



**TOGETHER**  
*for a sustainable future*

## OCCASION

This publication has been made available to the public on the occasion of the 50<sup>th</sup> anniversary of the United Nations Industrial Development Organisation.



**TOGETHER**  
*for a sustainable future*

## DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

## FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

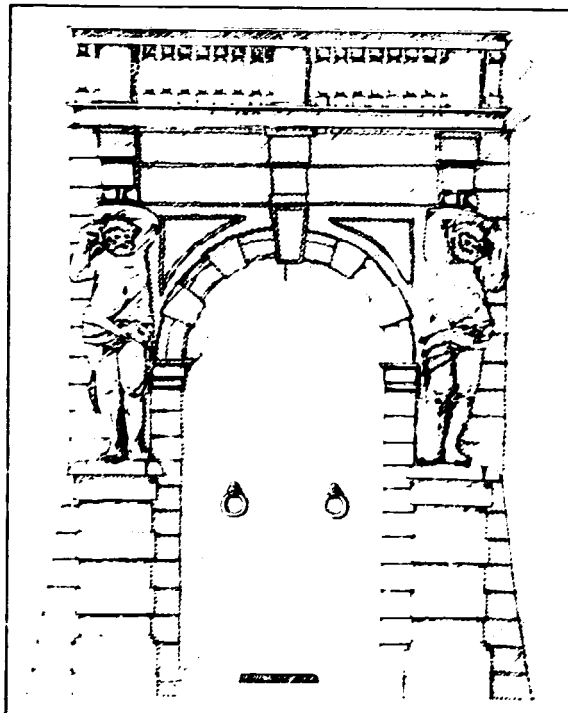
## CONTACT

Please contact [publications@unido.org](mailto:publications@unido.org) for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at [www.unido.org](http://www.unido.org)

21262

*Samisma*



*Nomisma*

**IDENTIFICATION OF ITALIAN SMEs  
INTERESTED IN INVESTING IN INDIA**

*Final Report*

*Bologna, July 1995*

9532

***IDENTIFICATION OF ITALIAN SMEs  
INTERESTED IN INVESTING IN INDIA***

*(US/GLO/89/129)*

*Contract number 95/034P*

*The present Report was commissioned to Nomisma by UNIDO - United Nation  
Industrial Development Organization.*

*The study was conducted by Silvano Bertini and Gian Luca Baldoni.*

*Editing by Patrizia Gozzi.*

**CONTENT**

Introduction.....	Page	4
Firms producing motor-vehicle components in the Piedmont Region .....	»	5
Reggio Emilia's sector of mechanical pumps production .....	»	19
The high-tech district in Tuscany.....	»	26
Carpi's cluster of textile and clothing .....	»	41
Bologna's cluster of packaging machinery manufacturers.....	»	48

**CONTENT**

Introduction.....	Page	4
Firms producing motor-vehicle components in the Piedmont Region .....	»	5
Reggio Emilia's sector of mechanical pumps production.....	»	19
The high-tech district in Tuscany.....	»	26
Carpi's cluster of textile and clothing.....	»	41
Bologna's cluster of packaging machinery manufacturers.....	»	48

## ***Introduction***

This work represents a first step in the direction of the implementation of co-operation initiatives between Italian and Indian SMEs.

According to the new UNIDO approach, we selected firms, located in Italian sectorial clusters, to put them in contact with firms, located in Indian clusters, belonging to the same sector, or to complementary ones.

For this work the choice of the clusters was based on a inquiry on field in India, carried out by UNIDO, which pointed out, among others, the Tirupur cluster of bosierey, Bangalore's software and electronics, Bombay's and New Delhi's food processing and, geographically less concentrated, motor-vehicle components and pumps for agriculture.

In Italy the clusters thus selected are Carpi's knitwear, Bologna's food packaging equipment, the North West regions' motor-vehicle components, Florence's electronics and the Reggio Emilia's agriculture machinery.

To select within these clusters, the firms willing to co-operate and with an attitude for internationalisation, it is necessary to start with some "cluster to cluster" pilot projects. These projects would be able to generate interest among the whole cluster to join the subsequent projects and to intensify relationships between the two clusters.

***FIRMS PRODUCING  
MOTOR-VEHICLE COMPONENTS  
IN THE PIEDMONT REGION***



The motor-vehicle sector is still one of the most important in Italy, both in terms of production and number of employees, and it is one of the sectors with the strongest and oldest industrial traditions.

These traditions influenced the development of a wide sector of motor-vehicle components producers which currently employ about 39,000 workers and have a volume of sales of about 10,000 billion Italian lira.

The motor-vehicle components sector includes a wide and disomogeneous range of products, going from mechanical components to plastic or electronic products.

Further, the firms' market relationships are quite different. A number of these firms work as sub-contractor for few firms (sometimes only one) while others works with a wide and differentiated number of customers and on an international scale.

The majority of firms in this sector are spread over the Piedmont, Lombardy and Emilia Romagna regions though their presence is extended in all the regions of North Italy. Therefore, it is not a geographically concentrated cluster as it is a system extended over all the main industrialised areas specialised in the mechanical products, and strongly dominated by a single leading firm.

To select the firms for our project the wide range of products characterising this sector (have been considered), by including a large number of different kinds of production. Then, the firms sizes including the small and medium ones, and presence in international markets, in terms of localisation and diversification of the main customers have been considered.

In the selection phase, Nomisma has been advised by ANFIA (Motor-Vehicle Manufacturers Association of Italy). Thanks to the old tradition (this Association was established in 1912) and to the large number of associated firms, ANFIA could be one of the most representative associations of this sector. It is important therefore to include it in the "cluster to cluster" project.

*Company name* **A. G. PORTA s.r.l.**

*Address* **Via Gorizia 43 - 10040 Borgaretto (TO)**

*Products* **Gear components**

*Sales* **19 billion Liras**

*Employees* **44**

*Contact (position)* **Mr. Roberto Porta (President)**

*Company name* **ALLIEDSIGNAL AUTOMOTIVE ITALIA S.p.A.**

*Address* **Via Cavalli 53/A - Casella Postale 53 - 26013 Crema (CR)**

*Products* **Braking system components and clutches for cars**

*Sales*

*Employees*

*Contact (position)*

*Company name* **ALLIEDSIGNAL FRENI S.p.A.**

*Address* **Zona industriale - Casella Postale 27 - 70026 Modugno (BA)**

*Products* **Braking system components**

*Sales*

*Employees*

*Contact (position)*

*Company name* **ANSA MARMITTE S.p.A.**

*Address* Via Genova 2 - 41034 Finale Emilia (MO)

*Products* Exhaust systems (and relating components)

*Sales* 51 billion Liras

*Employees* 420

*Contact (position)*

*Company name* **BARUFFALDI S.p.A.**

*Address* Via Curiel 15 - 20097 San Donato Milanese (MI)

*Products* Electromagnetic joints

*Sales* 18 billion Liras

*Employees* 196

*Contact (position)*

*Company name* **BOGE ITALIA S.p.A.**

*Address* Via Nazionale 209 - 10069 Villar Perosa (TO)

*Products* Shock-absorbers, gas springs

*Sales* 39 billion Liras

*Employees* 337

*Contact (position)*

*Company name* **BREMBO S.p.A.**

*Address* Via Brembo 25 - 24035 Curno (BG)

*Products* Braking systems components

*Sales* 190 billion Liras

*Employees* 745

*Contact (position)* Mr. Alberto Bombassei (Managing Director)

*Company name* **CABLELETTRA S.p.A.**

*Address* Via San Rocco 6 - 27038 Robbio (PV)

*Products* Wirings, electric systems and cables

*Sales* 66 billion Liras

*Employees* 65

*Contact (position)* Mr. Carmelo Patti (Director)

*Company name* **CAVIS s.r.l.**

*Address* Via Roma 31 - 15023 Felizzano (AL)

*Products* Wiring, cables, control equipment, flexible transmissions

*Sales*

*Employees*

*Contact (position)*

*Company name* **CISAM s.r.l.**

*Address* Via Abruzzi 2 - 20090 Opera (MI)

*Products* Exhaust systems

*Sales* 8 billion Liras

*Employees*

*Contact (position)*

*Company name* **COBO S.p.A.**

*Address* Via Tito Speri 10 - 25024 Lenno (BS)

*Products* Other components

*Sales*

*Employees*

*Contact (position)*

*Company name* **COMMER S.p.A.**

*Address* S.S. 11 - Padana Superiore 2/B - 20063 Cernusco Sul Naviglio (MI)

*Products* Other components

*Sales*

*Employees*

*Contact (position)*

*Company name* **DELL'ORTO S.p.A.**

*Address* Via San Rocco 5 - Casella Postale 103 - 20038 Seregno (MI)

*Products* Carburetors, pumps

*Sales* 91 billion Liras

*Employees* 720

*Contact (position)* Mr. Luigi Dell'Orto (President)

*Company name* **FERGAT S.p.A.**

*Address* Via Pavia 72 - 10098 Rivoli (TO)

*Products* Sheet-metal wheels

*Sales* 94 billion Liras

*Employees* 498

*Contact (position)* Mr. Mario Magnetto (President and Managing Director)

*Company name* **FIAMM S.p.A.**

*Address* Viale Europa 63 - 36075 Montecchio Maggiore (VI)

*Products* Batteries, horns

*Sales* 271 billion Liras

*Employees* 300

*Contact (position)* Mr. Francesco Dolcetta (President)

*Identification of Italian SMEs interested in investing in India  
Firms producing motor-vehicle components in the Piedmont Region*

---

*Company name* **FIMIT S.p.A.**

*Address* Via Rossetti 34 - 10154 Torino

*Products* Sound damping products

*Sales*

*Employees*

*Contact (position)*

*Company name* **FIST S.p.A.**

*Address* Via Torino 12 - 10044 Pianezza (TO)

*Products* Small components

*Sales* 40 billion Liras

*Employees* 250

*Contact (position)* Mr. Giacomo Bosso (President and Managing Director)

*Company name* **FISTER S.p.A.**

*Address* Via Airauda 2 - 10044 Pianezza (TO)

*Products* Windscreen wiper blades and arms

*Sales* 14 billion Liras

*Employees* 90

*Contact (position)* Mr. Ralf Langshaw (President and Managing Director)

*Company name*   **FOMB FONDERIE OFFICINE MAIFRINI s.r.l.**

*Address*   Via Scuole 5/D - 25125 Brescia

*Products*    Light-alloy wheel rims

*Sales*   25 billion Liras

*Employees*    95

*Contact (position)*   Mr. Fulvio Maifrini (President)

*Company name*   **GATE S.p.A.**

*Address*   C.so Alessandria 395 - 14100 Asti

*Products*   Radiator cooling fan modules

*Sales*

*Employees*

*Contact (position)*

*Company name*   **MENBER'S S.p.A.**

*Address*   Via Ghiacciaia 1 - 37045 Legnago (VR)

*Products*   Electromagnets, sockets and plugs, battery master switches

*Sales*   23 billion Liras

*Employees*   160

*Contact (position)*   Mr. Santino Menegatti (President and Managing Director)



*Company name* **OLSA S.p.A.**

*Address* Corso Allamano 70 - 10090 Rivoli (TO)

*Products* Roof lamps, lights, reflex reflectors

*Sales*

*Employees*

*Contact (position)*

*Company name* **REJNA S.p.A.**

*Address* Via Milano 199 - 10036 Settimo Torinese (TO)

*Products* Leaf springs, helical springs, stabiliser bars

*Sales*

*Employees*

*Contact (position)*

*Company name* **ROCKWELL CVC S.p.A.**

*Address* Strada Provinciale Cameri-Bellinzago Km. 5 - 28060 Cameri (NO)

*Products* Drive rear axles

*Sales* 146 billion Liras

*Employees* 800

*Contact (position)* Mr. Richard Martello (President)

*Company name* **ROLTRA MORSE S.p.A.**

*Address* Via Albenga 9 - 10090 Cascine Vica (TO)

*Products* Windows regulators, safety locks, electronic control units

*Sales*

*Employees*

*Contact (position)*

*Company name* **SIDERGARDA E MOLLIFICIO BRESCIANO s.r.l.**

*Address* Via Umberto Zeneri 1 - 25010 San Felice del Benaco (BS)

*Products* Leaf springs, stabiliser bars, helical springs, volute springs

*Sales*

*Employees*

*Contact (position)*

*Company name* **SIRMAC OFFICINE MECCANICHE S.p.A.**

*Address* Via Confortino 23/28 - 40010 Calcara (BO)

*Products* Axles, braking system components

*Sales* 66 billion Liras

*Employees* 260

*Contact (position)* Mr. Giancarlo Venturi (President)

*Company name* **SKF INDUSTRIE S.p.A.**

*Address* C.so Francia 155 - 10090 Rivoli (TO)

*Products* Bearings

*Sales* 871 billion Liras

*Employees* 4.441

*Contact (position)* Mr. Gianmario Rossignoli (President)

*Company name* **STANADYNE AUTOMOTIVE S.p.A.**

*Address* Via Matteotti 158 - 25014 Castenedolo (BS)

*Products* Injectors, injection pumps, filters and heaters for diesel engines

*Sales*

*Employees*

*Contact (position)*

*Company name* **STREPARAVA S.p.A.**

*Address* Via Zocco 13 - 25030 Adro (BS)

*Products* Axles, torsion bars, gear control groups

*Sales* 92

*Employees* 350

*Contact (position)* Mr. Angelo Luigi Streparava (President)

*Company name* **TAKO PAYEN S.p.A.**

*Address* Via Reiss Romoli 122/8 - 10148 Torino

*Products* Engine gaskets

*Sales*

*Employees*

*Contact (position)*

*Company name* **TECNOCAR s.r.l.**

*Address* Via Servais 125 - 10146 Torino

*Products* Filters

*Sales*

*Employees*

*Contact (position)*

*Company name* **TECNOMECC s.r.l.**

*Address* Via Nazionale 11 - Regione Remise - 11020 Arad (AO)

*Products* Catalytic converters

*Sales* 10 billion Liras

*Employees* 47

*Contact (position)* Mr. Renzo Vuillermoz (President and Managing Director)

*Company name* **TRW ITALIA S.p.A.**

*Address* Via Valtrompia 125 - 25063 Gardone Val Trompia (BS)

*Products* Steering assemblies

*Sales* 104 billion Liras

*Employees* 525

*Contact (position)* Mr. Gian Pietro Turla (President and Managing Director)

*Company name* **WEBASTO S.p.A.**

*Address* Via Giovanni Verga 30 - 10036 Settimo Torinese (TO)

*Products* Sun roofs

*Sales* 25 billion Liras

*Employees* 120

*Contact (position)* Mrs. Maura Ferrari (President and Managing Director)

*Company name* **ZANINI s.r.l.**

*Address* Via Per Olegio 10 - 28040 Paruzzaro (NO)

*Products* Other components

*Sales* 4 billion Liras

*Employees* 90

*Contact (position)* Mr. Adele Zanini (President)

***REGGIO EMILIA'S SECTOR OF  
MECHANICAL PUMPS PRODUCTION***

In the provinces of Modena and Reggio Emilia is located a wide productive system, specialised in mechanical products. The most important sectors are: industrial equipment, agriculture machinery and metal products (mainly involved in the realisation of components for the other firms in the area).

The agriculture machines sector could be considered one of the most important of Managing Director in Reggio Emilia. It has generated a system of firms furnishing parts or complementary products, which includes both sub-contractors and firms producing finished goods. Among these among included the firms producing pumps for the agriculture, which form an important sub-sector.

The closeness to the firms producing machines for agriculture is a significant advantage for this sub-sectors. It could infact be considered as a more specialised part of the cluster of the agricultural machinery; in which the development of each firm (what with the continuous change in the products and thanks to the capacity to use the oil-pressure technologies in other market segments), has generated a greater diversification in products.

In Reggio Emilia's province there are currently over 50 firms established, which specialise in the production of mechanical pumps for agriculture. The number increases to three times if we consider also the bordering provinces in which this sub-sector is extended.

The firms are, in average, small or medium sized, with a high propensity to export and a continuous presence in the international market. Among the firm's markets, the developing countries are becoming increasingly important with exports of machines for agriculture increasing in the last years.

The selection criteria used to identify the firms for this project are based on the firm size (SMEs), on the firm's attitude to internationalisation and to technological innovation; moreover the selection has been limited to the firms' products linked to the sector of machines for agriculture.

In the selection phase, Nomisma has been advised by CESMA (the service centre for this sector) and by API (Association of the small and medium firms) of Reggio Emilia. Both organisations offer a deep and specialised overview on the trend of the sector and, in the case of CESMA, they are in close contact with the local firms.. Thanks to these factors and to the large number of firms associated, it would be useful to involve CESMA and API of Reggio Emilia in the project.



*Company name* **C.M.E. s.r.l.**

*Address* Via Vettigano 17/B - 42012 Campagnola (RE)

*Products* Pumps for viticulture

*Sales*

*Employees* 32

*Contact (position)* Mr. Volfrango Mussini (Owner)  
Mr. Ermanno Mantovani (Export manager)

*Company name* **COMET S.p.A.**

*Address* Via Dorso 4 - 42100 Reggio Emilia

*Products* Pumps for industry and agriculture

*Sales*

*Employees* 113

*Contact (position)* Mr. Renzo Baldi (Owner)  
Mr. Luigi Montorsi (Export manager)

*Company name* **EMAK S.p.A.**

*Address* Via Fermi 4 - 42011 Bagnolo in Piano (RE)

*Products* Machinery for agriculture

*Sales*

*Employees* 322

*Contact (position)* Mr. Ariello Bartoli (Owner)  
Mr. Renzo Lusetù (Export manager)

*Company name* **ENOPOMPE snc**

*Address* Via XXV Aprile 5 - 42015 Correggio (RE)

*Products* Pumps and machinery for viticulture

*Sales*

*Employees* 9

*Contact (position)* Mr. Mauro Cibirolì (Owner)  
Mr. Mauro Cibirolì and Mrs. Paola Tedeschi (Export manager)

*Company name* **FLEXBIMEC snc di RUOZI & SORETTI**

*Address* Via F. Maritano 9 - 42020 Albinea (RE)

*Products* Pumps and components for pumps

*Sales*

*Employees* 20

*Contact (position)* Mr. Franco Ruozi (Owner)  
Mr. Claudio Neroni (Export manager)

*Company name* **HIDROIRMA S.p.A.**

*Address* Via Colletta 5 - 42100 Reggio Emilia

*Products* Oil pressure machinery and pumps

*Sales*

*Employees* 152

*Contact (position)* Mr. Giancarlo Bellentani (Owner)  
Mr. Francesco Signorelli

*Company name* **IRCEM s.r.l.**

*Address* **Via Augera 5/A - 42023 Cadelbosco di Sopra (RE)**

*Products* **Mechanic and electric pumps for agriculture**

*Sales*

*Employees* **51**

*Contact (position)* **Mr. Silvano Becchi (Owner)**

*Company name* **NICOLINI & C s.r.l.**

*Address* **Via Bezzecchi 1 - 42012 Campagnola (RE)**

*Products* **Electric engines and electric pumps**

*Sales*

*Employees* **22**

*Contact (position)* **Mr. Mario Nicolini (Owner)  
Mrs. Biancamaria Barbieri (Export manager)**

*Company name* **SAMEC s.r.l.**

*Address* **Via Don Minzoni 13 - 42044 Gualtieri (RE)**

*Products* **Electric engines and electric pumps**

*Sales*

*Employees* **3**

*Contact (position)* **Mr. Nereo Paterlini (Owner)**

*Company name* **SAM HYDRAULIK S.p.A.**

*Address* Via Masaccio 3 - 42010 Mancasale (RE)

*Products* Oil pressure engines and pump, engines components

*Sales*

*Employees* 88

*Contact (position)* Mr. Corrado Srevini (Owner)  
Mr. Claudio Lucchi (Export manager)

*Company name* **SWM S.p.A.**

*Address* Via Mantegna 5 - 42048 Rubiera (RE)

*Products* Engines for electric pumps

*Sales*

*Employees* 86

*Contact (position)* Mr. Giorgio Caprari (Owner)  
Mrs. Rossana Incerti (Export manager)

***THE HIGH-TECH DISTRICT IN TUSCANY***

In Tuscany, more precisely in the Florence, Pisa and Pistoia provinces, are located a wide number of small firms specialised in high tech productions. They operate in the electronic and software sectors, in the electromedical technology sector, in the precision instruments sector for transport, defence and environmental control, as well as in the industrial automation sector.

In these provinces, there are 155 enterprises listed which are very small sized enterprises working at a national level (in many cases for public entities, such as the defence and the health sectors), as well as at the international level.

This system of enterprises has grown up in the region thanks to the spin off of technicians from the big state owned companies which have existing in the area for a long time, and due to the presence of university researchers who have become entrepreneurs. The state owned companies, in the Florence area, worked for a long time in very advanced technology applied to the large systems: transports, telecommunications, energy. They contributed, together with the University and CNR (National Research Centre) to diffuse a technical culture in the area, which also involved small sized firms.

This process of growth of high technology small firms, was encouraged by the recent financial crisis of the state owned companies. This explains why most of these firms are very young, not yet consolidated and often not yet able to diversify their markets and products.

The majority of these firms are connected with a service centre for this sector: CESVIT, located in Florence. This centre provided and provides the basic elements to individuate the enterprises to be potentially involved in the project of cluster to cluster co-operation with the area of Bangalore in India. This centre represents all the clusters in Tuscany and, at the same time, it has a very profound knowledge of the problems and potentialities of the enterprises.

The selection criteria adopted for the completion of this list of enterprises is based on the type of production similar to those found in Bangalore), on their dynamism, on their propensity to internationalisation and innovation, on their size.

*Company name* **GRUPPO ABACO S.p.A.**  
**Divisione Abaco Informatica**

*Address* Via del Gelso 15 - 50047 Prato

*Products* Software development

*Sales* 9 billion Liras (year 1994)

*Employees* 80

*Contact (position)* Mr. Severino Fantini (President)  
Mr. Roberto Ciapetti

*Company name* **ADVANTAGE MEDICAL RESEARCH s.r.l.**

*Address* Via Mannelli 81 - 50136 Firenze

*Products* Electromedical equipment

*Sales*

*Employees*

*Contact (position)* Mr. Gabriele Unterberger (President)  
Mr. Roberto Catarsi (Sales Manager)



*Company name*                    **ALCATEL ITALIA S.p.A - Divisione Alcatel Siette**

*Address*                            **Via Provinciale Lucchese 33 - 50019 Sesto Fiorentino (FI)**

*Products*                           **Study, design and realisation of: telecommunications networks; integrated videophonic, data, images communication systems; signalling, automation, supervision, telecommunications systems; power supply lines for railway and subways; transformation and electric energy transport systems**

*Sales*                                **667 billion Liras (year 1993)**

*Employees*

*Contact (position)*               **Mr. Antonio Monari (President)  
Mrs. Marina Gagliano (Sales)**

*Company name*                    **A.N.S. APIS NIGER SOFTWARE s.r.l.**

*Address*                            **Via Pantin 1 - 50018 Scandicci (FI)**

*Products*                           **Software production, data transmission service and consulting, image and information handling and their transmission and distribution on local, remote and wide area networks; specialised in the media and professional editorial sector**

*Sales*

*Employees*

*Contact (position)*               **Mr. Luigi Grimaldi (President)  
Mrs. Alessandra Zecchi (Partner)**

*Company name*                    **C.A.E.N. Costruzioni Apparecchiature Elettroniche  
Nucleari S.p.A.**

*Address*                            **Via Vetraia 11 - 55049 Viareggio (LU)**

*Products*                         **Electronics for scientific research, particularly in the high energy  
sector (basic nuclear physics)**

*Sales*                                **12 billion Liras (year 1994)**

*Employees*                        **39 year 1992**

*Contact (position)*            **Mr. Marcello Givoletti (President)  
Mr. Piero Bellandi (Finance and Control Manager)**

*Company name*                    **C.I.T.E. S.p.A.  
Compagnia Impianti Telefonici Elettrici**

*Address*                            **Via delle Panche 7/9 50141 Firenze**

*Products*                         **Telecommunications; environmental and technological telecontrol  
systems; integrated safety systems; local computer networks - LAN;  
optical fibre technology**

*Sales*                                **30 billion Liras**

*Employees*                        **350**

*Contact (position)*            **Mr. Stefano Agresti (President)**

*Company name* **CUTLITE PENTA s.r.l.**

*Address* Via Torta 52 - 50019 Sesto Fiorentino (FI)

*Products* Production and sale of laser systems for industry

*Sales*

*Employees*

*Contact (position)* Mrs. Barbara Bazzocchi (President)  
Mr. Carlo Melai (Sales Director)

*Company name* **EFFE.I snc**

*Address* Via Aldo Moro 13 - 50019 Sesto Fiorentino (FI)

*Products* Professional printed circuits, microphotoetchings on glass

*Sales*

*Employees*

*Contact (position)* Mr. Marcello Beccai (President)  
Mr. Maurizio Beccai (Owner)

*Company name*                                   **ELEN. ELECTRONIC ENGINEERING s.r.l.**

*Address*                                        **Via Provinciale Lucchese 745 - 50019 Sesto Fiorentino (FI)**

*Products*                                      **Industrial and biomedical electronics**

*Sales*

*Employees*

*Contact (position)*                       **Mr. Gabriele Clementi (President)**  
**Mr. Andrea Cangioli (Managing Director)**

*Company name*                                   **ELETTRONICA G.C. DI CARLO GIAMBI**

*Address*                                        **Via Tipitapa 74 - 50013 Campi Bisenzio (FI)**

*Products*                                      **Design and production of electronic equipment**

*Sales*

*Employees*

*Contact (position)*                       **Mr. Carlo Giambi (President)**  
**Mr. Carlo Giambi (Industrial Expert)**

*Company name* **GEOSYSTEMS s.r.l.**

*Address* Via Luigi Lanzi 20 - 50134 Firenze

*Products* Consulting, design and production of geographical information systems; design and supply of turnkey systems; production and supply of the Geosys product; software hot-line, assistance and maintenance; software product distribution; territorial database creation service; training courses in various areas

*Sales*

*Employees*

*Contact (position)* Mr. Franco Alessandri (President)  
Mr. Fabio Martini (Sales Manager)

*Company name* **LA.S. snc**

*Address* Via degli Ulivi, Pian di San Bartolo 8 - 50014 Fiesole (FI)

*Products* Software system CAD-CAM

*Sales*

*Employees*

*Contact (position)* Mr. Giampaolo Saladino (President)  
Mr. Claudio Generini (Part programs & Training Manager)

*Company name* **INFOGROUP S.p.A.**

*Address* **Via delle Panche 140 - 50141 Firenze**

*Products* **Production of informatics and telematics services aimed at various markets: Bank-insurance; large distribution; public administration**

*Sales* **20,2 billion Liras (year 1994)**

*Employees* **174**

*Contact (position)* **Mr. Giuliano Passalacqua (President)  
Mr. Leo Prina Raccetto (Marketing & Planning Manager)**

*Company name* **INTECH s.r.l.**

*Address* **Via degli Innocenti 2 - 50063 Figline Valdarno (FI)**

*Products* **Design and development in the sector of Information Technologies; high technology application in the sectors of digital image processing, scientific display, simulation and applied research. In particular, image management, processing and diagnostics systems in the field of medicine and fine arts**

*Sales*

*Employees*

*Contact (position)* **Mr. Brunello Pacini (President)  
Mr. Auro Pampaloni (Managing Director)  
Mr. Lapo Bertini (Technical Marketing Manager)**

*Company name* **LOGITRON s.r.l.**

*Address* Via Pistoiese 208/A - 50145 Firenze

*Products* Automation and informatics for fuel distribution; coins; telematics services

*Sales* 50 billion Liras (year 1994)

*Employees* 160

*Contact (position)* Mr. Franco Margani (President)  
Mr. Saverio Bettini (General Director)

*Company name* **OFFICINE PANERAI S.p.A.**

*Address* Via Ponte a Iozzi 8/3 - 50020 Firenze

*Products* Design and production of electromechanical, electrooptical and electroacoustic equipment and systems

*Sales* 6 billion Liras (year 1993)

*Employees* 44

*Contact (position)* Mr. Dino Zei (President)  
Mr. Bruno Latini (Managing Director)

*Company name* **OTE S.p.A.**

*Address* Via E. Barsanti 8 - 50127 Firenze

*Products* Telecommunications area; radio communications systems, radio apparatuses for voice/data transmission, mobile terminals (portable, vehicular and transportable)

*Sales* 69 billion Liras (year 1993)

*Employees* 450

*Contact (position)* Mr. Luigi Stefani (President)  
Mr. Mauro De Lauri (Marketing and Development Manager)

*Company name* **QUASAR s.r.l. Informatica per la medicina**

*Address* Via di Collodi 6/C - 50141 Firenze

*Products* Software and designs for the medical field

*Sales*

*Employees*

*Contact (position)* Mr. Giorgio Moretti (President)  
Mr. Dario Caiani (Marketing Manager)



*Company name* **S.E.D. Special Electronic Design s.r.l.**

*Address* **Via Umbria 27 - 50052 Certaldo (FI)**

*Products* **Production and design of electric and electronic equipment**

*Sales*

*Employees*

*Contact (position)* **Mr. Elio Bruni (President)**  
**Mr. Carlo Bruni (UTE Manager)**

*Company name* **ANGIOLO SILIANI S.p.A.**

*Address* **Via P. Fanfani 21 - 50127 Firenze**

*Products* **Design and construction of electromechanical and electrohydraulic equipment and components for management and safety for railway traffic used on the signalling and rolling plants**

*Sales* **13 billion Liras (year 1992)**

*Employees* **113**

*Contact (position)* **Mr. Pier Luigi Siliani (President)**  
**Mr. Umberto Baione (Marketing Manager)**

*Company name* **SIRIO PANEL S.p.A.**

*Address* Via dell'Artigianato 10 - 50026 San Casciano Val di Pesa (FI)

*Products* Aerospace, Defence, precision instruments, special materials

*Sales* 14 billion Liras (year 1992)

*Employees* 54

*Contact (position)* Mr. Graziano Forzieri (Managing Director)  
Mr. Patrizio Bollini (Product Marketing and Product Planning)

*Company name* **SISTEMI DIGITALI s.r.l.**

*Address* Via Aeroporto 30 - 56121 Pisa

*Products* Design of microcontrolled electronic devices for industrial automation and instrumentation, prototyping and small production; program development at the level of firmware, BIOS, operating and application systems; data communication protocols for LAN and WAN

*Sales*

*Employees*

*Contact (position)* Mr. Renzo Venturi (President)  
Mr. Paolo Degl'Innocenti (Sales Manager)

*Company name*                    **TECKNA s.r.l. Tecnologie Elettroniche Avanzate**

*Address*                            **Via G. di Vittorio 5/40 - 50145 Firenze**

*Products*                         **Design and construction of remote control, remote command,  
remote measuring devices on radio, telephonic, optic fibre carriers**

*Sales*

*Employees*

*Contact (position)*            **Mr. Ledo Chiatti (President)  
Mr. Paolo Serni (Technical manager)**

*Company name*                    **UGOLINI E C. snc**

*Address*                            **Via della Pesa 6 - 50026 San Casciano Val di Pesa (FI)**

*Products*                         **Industrial electronics sector: construction of controllers for  
photometry; gas coolants charge and discharge, vacuumeter; plasma  
analysers. Telecommunications sector: repair, telephones, cellular  
telematics**

*Sales*

*Employees*

*Contact (position)*            **Mr. Umberto Ugolini (President)  
Mr. Simone Ugolini**

***CARPI'S CLUSTER  
OF TEXTILE AND CLOTHING***

In Carpi's cluster there are 2,188 firms, located within a small area in the provinces of Modena and Reggio Emilia; the number employees in the cluster are 12,692, 50% of which are employed in small firms with not more than 9 employees.

Both in terms of number of firms and of employees, Carpi's cluster represents one of the most important areas in Italy for this sector: in fact 21,4% of the Italian firms in this sector are located here.

The total annual sales for the cluster is about 2,100 billion of Italian lira, of which the 25,6% is generated from export.

The most important market of the cluster is the European Union, to which 82% of exports is directed. The most important competitors for the Italian producers comes from countries with low labour costs.

The main distribution channels are: wholesale (59,4% of total sales), retail (24,8%) and large scale retail (14,6%).

Of the firms in this cluster specialised in textile and clothing, there are firms which produce for complementary sectors (i.e. leather products, socks...); nevertheless the complementary sectors do not make up a relevant share in the Carpi area, though they could be considered evidence of the high levels of vertical integration of the different phases of production, reached in the cluster.

The firms, producing finished products and with a direct presence in the final consumers market are less than half of the total firms in the cluster, while over 50% of the firms are subcontractors. The wide presence of subcontractors is due to the tendency to decentralise some production phases. Decentralisation lowers the production costs and allows a high level of production flexibility, as well as access to highly specialised producers.

In the last few years, it has been becoming more common to decentralise some production phases abroad and to buy abroad finished products to be sold with own

label. Evidence of this bias is the increasing number of firms which are involved (or going to be involved) in production, marketing agreements or joint ventures as well as in direct investments in foreign countries, particularly in countries with low labour costs.

The aim of the firms, involved in the internationalisation process, is to improve the product competitiveness in terms of quality-price ratio. Therefore firms aren't looking only at labour-costs, but also factors such as quality and promptness of consignment. These firms have a strong interest in developing co-operation between producers in the countries in which they realise agreements or joint ventures.

This kind of firm could be considered a potential partner for the project "cluster to cluster". The attitude to international co-operation (agreements, joint ventures, direct investments) has been therefore the basic criteria for a firms' selection.

In the selection Nomisma has been advised by CITER, a specialised service centre established and working within Carpi's cluster. CITER, who has the support of the local government and of producer associations, could represent the whole cluster in Carpi because of its profound knowledge of the problems and perspectives of the enterprises.

Because of these factors, CITER represents an important partner in the project.

*Company name* **BIVIO s.r.l.**

*Address* Via della Chimica 24 - 41012 Carpi (MO)

*Products* Clothing

*Sales* 20 billion Liras circa (year 1993) - 16 billion Liras (year 1992)

*Employees* 30 (year 1992)

*Contact (position)* Mr. Franco Dazzi (Managing Director)

*Company name* **CANTIERE MODA s.r.l.**

*Address* Via Lago Santo 38 - 41012 Carpi (MO)

*Products* Clothing

*Sales* < 2 billion Liras (year 1993)

*Employees* 20-49

*Contact (position)* Mr. Stefano Pavesi (Partner)

*Company name* **CARMA s.r.l.**

*Address* Via C. Marx 140 - 41012 Carpi (MO)

*Products* Clothing

*Sales* 26 billion Liras (year 1992)

*Employees* 72 (year 1992)

*Contact (position)* Mr. Rino Righi (Partner and President)

*Company name* **FAUSTA TRICOT s.r.l.**

*Address* Via Don Albertario 6 - 41012 Carpi (MO)

*Products* Clothing

*Sales* 11.441 million (year 1992)

*Employees* 22 (year 1992)

*Contact (position)* Mr. Gianluca Bassi (Member of board)

*Company name* **FILTE S.p.A.**

*Address* Via Ferrari 20 - 41011 Campogalliano (MO)

*Products* Clothing and textile

*Sales* 18 billion Liras

*Employees* 122

*Contact (position)* Mr. Viti (Owner)

*Company name* **GIN MAR s.r.l.**

*Address* Via C. Marx 162 - 41012 Carpi (MO)

*Products* Clothing

*Sales* 5,3 billion Liras

*Employees* 20-49

*Contact (position)* Mr. Barigazzi (Sales Director)



*Company name* **MIGOR s.r.l.**

*Address* Via C. Colombo 5 - 41012 Carpi (MO)

*Products* Clothing

*Sales* 19.763 million (year 1992)

*Employees* 62 (year 1992)

*Contact (position)* **Mr. Roberto Gorgò (Director)**

*Company name* **INTERNATIONAL POLO LINE S.p.A.**

*Address* Via dell' Agricoltura 51 - 41012 Carpi (MO)

*Products* Clothing

*Sales* 17.341 millions (year 1992)

*Employees* 25 (year 1992)

*Contact (position)* **Mr. Alfredo Saltini (President)**  
**Mrs. Maria Stefania Ricciardi (Vice-President)**

*Company name* **CONFEZIONI RAINBOW sas**

*Address* Via dell' Artigianato 18 - 41012 Carpi (MO)

*Products* Clothing

*Sales* 9-20 billion Liras

*Employees* 20-49

*Contact (position)*            **Mr. Bernini**

*Company name*                    **MAGLIFICIO TATTICA S.p.A.**

*Address*                            **Via Chiesa Sud 158F - 41030 Rovereto sulla Secchia (MO)**

*Products*                          **Clothing**

*Sales*                                **32.566 millions (year 1993)**

*Employees*                        **90 (year 1993)**

*Contact (position)*            **Mr. Claudio Martinelli (President and Managing Director)**

***BOLOGNA'S CLUSTER OF PACKAGING  
MACHINERY MANUFACTURERS***

The Italian industry of packaging machinery, according to current evaluations, accounts for about 300 firms and 13,000 employees. The most part of the firms (80%) are located in Emilia Romagna, particularly in Bologna's province, where they form a cluster.

During 1993 the sector exported 2,000 billion Italian lira worth of goods for a total sale of about 2,900 billion: this sector is characterised therefore by a high propensity to export.

Industrialised countries are the main export markets, but the developing countries are increasing in importance for the sector (in particular China, Mexico, Argentina, Turkey). According to local entrepreneurs, the main competitors are located both in industrialised countries (USA, Germany) and, increasingly though only for some types of products, Eastern Asia.

Most of Bologna's firms have a direct presence on the final market, though these firms could be divided into two types: the first one consists of large-medium enterprises, working in international markets and following a strategy based on holding development, even though international agreements; the second one consists in small-medium sized firms, following a niche strategy, with a prevalent attention to the national market.

Within the cluster of packaging machinery producers there is a great number of enterprises producing, as subcontractors, mechanical products (components and semi-processed goods). These subcontractors have an important role in a sector which produces, mainly, "personalised" machinery.

The development of the larger local companies, through merger and acquisition operations as well as through productive and marketing agreements, has enabled some firms to reach a position of sized leadership within the cluster. These companies together with some of the small-medium sized firms which have a more innovative tendency as well as a propensity for internationalisation and represent

innovative tendency as well as a propensity for internationalisation and represent potential partners for the "cluster to cluster" co-operation project.

UCIMA provided the basic elements to individuate the enterprises to be potentially involved in the project, and it is itself a partner that would be useful to involve.

*Company name* **A.C.M.A. S.p.A.**

*Address* Via C. Colombo 1 - 40131 Bologna

*Products* Automatic packaging machinery

*Sales* 100-300 billion Liras

*Employees* > 500

*Contact (position)*

\* (data refers to a consolidated group)

*Company name* **AETNA Impianti**

*Address* Via Pancaldi 5 - 48138 Bologna

*Products* Automatic packaging machinery

*Sales* 50-100 billion Liras

*Employees* 100-500

*Contact (position)*

\* (data refers to a consolidated group)

*Company name* **AMOTEK A.M. Oltremare S.r.l.**

*Address* Via Piemonte 5 - 40069 Zola Predosa (BO)

*Products* Automatic packaging machinery

*Sales* 5-20 billion Liras

*Employees* 20-50

*Contact (position)*

*Company name* **ARCOTRONICS ITALIA S.p.A.**

*Address* Via San Lorenzo 1/7 - 40037 Sasso Marconi (BO)

*Products* Automatic packaging machinery

*Sales* 20-50 billion Liras

*Employees* 100-500

*Contact (position)*

*Company name* **B.F.B. S.p.A.**

*Address* Via Romagnoli 2 - 40010 Bentivoglio (BO)

*Products* Automatic packaging machinery

*Sales* > 30 billion Liras

*Employees* 100

*Contact (position)*

*Company name* **B.L. Macchine Automatiche S.p.A.**

*Address* Via Ronchi Inferiore 30/B - 40061 Minerbio (BO)

*Products* Automatic packaging machinery

*Sales* 5-20 billion Liras

*Employees* 20-50

*Contact (position)*

\* (data refers to a consolidated group)

*Company name* **CASSOLI  
Macchine Automatiche Confezionatrici S.r.l.**

*Address* Via Silvio Pellico - 40033 Casalecchio di Reno (BO)

*Products* Automatic packaging machinery

*Sales* 20-50 billion Liras

*Employees* 100-500

*Contact (position)*

*Company name* **OFFICINE CEVOLANI S.p.A.**

*Address* Via Donato Creti 16 - 40128 Bologna

*Products* Automatic packaging machinery

*Sales* 5-20 billion Liras

*Employees* 100-500

*Contact (position)*

*Company name* **Off. Mecc. Natalino CORAZZA S.p.A.**

*Address* Via Natalino Corazza 9 - 40128 Bologna

*Products* Automatic packaging machinery

*Sales* 20-50

*Employees* 100-500

*Contact (position)*

\* (data refers to a consolidated group)



*Company name* **G.D S.p.A.**

*Address* Via Pomponia 10 - 40133 Bologna

*Products* Automatic packaging machinery

*Sales* > 400 billion Liras

*Employees* > 1300

*Contact (position)*

*Company name* **ICA S.p.A.**

*Address* Via del Litografo 7 - 40138 Bologna

*Products* Automatic packaging machinery

*Sales* 20-50 billion Liras

*Employees* 50-100

*Contact (position)*

*Company name* **IMA Industria Macchine Automatiche S.p.A.**

*Address* Via Emilia 428/442 - 40064 Ozzano Emilia (BO)

*Products* Automatic packaging machinery

*Sales* 100-300 billion Liras

*Employees* > 900

*Contact (position)*

\* (data refers to a consolidated group)

*Company name* **MAB Macchine Automatiche Bologna S.r.l.**

*Address* Via Marzabotto 53 - 40050 Funo di Argelato (BO)

*Products* Automatic packaging machinery

*Sales* 19 billion Liras

*Employees* 60

*Contact (position)*

*Company name* **MACK-PACK S.r.l.**

*Address* Via Natalino Corazza 9 - 40128 Bologna

*Products* Automatic packaging machinery

*Sales* 20-50

*Employees* 100-500

*Contact (position)*

\* (data refers to a consolidated group)

*Company name* **MACOFAR S.p.A.**

*Address* Via Nazionale 55 - 40067 Rastignano (BO)

*Products* Automatic packaging machinery

*Sales* 5-20 billion Liras

*Employees* 50-100

*Contact (position)*

*Company name* **MG2 S.p.A.**

*Address* Via del Savena 18 - 40065 Pian di Macina di Pianoro (BO)

*Products* Automatic packaging machinery

*Sales* 5-20 billion Liras

*Employees* 50-100

*Contact (position)*

*Company name* **MONTPACK S.r.l.**

*Address* Via Nannetti 9 C-D-E - 40069 Zola Predosa (BO)

*Products* Automatic packaging machinery

*Sales* 5 billion Liras

*Employees* 20

*Contact (position)*

*Company name* **PRB PACKAGING SYSTEMS s.r.l.**

*Address* Via Molise 21/20 - 40060 Osteria Grande (BO)

*Products* Automatic packaging machinery

*Sales* 18 billion Liras

*Employees* 65

*Contact (position)*

*Company name* **SASIB S.p.A.**

*Address* Via di Corticella 87/89 - 40128 Bologna

*Products* Automatic packaging machinery

*Sales* > 300 billion Liras

*Employees* > 500

*Contact (position)*

\* (data refers to a consolidated group)

*Company name* **WRAPMATIC S.p.A.**

*Address* Via S. Vitalino 7 - 40012 Lippo di Calderara R. (BO)

*Products* Automatic packaging machinery

*Sales* 20-50

*Employees* 100-500

*Contact (position)*

*Company name* **Officine Meccaniche ZAMBONI S.p.A.**

*Address* Via G. Verga 3 - 40033 Casalecchio di Reno (BO)

*Products* Automatic packaging machinery

*Sales* 5-20

*Employees* 50-100

*Contact (position)*

*Company name*                    **ZUCCHINE MACCHINE AUTOMATICHE s.r.l.**

*Address*                            Via S. Pierino 17/19 - 40013 Castel Maggiore (BO)

*Products*                          Automatic packaging machinery

*Sales*                                5-20

*Employees*                        50-100

*Contact (position)*

*Company name*                    **TECNOMECCANICA S.r.l.**

*Address*                            Via Dell' Artigiano 2 - 40050 Villanova di Castenaso (BO)

*Products*                          Automatic packaging machinery

*Sales*                                1-5 billion Liras

*Employees*                        20-50

*Contact (position)*

*Company name*                    **MARCHESINI GROUP S.p.A.**

*Address*                            Via Garganelli 20 - 40065 Pianoro (BO)

*Products*                          Automatic packaging machinery

*Sales*                                50-100 billion Liras

*Employees*                        100-500

*Contact (position)*

\* (data refers to a consolidated group)

<i>Company name</i>	<b>2A S.r.l.</b>
<i>Address</i>	Via Giuseppe Fanin 9 - 40033 Casalecchio di Reno (BO)
<i>Products</i>	Automatic packaging machinery
<i>Sales</i>	5-20 billion Liras
<i>Employees</i>	20-50
<i>Contact (position)</i>	

\* (data refers to a consolidated group)