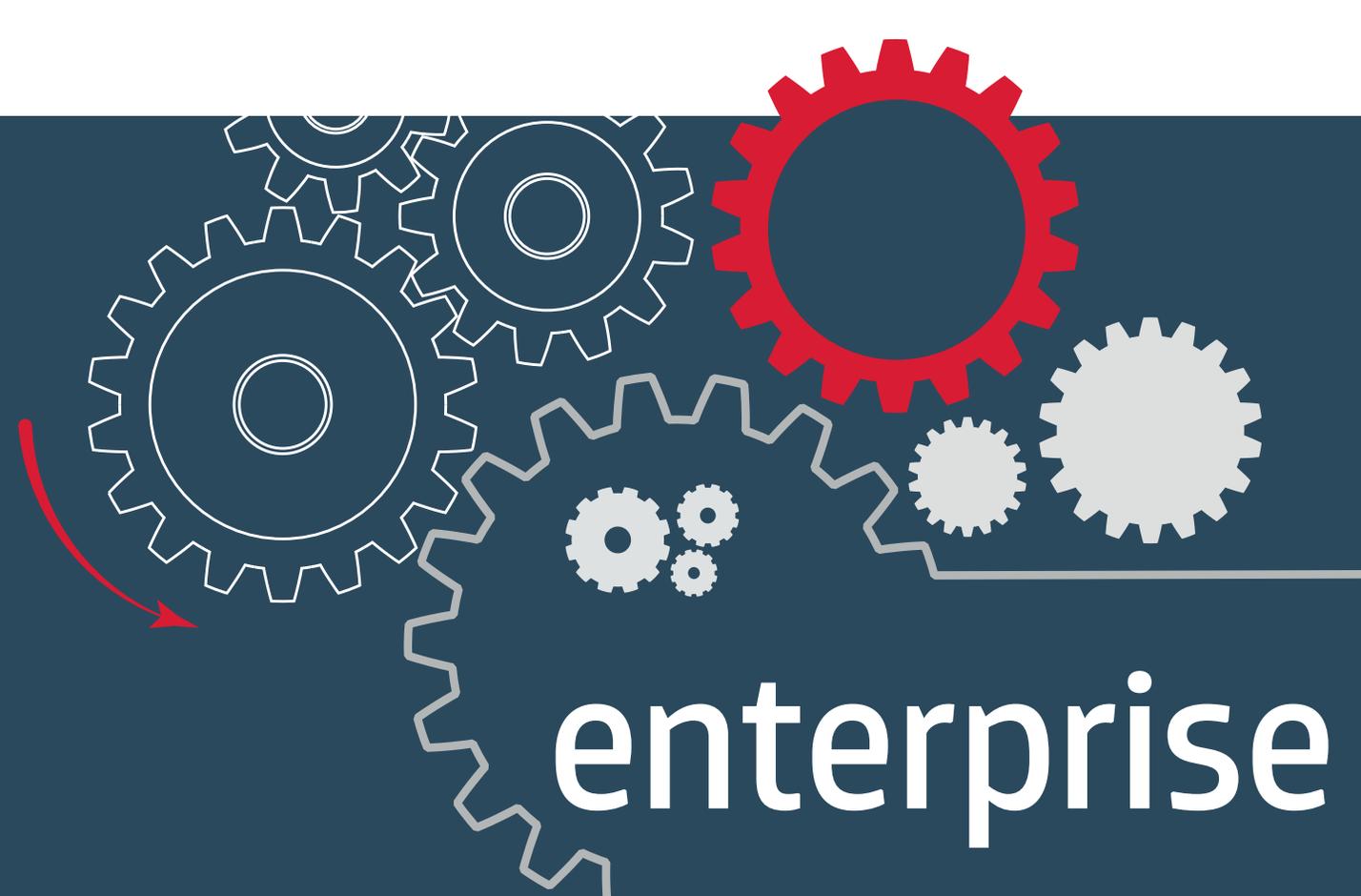
The Ceo and founder looks ahead: “We operate in a niche sector, which has great growth prospects and, as a result, needs increasingly high levels of professionalism. Our goal will be to intercept this trend and make our added value count, increasingly distinguishing the services we provide to our customers”. ■



Right Pietro Fattorini, Ceo and founder of E90, gives directions to his workers



BRIGLIA
• 1949 •



The power of collaboration and strategic consulting

How companies can grow through shared competencies and effective partnerships

In today's rapidly changing and increasingly complex business environment, companies cannot afford to operate as isolated entities. The value of both internal and external synergies is a key element for competitiveness and sustainable growth. In parallel, strategy consulting plays a crucial role in guiding companies through market challenges, providing tools and expertise to optimise processes and seize new opportunities. Within an organisation, the ability to build cohesive, multi-disciplinary teams is crucial to effectively tackle challenges. A well-structured team, in which different competencies complement and enhance each other, can generate innovation, improve productivity and increase business resilience. Internal synergies are created through a corporate culture based on collaboration, the exchange of knowledge and leadership capable of enhancing the specific values of each individual. In addition to internal synergies, companies need to look outwards

to build strategic relationships with others, be they companies in the same sector, suppliers, customers or research institutions. Partnerships provide access to new resources, expand know-how and share risks and investments in development projects. Companies that adopt a collaborative approach are able to innovate faster, exploiting synergies that lead to more valuable products and services. In addition, collaborations with institutions and research centres make it possible to stay abreast of technological and regulatory developments, facilitating the process of adaptation and growth.



synergies

Within this complex scenario, strategic consulting becomes an essential support for companies that want to address challenges using method and long-term vision. Strategy consultants help companies identify their areas of strength and improvement, structure sustainable growth plans and optimise available resources.

An experienced consultant provides analytical tools and methodologies to assess market opportunities, reduce risks and maximise return on investment.

Another key aspect of strategy consulting is its role in supporting companies in market transitions. With the advent of artificial

intelligence and the growing need for sustainable business models, companies need to rethink their approach to growth. Consulting helps identify emerging trends, structure data-driven decision-making processes and develop long-term strategies that enable organisations to stay ahead of the curve.

The value of expert guidance is most apparent in times of uncertainty, when courageous and well-considered decisions need to be made. Synergies, both within a company and in its ecosystem of external relations, are a determining factor for long-term success.

The ability to integrate skills, share knowledge and create strategic alliances enables companies to be more resilient and competitive. In this context, strategy consulting plays a key role in guiding companies towards conscious and targeted choices, supporting them in building value and innovation. ■

- Francesco Bellofatto -

Diagnostics for infrastructure and cultural heritage

Istemi: “Technology is a spring board for competitiveness and heritage preservation”

“We live in an era where data is the driver of strategic decisions and technology the spring board for competitiveness. This is how Eduardo Caliano, Ceo of Istemi, describes the essence of a company that, founded in 2008, brings the advanced investigation techniques of biomedicine and research to the world of construction, cultural heritage and infrastructure, through the expert skills of engineers, architects, geologists and chemists who, working as a team, optimise the processes of analysing structures. “We were founded with the aim of simplifying complex processes for the safety and protection of cultural heritage and infrastructure”, Caliano explains. “Through the latest innovation, we build integrated solutions with our customers that meet their needs, and always with an eye to the future”.



Eduardo Caliano, Ceo of Istemi

A future that applies to a wide variety of needs: from diagnostics for cultural heritage, analysing materials and techniques to identify causes of deterioration, and construction. All by combining technical expertise and attention to operational details. The company also provides training, ongoing assistance and strategic consultancy, providing civil engineering companies and public asset management bodies all-round support. “Every project is unique and needs tailor-made solutions. Our task is to turn challenges into opportunities for growth through innovation. We are partners with those who, like us, believe in the power of change”. ■

■ ■ ■ enterprise synergies ■ ■ ■



Gaia and Luigi Senese

The power of the flyer: a decades-long strategy

Studio Senese Italia Group, southern Italian excellence in advertising distribution

It is not often that you come across a company from Southern Italy with over 60 years of experience and established leadership in the advertising distribution sector. Studio Senese Italia Group Srl is a company that impresses with its solidity, organisation and ability to respond to the needs of high-calibre clients, especially in the large-scale distribution (Gdo) and retail sectors.

The company was born from the intuition of an advertising distribution pioneer: Walter

Senese, father of Luigi Senese, the current Ceo, and Gaia. Initially, the core business was the distribution of free samples and coupons to industries, but over time the market has transformed. With the advent of shopping centres, advertising took on an even more strategic role and Studio Senese Italia Group was able to evolve, becoming a reference point in Southern Italy for “door to door” distribution of promotional leaflets. Studio Senese Italia Group’s vision is clear: to consolidate its leadership in Southern Italy and continue to offer clients an increasingly efficient and strategic service. A company that demonstrates how, even in the south of Italy, it is possible to build solid and competitive realities, capable of excelling and setting standards in a key sector for marketing and commercial communication. ■



From left: Alberto Pisseri, vice-president of finance and production for Gea, and Domenico Gambarelli, managing director for Gea Homogenizer

The versatility of homogenization

Applying cutting-edge technologies to different segments, Gea Mechanical Equipment Italia is also growing through its concern for the environment and its employees

In a production process, homogenisation is a watershed step: after that, the product changes, and there is no going back. A key operation, to be tackled with the most appropriate technology, regardless of the type of substances being treated.

Gea Mechanical Equipment Italia, based in Parma, is the Homogenizer Business Unit for the large German multinational Gea and deals with high-pressure homogenization. And, while their well-established know-how has been earned starting in food & beverage, over time the company has expanded its areas of operation, adapting to new technology and manufacturing processes. This has led to a consolidated presence in pharmaceuticals, chemicals, biotech (now worth 30% of turnover) and more recently in semiconductors and conductors derived from carbon - nanotubes, or graphene-based materials - used in many sectors, from electrical machinery to clothing. This differentiation, combined with a presence in all world markets, has fostered constant growth: today

Gea Mechanical Equipment Italia boasts 130 million in turnover (+6% in 2024) and has almost 300 employees.

"A remarkable development in many respects," note Domenico Gambarelli, managing director of the Business Unit Homogenizer, and Alberto Pisseri, vice-president of finance and production for Business Unit Homogenizer.

"To manage our diversification, we have created a team dedicated to Pharma projects globally. In 2023 we built a new warehouse to reorganise our internal flows and improve our production areas, making them more ergonomic and efficient. Homogenization technology is evolving and more and more of our machines are equipped with sensors and automations that were unthinkable just a few years ago: even in the metalworking industry, digitisation has initiated a very important transformation process".

But the results are not just economic. The management's legitimate pride has at least two other reasons: commitment to sustainability and commitment to employees. Some examples? Solar panels providing 40% of energy (the remainder being from renewable sources); water cooling systems and a significant reduction of oil in the pistons; a 63% reduction of carbon dioxide; training courses to encourage sustainable travel; electric company cars with internal recharging stations; and various employee welfare activities, such as the presence of psychologists, physiotherapists and nutritionists or job rotation projects, to allow for work experience in different sectors and even abroad. ■



Paolo Bernabei, director of Alea

Targeted strategies for the large-scale distribution market

Alea: experience and know-how for success in a highly competitive market

Alea Srl, member of the Conad Adriatico group, is a large-scale distribution company based in San Giovanni Teatino that has successfully faced the challenge of operating in a highly competitive sector and has managed to gain a sound market share. Paolo Bernabei, director of Alea, stresses that “the decision to embark on this adventure was based on an awareness of our potential, the strength of the Conad brand and the structure of the Conad Adriatico cooperative. Our policy is based on offering high-quality products and customer-oriented service”. A significant boost was given by the growth of all the Conad brand product lines, including “Sapori

& Dintorni” and “Sapori & Idee”, the best of Italian regional gastronomic excellence and tradition. The company also offers the “Bassi e Fissi” line to guarantee affordable, high quality Conad-branded products. Alea’s strategy is proving to be a success thanks to its business policy, the strength of the Conad brand and of the Conad Adriatico Cooperative, which have allowed it to build customer loyalty and gain a foothold in a competitive market. ■



■ ■ ■ enterprise synergies ■ ■ ■

The partner for industrial and medical gases

Di Lillo Ossigeno’s mission? The owners explain: “By our customers’ side, offering a timely, safe and reliable service”



From the left, Giuseppe and Pasqualino Di Lillo

With more than thirty-five years of experience in the industrial and medical gases sector, Giuseppe Di Lillo and Pasqualino Di Lillo, father and son, have built a business that has become a point of reference in

the hospital, industrial and food sectors. “Our mission is simple, but ambitious: guarantee a timely, reliable and safe service”, says Giuseppe. Based in Campobasso, Di Lillo Ossigeno specialises in the supply of medical oxygen, both liquid and gaseous, as well as industrial gases, acetylene, CO₂ and other compressed gases, meeting the needs of customers in a wide range of sectors. “Our origins are in industry”, says Pasqualino, “but for more than ten years we have also specialised in the medical sector, with a commitment that during Covid went beyond mere business, often without receiving the just public acknowledgement”. In addition to the supply of gases, our company cooperates with technicians in the construction of technologically advanced and compliant medical, industrial and food plants, and their maintenance. “Our added value is versatility: we meet all our customers’ needs while maintaining high quality standards”, stresses the Di Lillos, who operate not only in Molise, but in much of southern Italy, also offering product inspection and testing activities. ■

The Interreg Wastereduce project for innovative waste management

Italy and Croatia together to protect Natura 2000 sites



The Natura 2000 network represents one of the greatest achievements of environmental conservation in Europe: a system of protected areas that covers 18% of the Eu territory, including fresh and sea water: a key tool to protect biodiversity and ecosystem services. However, despite the progress made, uncontrolled dumping of waste remains a pressing challenge. To address this problem, the Wastereduce cross-border project, launched in February 2024 as part of the Interreg VI 2021-2027 programme, promotes cooperation between Italy and Croatia to develop innovative and integrated strategies to reduce waste production as well as identify and manage waste at Natura 2000 sites, reducing the human impact. Eight partners, located across Friuli-Venezia Giulia, Veneto, Istria and Dalmatia, are working on the project: the Institute for Agriculture and Tourism in Porec, the project leader, the Department of Life Sciences of the University of Trieste, the Istrian Region, the Regional Agency for Environmental Protection of Veneto, the Management Body for Nature Reserves of the Istrian Region “Natura Histrica”, the Association for Nature, the Environment and Sustainable Development “Sunce” based in Croatia, Etra Spa Benefit Company with registered office in Bassano del Grappa (Vicenza) and Etifor | Valuing Nature, a spin-off of the University of Padova and certified B Corp. The project approach is based on a combination of advanced technologies, cross-border cooperation and behavioural studies to promote a change of mentality in the users

of protected areas. An innovative aspect is the psychological component of the project: through specific environmental psychology studies, it aims to understand how to promote more responsible, aware and environmentally friendly behaviour. At the same time, it uses remote sensing technologies to monitor and locate waste build-up areas in an accurate and innovative way. In the marine environment, the Sentinel-2 satellite sensor allows identification of floating debris by calculating a spectral index called the Floating Debris Index (Fdi), with which macroplastics can be distinguished from natural debris by exploiting their unique spectral properties, such as the reflection of near-infrared (Nir) light. Instead, for terrestrial areas, satellite images and data collected by multispectral and hyperspectral drones are analysed using advanced algorithms such as the Adjusted Plastic Index (Api). These tools enable the detection of waste even in complex contexts, ensuring an integrated and reliable analysis. Wastereduce is not just a waste management project; it is an innovation lab that combines science, technology and social change. The active involvement of citizens, to whom education and awareness-raising actions will be addressed, will be crucial to its success. Their feedback will be useful in guiding the waste management policies developed by the authorities and project partners.



THE WASTEREDUCE TEAM



From the left, brothers Giovanni and Leonardo Zaccagni

The packaging of the future: sustainability and design

Scatolificio Zaccagni makes made-to-measure packaging with low environmental impact

Years of experience in the packaging sector, serving the most demanding and diverse customers, have turned Scatolificio Zaccagni into a pioneer in the design and production of cardboard boxes for all uses. The Barletta-based company, founded and run by brothers Leonardo and Giovanni Zaccagni, is now a point of reference for its reliability and for keeping abreast of market trends and new technologies: from footwear to food, e-commerce to wine, with American folding and die-cut boxes, its care for packaging knows

no bounds and evolves through highly precise design and the choice of sustainable materials. “Our customers are mainly long-established ones precisely because of the relationship of trust we have cultivated over the years”, stresses Giovanni Zaccagni, managing director and founder of Scatolificio Zaccagni Srl. “This is our distinctive feature, with a sustainable approach to minimising environmental impact: from concept to design, production to transport, we adopt a holistic approach aimed at reducing the waste of every material involved”. Attention to environmental protection is also reflected in the use of self-generated solar energy, a big step towards energy self-sufficiency and zero emissions. Finally, a new water purification system for washing water from the printing presses ensures complete water recycling. ■

■ ■ ■ enterprise synergies ■ ■ ■

Innovation in recycling

Recycling for a circular economy: this is the goal of Guidetti Recycling Systems

A champion of Made in Italy in the world, whose operative is growth. This is a brief presentation of Guidetti Recycling Systems, a long-standing company working in the recycling and recovery of non-ferrous metals, founded in 1986 by Mauro Guidetti. The Guidetti family is still at the helm of the company today, supported by a team of young talent trained within the company: “After almost 40 years of experience, we are able to design and manufacture plants and machines for the recovery of a wide range of materials and waste products. We currently have

50 different models, 600 separate material samples stored, 4,000 plants sold and three locations worldwide: in Italy, Asia and the Usa”. The Renazzo-based (Ferrara) company’s strengths include its positioning towards customisation and after-sales service. “We offer flexibility in adapting the plants, moulded to customers’ needs, depending on the material to be recycled. We are in the process of expanding our R&D laboratory to allow the customer to test what can be recovered from any kind of waste material. Our motto “Where there is value to be extracted, there is Guidetti



315 thousand times Sincro: Guidetti’s best-selling machine throughout the world

Recycling Systems” testifies to our ongoing commitment to optimising the recovery and exploitation of resources”. Guidetti, which is in expansion in foreign markets, is always looking for new effective solutions to recover a wide range of materials with lower costs and less impact on the environment, in support of an increasingly circular economy. ■

From hydroelectricity to embracing the sun and wind

Cva is growing and is ready for new challenges: diversification repays

In a system that increasingly demands innovation and sustainability, Cva - Compagnia Valdostana delle Acque - has decided to follow the path of change, opening up to new opportunities, while still keeping its core unchanged. A strategic vision carried forward by Giuseppe Argirò, Cva's CEO, whose leadership has enabled the company to tackle climate and market risks with an innovative approach, combining industrial vision with a forward-looking outlook.

"It was necessary to diversify, to ensure greater security and stability for the company", Argirò explains. "In recent years, Italy has experienced extreme phenomena: water crises such as the one in 2022, which reduced hydroelectric generation by 38%, and dramatic events such as the floods of 2023. Situations that made clear the importance of integrating different sources for energy. Wind and solar provide us with a chance of balancing these variabilities".

The goal is ambitious: to reach 2 gigawatts of installed power by 2027, with an investment of 1.6 billion euro. This new strategy not only responds to the challenges of climate change, but also reduces those risks associated with a business model focused exclusively on hydropower.

"Cva has strong roots in hydropower and a local identity, but we must look ahead by focusing on new assets that will guarantee development", Argirò explains, "harnessing the sun and wind will allow us to grow and become a national player in the renewable energy scene. The change in this case is not

Cva is ready to expand to key regions such as Sicily, Apulia, Lazio and Sardinia without forgetting the Center-North



Giuseppe Argirò, CEO of Cva

just a technological upgrade, but a real transformation". This vision is already bearing fruit.

In 2024, the company expects to end the year with 1.3 billion euro in revenue, an Ebitda (gross operating margin) of over 370 million euro, and a net profit of over 200 million euro.

"These results prove that our diversification strategy, accompanied by targeted acquisitions, is working. Among these are, Renergetica, Sistema Rinnovabili and Sunnerg Group, and they have strengthened our skillset along the entire renewable energy chain, from design to maintenance". With over 330 megawatts of installed wind and solar power, Cva is looking ahead, ready to expand to key regions such as Sicily, Apulia, Lazio and Sardinia not forgetting the Centre-North. ■

The dream team for aluminium alloys

Fonderia Zanetti: excellent performance for the automotive sector

Growth, innovation, sustainability, social responsibility: these are the cornerstones of long-standing Fonderia Zanetti based in Argenta (Ferrara), led with enthusiasm and foresight by the Zanetti family: Andrea, Simone and Patrizia. “We specialise in aluminium alloy castings. Over the years, we have mainly focused on the cylinder head sector, as the company is located in an area full of businesses working in the motor, motorbike and automotive industries. We are also very active abroad, exporting both in Europe and worldwide”. In the last five years, the company has doubled its production capacity and committed itself to environmental sustainability. “We have installed state-of-the-art filters to purify our exhaust air before it goes outside the factory and have installed solar panel systems: we are aiming for one million megawatts. Corporate welfare is also a key issue for us: our employees must feel good within the company because if our clients appreciate the work we do, it is because of them”. And, of course, the customer is at the

centre of everything, each one works alongside experts in the design of steel models and moulds, from the first phase of the project up to the sampling and quality control of the finished piece. “With support from my son Simone, we will continue to pursue our goals of continuous improvement, relying on unmatched working team”. “Recently, we have bought another 60,000 square metres of land ready to expand the company if the market requires it”, Zanetti concludes. ■



■ ■ ■ enterprise synergies ■ ■ ■

Experience and flexibility in processing raw materials

CamImpianti creates bespoke solutions for dry powder handling



Automatic dosing unit plasticisers

CamImpianti is a company whose skills are its greatest strength, having been active in the industry since 1992.

The company, based in Coprenno di Cento (Ferrara), designs and manufactures machines and systems used for the transport and processing of raw materials, semi-finished and finished products in various fields of application, from food to plastics, chemicals and rubber.

“To achieve this level of customisation”, explains owner Vittorino Roncarati, we have to listen carefully to the customer’s needs and find the most suitable solution together with them. Part of the production is done in-house, so we have control over the quality of the equipment we build and we are very efficient with spare parts, adding great value to our after-sales service. The secret of the goodness of our products - storage units in silos and tanks, pneumatic and mechanical conveyors, dosing systems, mixers, filtration units and software automation - lies above all in our knowledge of the raw materials to be processed, after which we oversize the plant capacity required by the customer by an average of 20%, so that it always performs well if it has to handle a larger quantity of material than expected”. ■

Restoring history to learn how to build the future

ICoRes is both innovation and respect for the historical heritage. The young Ceo, Eduardo Romano, says: “This is how we fuse tradition and modernity”

Blending beauty and efficiency, history and modernity. This is the mission that ICoRes, a Campania-based eminence in the restoration of the decorated surfaces of monumental buildings with historical and artistic value, has been pursuing for some 20 years, and the arrival of Sergio Romano, a leading light in the real estate sector, has marked a turning point in the sector, combining technical expertise with a strategic administrative vision.

This vision has seen the company increasingly expand its project portfolio to include work on historical buildings such as Palazzo Madama, Casti Amanti Pompei, Villa Adriana, Foro Romano, Reggia di Caserta facades, Palazzo Reale in Napoli, and the Chiesa Girolamini in Napoli. The number of projects carried out by ICoRes, under the leadership of Eduardo Romano, young Ceo with international experience gained in Dubai and Boston, and at Kpmg, has grown exponentially.

“Since I returned to Napoli in January 2023, we have increased our turnover from one million euro in 2020 to 15 million in 2023”, says Romano, “but our ambitions do not end there: we aim to become a national and European point of reference in monument restoration. All this thanks to a multi-tasking approach that allows us to tackle complex challenges, as demonstrated in the case of

The multitasking approach allows ICoRes to tackle complex challenges, as demonstrated in the case of the areas in the Marche region of Italy affected by the devastating earthquake in 2016



Eduardo Romano, Ceo of ICoRes

the areas in Marche affected by the earthquake in 2016. Without losing sight of excellence. Beauty and functionality are the cornerstones of our activities. While focus on management also allows us to be competitive from a business point of view”.

Prestigious contracts in 2025 include the restoration of the Campania Region's headquarters, Palazzo Santa Lucia, and of Palazzo Penne, symbols of a philosophy that blends innovation and tradition.

“Our activities”, says Romano, “speak of our ability to preserve the historical heritage using state-of-the-art technologies and in-depth knowledge of the sector”. ■



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Innovation for hire and the future of physiotherapy

Based in Campobasso, Biosys Factory redefines the relationship between technology and health with special focus on neurodegenerative diseases



Donato Mastropietro, Ceo of Biosys Factory

Shaping the future of physiotherapy and medicine with cutting-edge, tailor-made solutions. This is the vision of Biosys Factory, a company that blends advanced technology and a family spirit. Based in Campobasso, Biosys has turned its expertise in electromedical devices into a global project, meeting the needs of specialists in Italy and abroad.

“Being close to our customers is not only a choice of the heart, but a strategy”, says Donato Mastropietro, Ceo of the company, flanked by his wife and partner Tonia Mattia.

“We want clinics everywhere to have access to our technologies. Inspired by this philosophy, Biosys has introduced short and long-term rental solutions, making top-quality technologies accessible to individual professionals and large facilities alike”.

Now celebrating its 30th anniversary, Biosys is beginning to produce and market an innovative and revolutionary device with the aim of improving the lives of thousands of people: the Mam (Muscular Acoustic Modulator) which, after around 18 years of studies by professor Sandro Mandolesi (vascular surgeon), now arrives on the market with clearly defined protocols for the treatment of acute and chronic pain.

But there's more, years of research have led to extraordinary results on neurodegenerative diseases, such as multiple sclerosis, tangible proof of the company's commitment to research and global health.

Biosys does not only produce and distribute equipment for physiotherapy; it also supports its customers with training, another mainstay of the company, through a dedicated structure that organises training and refresher courses.

Focus on professionals continues, with a technical team dealing with after-sales, maintenance programmes and electrical safety checks.

The company's international vocation is well known and is also evident from the distribution of its devices outside Italy, positioning Biosys as a global point of reference.

“Our mission”, adds Mastropietro, “is to combine continuous training and high-quality machinery, offering tools to improve the quality of life of patients and the work of professionals”. ■

■ ■ ■ enterprise synergies ■ ■ ■

Inflation is not the same for everyone

Inflation tends to calm down but this trend is not the same worldwide. In the Us, price dynamics remain higher than elsewhere and are accelerating, especially for the “core” basket, which excludes energy and food.

China, on the other hand, is on the brink of deflation, in Japan it is rising, confirming a higher rate for energy and food. The reason for these differences, which are not likely

to diminish, lies in labour market conditions, with full employment in the Us, redundancies in Europe, labour shortages in Japan partially offset by strong immigration, and Chinese weakness.

These are the figures from the Observatory of Ref Ricerche and Ceresio Investors in February 2025. ■

- B. T. -

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Dr. Darij Novak and his team

Dental implantology, platelet-rich plasma

In Nova Gorica, Dr. Darij Novak is one of the few to use the innovative platelet concentrates technology

Dr. Darij Novak, who specialises in implant preparation and reconstruction, periodontal, oral and prosthetic surgery, and Er:Yag and Nd:Yag laser treatment, is one of the few doctors in Slovenia to offer the platelet concentrates technology for bone and soft tissue regeneration using the patient's own blood. "The platelet-enriched plasma method has been in use for many years in orthopaedics, but only recently has it also been applied in dental implantology", explains Dr. Novak, who learned the technique during a specialist course in Italy. "The treatment promotes bone regrowth around the implants, stabilises the grafts, stimulates the growth of bone-producing cells and accelerates the healing of gums and soft tissue, with the advantage of being minimally invasive, without causing

trauma for the patient". Indeed, it is sufficient to take a small amount of blood that then undergoes a specific procedure before being reused on the patient, acting in a much more practical, quicker and safer way than traditional techniques.

"With this dental innovation, which we are one of the very first to offer in Slovenia, we have achieved excellent results and plan to use it, adding it to the specialisation we already have in implant treatments, in particular bone augmentation, sinus lift and soft tissue preparation".

The doctor uses three different types of implants, each with its own features: Ankylos, the most widely used system in Slovenia, Straumann, ideal for highly aesthetic prosthetic solutions, and direct implantation. Darij Novak practises together with other professionals at the Oralna Kirurgija clinic, opened in 1995 and based in Nova Gorica. The clinic offers comprehensive dental care: in addition to oral, periodontal, implant and prosthetic surgery, the services extend to conservative and aesthetic dentistry and advice to patients on proper and regular dental hygiene. The clinic collaborates with dental facilities across the border from Trieste, Gorizia and Udine. The overall success in surgical treatment, complicated diameters above all, is excellent. ■



How is the global economy doing?

The Us continues to grow with China and India, Europe is slowing down.
Higher growth for manufacturing

How has the global economy moved? What is the sentiment of businesses and consumers at a time like this dominated by uncertainty?

Ref Ricerche e Ceresio Investors publish the February 2025 Observatory, providing a range of data that can help to interpret the international economic scenario better. The main results are ambivalent, with some positively connoted elements and just as many uncertainty and risk factors. The world economy seems to be off to a good start in 2025; forecasts for world Gdp have been revised upwards mainly due to the performance of the United States where consumption and real wages drive the economy. Europe, on the other hand, is feeling the blow of Franco-German economic weakness, the main culprit being the automotive industry, with Italy in the doldrums. China is continuing to grow, albeit at a slower pace, and India is also slowing down. Inflation is falling slowly, at an even slower pace in the Us, where interest rates also remain stationary, while they are falling in Europe and rising in Japan. The threat

of tariffs could trigger a recessionary spiral, and in general uncertainty is not good for the markets and holds back investment. The last historical reference goes back to the 1930s and protectionism, as a result of which global trade collapsed.

The Osservatorio's economists do not think this will happen again, while they show more concern about the uncertainty caused by policies of continuous announcements without a clear course. Cyclical and policy factors point to higher growth in the manufacturing sector, with global growth for 2025 projected at +3.3%, which is expected to be revised upwards. On the contrary, in Italy the forecast is back below +1%, as in all European countries except Spain. The national economy is tied to the performance of the construction sector: Gdp could go below zero especially if Germany does not recover. One element of weakness is the flat employment trend from August 2024 until the end of the year. ■

- Barbara Trigari -

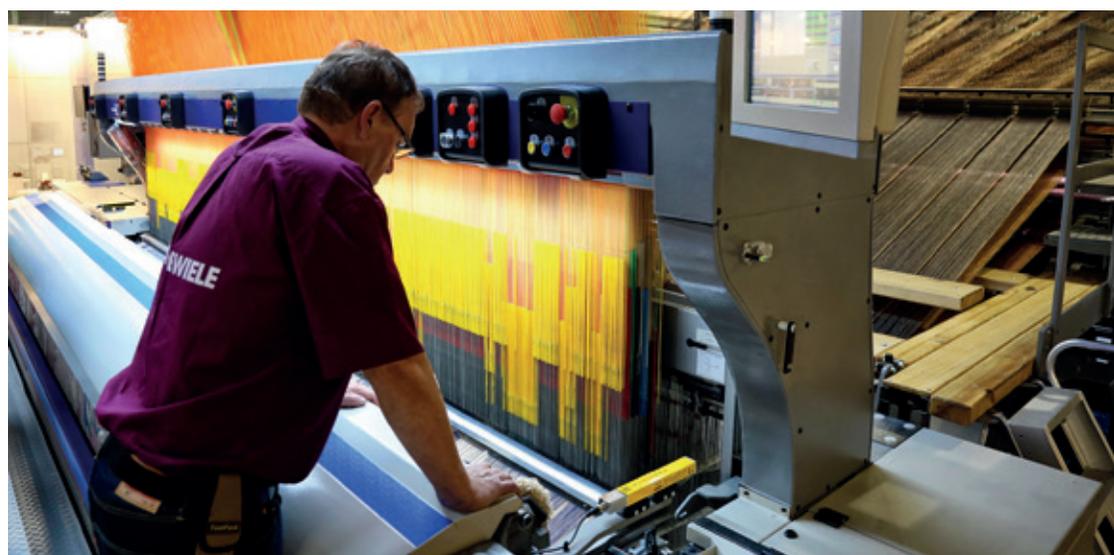
Manufacturing driven by a cluster of “upwind” companies

The most profitable and dynamic companies are in the North-East and South Italy, says the 6th edition of the Osservatorio edited by Nomisma

The manufacturing system in Italy is moving at two speeds, with a minority of companies driving the sector, those investigated in the Osservatorio Controvento (“upwind”) curated by Nomisma in collaboration with Crif and Cribis and now in its 6th edition. By analysing balance sheets (the latest ones available are from 2023), the Osservatorio identifies a cluster of excellent companies that have exceeded certain levels of growth in revenues and margins over the previous five years, thus excluding occasional performances. Companies that “sail into the wind” are 7.1% of the total number of manufacturing companies, 5,814 enterprises that generate 10.4% of revenues, 23.9% of Ebitda and 16.5% of the total added value of Italian manufacturing. The cluster has grown steadily over the years and has a turnover rate of 50%, a sign of the

dynamism of the industry. These are companies of various sizes, and this year the most significant growth in revenues was recorded by Smes. In 2023, the average total revenues of Controvento companies are worth 111 billion euro, or 10.4 per cent of total manufacturing, and generate an Ebitda of 27.2 billion euro, or 13.9 per cent of total manufacturing. From 2018 to 2023, the cluster’s companies grew by +84% (the others by +29%), with an Ebitda growth of +159%, compared to +46% for the other companies. The sectors that have historically been present in the Controvento cluster are automotive, pharmaceuticals, cosmetics, non-metallic minerals and packaging, but in 2023 new sectors, such as the nautical and glass industries, have emerged. Geographically, the companies are mainly located in the North East and South Italy, an area that is growing with a consolidated trend, especially in the Campania region. This year, new entries account for 46%, companies present for two or three editions amount to 44%, while 9% have appeared in 4-5 editions. The 47 “stars”, present for the sixth consecutive year, total only 1%, but generate 8% of revenues and 10% of added value. In short, they have significantly higher average revenues and margins than the new entrants in the cluster. ■

- Barbara Trigari -



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