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Independent Italian enterprises for boat building industry

- PAOLINI
- SIFAR
- DIVANIA
- ROCCO MARMI
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THE IDEA ORIGINATED FROM THE COMMON WILL OF A GROUP OF INDEPENDENT UMBRIAN ENTERPRISES, WHICH HAVE LONG AND WIDE EXPERIENCE IN THE FIELD OF RECREATIONAL BOATING WITH SPECIAL REFERENCE TO MAXI YACHTS. AFTER A SERIES OF PREPARATORY OPERATIONS, WITH THE HELP OF REGIONAL AUTHORITIES AND SECTOR INDUSTRIALISTS' ASSOCIATIONS, THESE BUSINESSES CAME TO THE DECISION TO SET UP THE UMBRIA NAUTICAL CLUSTER. MOST OF THE CLUSTER MEMBERS ARE INVOLVED IN THE TYPICAL OPERATIONS THAT MAKE UP THE BOAT BUILDING INDUSTRY, AT LEAST AS FAR AS THE

Independent Italian enterprises
for boat building industry

BASIC PRODUCTION ACTIVITIES ARE CONCERNED. AS AN EXAMPLE, BOAT DESIGN, CONSTRUCTION – ESPECIALLY METAL AND WOOD WORKING AND TREATMENT – ELECTRIC AND PLUMBING INSTALLATIONS, FURNISHING, FITTING AND THE LIKE.

THE BASIC ASSUMPTIONS FOR THE MAKING OF THIS STRATEGIC DECISION WERE VARIED. AMONG THESE, THE LEADING COMPANY OF THE PRODUCTION CHAIN REALISED THAT IN MORE THAN TWENTY YEARS IN THE BOAT BUILDING BUSINESS IT HAD CONTRIBUTED TO THE GROWTH OF SEVERAL SPECIALISED LINKED INDUSTRIES, SUCH AS WOODWORKS, STEEL MILLS, MARBLE CUTTERS AND UPHOLSTERERS, FIRST AS SUB-SUPPLIERS AND THEN AS DIRECT AND INDEPENDENT SUPPLIERS OF SOME SHIPYARDS IN THEIR RESPECTIVE SECTORS.

EQUALLY IMPORTANT, THE COMPANIES

«boat design, construction – especially metal and wood working and treatment – electric and plumbing installations, furnishing, fitting and the like...»

WHICH HAD A MORE STRUCTURED ORGANISATION DECLARED THEIR AVAILABILITY TO DRIVE AND COORDINATE A GROUP OF ENTERPRISES WITH THE AIM OF BANDING TOGETHER TO TACKLE THE GLOBAL CRISIS WHICH HAD NOT SPARED THE BOAT BUILDING SECTOR BY PUTTING TOGETHER SKILLS, TECHNOLOGIES AND KNOW-HOW, AND TO GET A STRONGER POSITION IN THE MARKET BY FOCUSING ON SUCH CRITICAL FACTORS AS INTERNATIONALISATION, INNOVATION, TRAINING, DESIGN, TECHNOLOGY, COST CONTROL AND ACCESS TO FINANCIAL AND CREDIT FACILITIES. IN PRACTICE, HAVING CONDUCTED A CAREFUL MARKET ANALYSIS AND STUDIED THEIR MUTUAL EXPERIENCES CAREFULLY, THE CLUSTER MEMBERS DECIDED TO EXPLOIT THE SKILLS ACCRUED UNTIL THEN IN ORDER TO INCREASE GROWTH OPPORTUNITIES AND

JOIN FORCES TO IMPROVE THE WEIGHT OF THE UMBRIA NAUTICAL CLUSTER IN THE MARKET. THIS TARGET WILL ALSO REQUIRE THE GATHERING OF INFORMATION ON NEW NATIONAL AND INTERNATIONAL MARKET OUTLETS BY – AMONG OTHER THINGS – ATTENDING SECTOR FAIRS AND MEETINGS.
AT THE SAME TIME, THE CLUSTER MEMBERS WILL INCREASE THE SPREADING OF THEIR SPECIALIST SKILLS INCLUDING WITH THE HELP OF OTHER HUBS AND DISTRICTS, WITH THE ADDITIONAL PURPOSES OF KEEPING CONSTANTLY UPDATED ON INNOVATIVE SOLUTIONS – WHICH MAY BE THE FRUIT OF RESEARCH PROJECTS IN COLLABORATION WITH UNIVERSITIES AND R&D AND TECHNOLOGY-TRANSFER CENTRES – ON MATERIALS, TECHNOLOGIES AND APPLICATIONS AND OF ENJOYING THE TECHNICAL ASSISTANCE OF THE MAIN RESEARCH.

WOOD MARBLE TEXTILE METAL HI-TECH

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PAOLINI

PAOLINI S.P.A. PRODUCES CREATIONS OF EXCELLENCE IN CABINET-MAKING.
NARNI, IN THE HEART OF UMBRIA IS HOME OF THE PAOLINI PLANT.
A COVERED SURFACE AREA OF 7,000 SQUARE METRES AND 10,000 SQM OF FULLY-EQUIPPED WORKING SURFACE WHERE THE ADVANCED TECHNOLOGIES OF PLANNING, PRODUCTION AND LOGISTICS JOIN THE AGE-OLD ARTISAN TRADITIONS.
STILL TODAY, PRODUCTION IS ENTRUSTED TO THE HANDS OF MASTER CABINET-MAKERS WHO GIVE FORM AND VALUE TO EVERY PIECE, WHICH REMAINS UNIQUE FOR ITS HISTORY, ITS MATERIALS AND THE CHARM IT TRANSMITS TO WHOMEVER USES IT.
THE SELECTION, SEASONING AND CONSERVATION OF RAW MATERIALS ARE THE POINTS OF DEPARTURE OF PAOLINI QUALITY.
INNOVATIVE MACHINERY AND LARGE PRODUCTION SURFACE AREAS ARE THE WORK TOOLS OF THE MASTER CABINET-MAKERS WHO WORK AT ISO 90001 STANDARDS.
PRODUCTION IS CONDUCTED IN TOTAL RESPECT FOR THE ENVIRONMENT, WITH EMAS CERTIFICATION.

CARE FOR EVEN THE SMALLEST DETAIL IS THE PAOLINI TRADEMARK.

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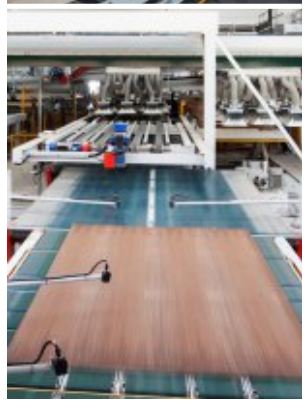

SIFAR

SIFAR PLACCATI IS AN ITALIAN COMPANY WHICH HAS BEEN MANUFACTURING VENEERED PANELS AND CUTTING VENEERS SINCE 40 YEARS. OVER THE YEARS THE COMPANY HAS GROWN THANKS TO ITS SKILLS AND GREAT COMPETENCE, AND AS A CONSEQUENCE IT HAS EXPANDED THE QUALITY AND THE RANGE OF ITS PRODUCTS.

NATURE, TECHNOLOGY AND METHOD TOGETHER WITH EXPERIENCE, DEVOTION AND INNOVATION ALLOW SIFAR PLACCATI TO GRADUALLY GROW REACHING 50.000MQ OF PRODUCTION AREA AND TO BECOME RENOWN IN THE MOST DEMANDING EUROPEAN MARKETS.

BESIDES PRODUCING CLASSIC VENEERED PANELS SUCH AS CHIPBOARD, MDF, POPLAR AND SPRUCE BLOCKBOARD, POPLAR OR BIRCH AND OKUMÉ MULTI-LAYERS, OUR COMPANY HAS BEEN TESTING AND PRODUCING NEW COMPOSITE PANELS FOR THE MARINE SECTOR SINCE 10 YEARS. TODAY THE SIFAR FAMILY, WITH A VERY MOTIVATED TEAM OF 50 PEOPLE, LOOKS INTO THE FUTURE BY CONSTANTLY IMPROVING ITS PRODUCTION.

SIFAR PLACCATI DEALS VENEERS AND PRODUCES TWO DIFFERENT TYPES OF PANELS: "THE CLASSIC VENEERED PANELS", WHICH ARE USED FOR THE FURNITURE SECTOR AND "THE COMPOSITE PANELS", WHICH ARE SPECIFIC FOR THE BOATYARD.

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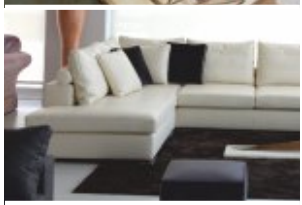
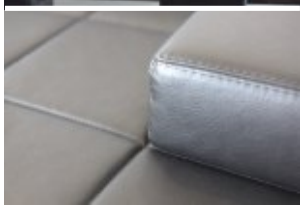

DIVANIA

MAKING FURNITURE AND FITTING FOR PRESTIGIOUS INTERIORS MEANS PUTTING AT ONE'S CLIENTELE DISPOSAL AN EXCLUSIVE ABILITY TO COMBINE TECHNICAL RELIABILITY WITH METICULOUS ATTENTION TO THE DETAILS.
DIVANIA HAS BEEN WORKING FOR OVER TEN YEARS ON BEHALF OF THE MOST PRESTIGIOUS NAMES AMONG THE HOTEL AND SHIP BUILDING COMPANIES, IN ITALY AND ABROAD.
ELEGANCE AND RELIABILITY GUIDE THE CHOICE TOWARDS TOP CLASS FABRICS AND MATERIALS, FOCUSING ON AN ORIGINAL DESIGN AND THE ABILITY TO MEET THE HIGH QUALITY STANDARDS SET BY ONE'S EXCLUSIVE CLIENTELE.
IN YEARS GONE BY, DIVANIA HAS DEVELOPED ARMCHAIRS, DAY BEDS AND SOFA, BEDSSPREADS, CURTAINS AND UPHOLSTERY MATERIALS, AS WELL AS DIVANIA IS SPECIALIZED IN THE MANUFACTURE OF ALL TYPES OF LEATHER THANKS TO THE USE OF HIGH-TECH MACHINES FOR CUTTING AND STITCHING, WHICH ENTIRELY SHOW THE HIGH QUALITY THROUGHOUT A PERFECT SINERGY BETWEEN STYLISTIC COHERENCE AND CRAFT SKILL, GUARANTEEING A METICULOUS DESIGN AND THE BEST POSSIBLE PERFORMANCE.

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ROCCO MARMI

ROCCO MARMI IS A LEADER IN THE DESIGN AND CONSTRUCTION OF EXCLUSIVE MARBLE PRODUCTS. IT JOINS A SOUND HANDICRAFT TRADITION, DEEP KNOWLEDGE OF RAW MATERIALS AND VANGUARD INDUSTRIAL KNOW-HOW, TO REACH VERY HIGH QUALITY STANDARDS FOR THE CONSTRUCTION OF THE MOST VARIED FURNISHING ITEMS.

IT PURSUES COSMETIC EXCELLENCE AND PRODUCTION QUALITY AS A FUNCTION OF INNOVATIVE DESIGN, WITH AN EYE TO SOCIAL RESPONSIBILITY AND RESPECT FOR THE ENVIRONMENT THAT HAVE ALWAYS PLAYED A PRIORITY ROLE FOR THE COMPANY. PRODUCTS ARE CERTIFIED AS ENVIRONMENTALLY FRIENDLY.

IT CULTIVATES A REAL PASSION FOR STONES: THE UNIQUENESS OF THIS MATERIAL IS SHAPED BY EXPERIENCED HANDS TO GIVE LIFE TO THE OBJECTS OF EVERYDAY LIFE. THE PERFECTION OF EVERY DETAIL, THE ELEGANCE OF DESIGN, THE SELECTION OF MATERIALS, THE PRECISION OF TECHNOLOGIES, THE CAREFUL CRAFTSMANSHIP OF PRODUCTS AND THE STEADY TECHNOLOGIC INNOVATION OF PROCESSES ARE INDISPENSABLE ELEMENTS FOR THE CONSTRUCTION OF ALL THAT CREATIVENESS AND FANTASY MAY SUGGEST.

THANKS TO THE COLLABORATION WITH IMPORTANT ARCHITECTS, CONSTRUCTION COMPANIES AND INTERIOR AND EXTERIOR DESIGNERS, ROCCO MARMI HAS ACCRUED A SIGNIFICANT EXPERIENCE IN THOSE SECTORS WHERE MARBLE IS USED TO BRING A RICHNESS TO INDOOR AND OUTDOOR FURNISHING.

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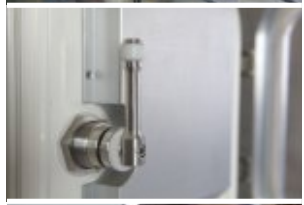

MARIANI

THE OFFICINA MECCANICA MARIANI S.N.C., ESTABLISHED IN 1980, DEALS WITH MECHANICAL ENGINEERING AND IN PARTICULAR, PRODUCES HIGHLY COMPLEX MECHANICAL PARTS ON DESIGN. OFFICINA MECCANICA MARIANI IS A YOUNG AND DYNAMIC COMPANY WHOSE MAIN OBJECTIVE IS THE QUALITY OF PRODUCTS, SERVICES AND MACHINING. THE IMPORTANCE GIVEN TO THE FURTHER TRAINING, RETRAINING AND INFORMATION FOR STAFF PERSONNEL HAS AWARDED THE COMPANY AN IMAGE OF RELIABILITY AND PRESTIGE CONFIRMED BY THE COMPANY'S CONSTANT GROWTH.

WITH THE PURPOSE OF OPTIMIZING QUALITY, SERVICES, LEAD TIME AND COSTS, THE COMPANY HAS ACTIVATED THE FOLLOWING SERVICES AND MACHINING:

- DESIGN OF MECHANICAL PARTS
- TURNING AND CNC MILLING
- HIGHLY COMPLEX MECHANICAL PARTS MACHINING FOR THE BOAT AND SHIP BUILDING INDUSTRIES
- CUSTOM-MADE INTERNAL AND EXTERNAL HATCHES: FIREPROOF HATCHES, WATERTIGHT HATCHES FLUSH AND WEATHERTIGHT HATCHES
- QUALITY ASSURANCE SERVICE.

THE CHOICE OF COLLABORATORS, SUPPLIERS, HUMAN RESOURCES, MACHINES, TOOLS, WORKING CYCLES AND METHODS, ARE CONSTANTLY UP DATED AND MONITORED BY QUALIFIED STAFF. ALL THIS IS DONE IN ORDER TO MEET THE CUSTOMERS' NEEDS AND EXPECTATIONS.

IN ORDER TO GUARANTEE THE BEST SERVICE TO OUR CUSTOMERS, OFFICINA MECCANICA MARIANI IS UNI EN ISO 9002 CERTIFIED AND 1996 A FEW YEARS AGO THE COMPANY OBTAINED THE UNI EN ISO 9001:2008 CERTIFICATION FOR THE HIGH QUALITY LEVELS OF ITS PRODUCTION.

THE PHILOSOPHY OF QUALITY, THE MONITORING DURING THE PRODUCTION CYCLE AND THE FINAL QUALITY CONTROL ALL CONTRIBUTE TO A HIGH-QUALITY PRODUCT THAT MEETS OUR CUSTOMERS' DEMANDS.

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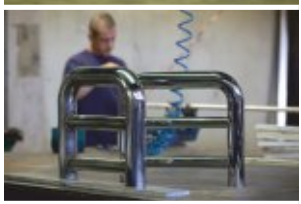

CANALICCHIO

IN THE LATER YEARS A STEADY GROWTH AND A CONTINUED RESEARCH AND DEVELOPMENT OF NEW MANUFACTURING PROCESSES BROUGHT THE FRATELLI CANALICCHIO S.P.A. TO PRODUCE ITS OWN PRODUCTS. THE COMPANY'S RANGE INCLUDES TECHNICALLY COMPLEX FURNISHINGS ITEMS AND NAUTICAL PROPER SOLUTIONS, SUCH AS THE AUTOMATIC HANDRAIL:
A GROWING SUCCESS WHICH HAS BEEN PRESENTED IN MANY NAUTICAL EXHIBITIONS. THE OBJECT OF THIS PATENT PENDING SYSTEM (FILING DATE : 2008) IS AN AUTOMATIC MECHANISM TO SECURE MASTER'S BALCONIES, HELIDECK AND LOWER DECK BEACH PLATFORMS; IT CONSISTS OF HANDRAILS WHICH AUTOMATICALLY RISE FROM BALCONIES OR OTHER PLATFORMS AND WHICH ARE DESIGNED TO FIT INTO A SMALL SPACE OF THE HULL STRUCTURE (FLUSH WITH THE FLOOR). THIS TECHNICALLY INNOVATIVE AND SOPHISTICATED SOLUTION GENERATED GREAT INTEREST AMONG INTERNATIONAL PROFESSIONALS AT THE SEATEC 2009 AND AT THE METS 2009 IN AMSTERDAM.
THE COMPANY COOPERATES WITH QUALIFIED AND STABLE PARTNERS FOR CUSTOMIZED “HANDRAIL SYSTEM” DEVELOPMENT.
FRATELLI CANALICCHIO PROVIDES DESIGN AND MANUFACTURE AND OFFERS “TURNKEY” SOLUTIONS. INNOVATION AND ENGINEERING EXPERTISE MAKE FRATELLI CANALICCHIO ONE OF THE MOST INTERESTING AND HIGH-POTENTIAL PLAYERS OF NAUTICAL SECTOR. THESE TWO YOUNG AND DYNAMIC ENTREPRENEURS ARE ABLE TO COMBINE INNOVATIVE TECHNOLOGY AND AESTHETIC SENSIBILITY, MANUFACTURING EXPERTISE AND HIGH QUALITY LEVEL, TO COOPERATE WITH ENGINEERS AND DESIGNERS: THEY REPRESENT THE TRUE ESSENCE OF “MADE IN ITALY”.

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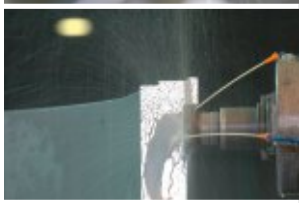

AGINOX

GAROFOLI S.P.A. IS AN ELECTROMECHANICAL COMPANY, ESTABLISHED IN 1975. IT IS COMPOSED OF TWO MAIN DIVISIONS:
1) THE MECHANICAL MANUFACTURING DIVISION AND
2) THE YOUNGEST AG INOX.
ESTABLISHED IN 1999 AS A HIGH-TECHNOLOGY INTEGRATED INDUSTRIAL ENTERPRISE, AGINOX CAME TO LIFE TO CONSTITUTE A NEW CENTER OF STAINLESS STEEL MANUFACTURING IN A VERY IMPORTANT AREA, SUCH AS TERNI, AS FAR AS NATIONAL AND INTERNATIONAL IRON WORKING IS CONCERNED.
STRENGTHENED BY THE EXPERIENCE AND PROFESSIONALITY OF THE PARENT COMPANY GAROFOLI S.P.A. IN MORE THAN FIFTY YEARS OF ACTIVITY IN THE FIELD OF HIGHLY SPECILIZED MECHANICAL CONSTRUCTIONS, AGINOX SPECIALIZES IN MANUFACTURING STAINLESS STEEL PRODUCTS FOR MARKET SUCH AS BOATING, HURBAN FURNISHINGS AND FOOD CONTAINERS.
BECAUSE OF ITS FEATURES LIKE FUNCTIONALITY, EASY- MACHINING, BEAUTY, SAFETY AND LONG-LASTING LIFE, STAINLESS STEEL IS AN EXCELLENT MATERIAL FOR YACHT MANUFACTURING. GREAT CARE FOR DETAILS AND DESIGN ARE TYPICAL OF AGINOX PRODUCTS WHICH CAN BE MANUFACTURED ACCORDING TO OUR STANDARD DESIGN OR ON CUSTOM PROJECT.

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CICIONI

OFFICINA MECCANICA CICIONI HAS A DISTINGUISHED HISTORY. IN FACT, IT HAS BEEN OPERATING SUCCESSFULLY IN THE MECHANICAL SECTOR SINCE 1913. THANKS TO THE PASSION, DYNAMISM AND PROFESSIONALISM OF THE OWNER AND STAFF, OFFICINA CICIONI HAS TAKEN A PROGRESSIVE PATH TOWARDS PRODUCT IMPROVEMENT AND SERVICE INNOVATION. IT HAS ESTABLISHED ITSELF IN THE FIELD OF INDUSTRIAL HYDRAULIC EQUIPMENT IN GENERAL AND IN THE PRODUCTION OF HYDRAULIC POWER UNIT AND CYLINDERS OF ALL VARIETIES AND SIZES, INCLUDING SPECIAL HYDRAULIC CYLINDERS AND ISO CYLINDERS.

OFFICINA MECCANICA CICIONI HAS BEEN SERVING THE MARINE INDUSTRY FOR DECADES, PRODUCING, UPON CUSTOMER REQUEST, A WIDE RANGE OF CYLINDERS AND GAS SPRINGS IN STAINLESS STEEL INCLUDING UNIQUE PIECES, WITH THE POSSIBILITY OF BRAKING AND POSITION SENSORS. FOR GREATER QUALITY CONTROL, GREATER FLEXIBILITY AND THE ABILITY TO SUPPLY SMALL QUANTITIES, ALL CNC TURNING AND MILLING, WELDING AND LAPPING ARE PERFORMED IN-HOUSE BY SPECIALIZED TECHNICIANS AND SUBJECTED TO STRICT CONTROLS. THE ACCURATE DESIGN, THE CAREFUL CHOICE OF MATERIALS AND THE USE OF SOPHISTICATED NUMERICAL CONTROL MACHINES ENSURE THE QUALITY AND PRECISION OF THE PRODUCTS.

OFFICINA MECCANICA CICIONI MANUFACTURES HYDRAULIC COMPONENTS AND EQUIPMENT, TAKING RESPONSIBILITY FOR: THE PRELIMINARY STUDY, THE INTEGRATED DESIGN OF HYDRAULIC SYSTEMS WITH SUPPLY OF THE RELATIVE HYDRAULIC POWER UNIT, INSTALLATION, PRE-ACCEPTANCE TESTING, TECHNICAL DOCUMENTATION, AFTER-SALES SERVICE.

OFFICINA MECCANICA CICIONI IS UNI EN ISO 9001:2008 CERTIFIED COMPANY.

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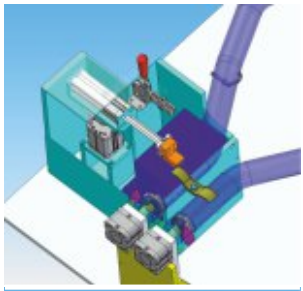

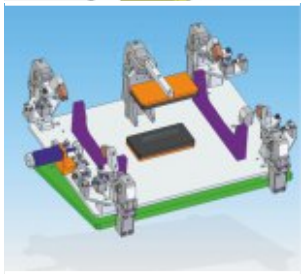

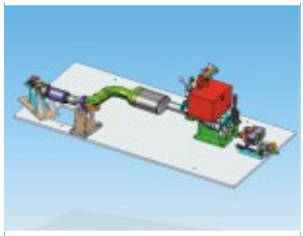

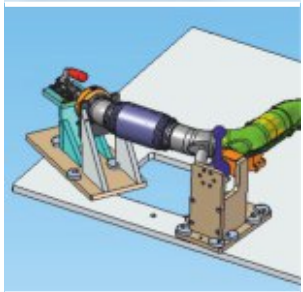

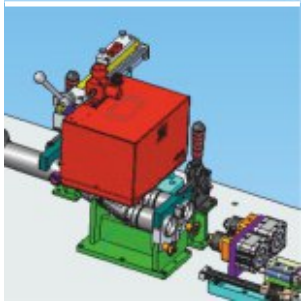

O.S.T.

O.S.T. OIL SERVICE TERNI

YOUNG AND DYNAMIC COMPANY OPERATING IN THE CONSTRUCTION, INSTALLATION AND MAINTENANCE OF LARGE INDUSTRIAL EQUIPMENT, HYDRAULIC COMPONENTS, AND PNEUMATIC INDUSTRIAL.
IN PARTICULAR, THE O.S.T. OIL SERVICE DEALS WITH PLUMBING AND ELECTRICAL PLANT FOR THE MARINE INDUSTRY, SPECIALIZING IN PLC, THE SOFTWARE, AND IN THE CONTROL UNITS AND PLANT COMPLETE HANDLING BALCONIES, AWNINGS AND SIMILAR.

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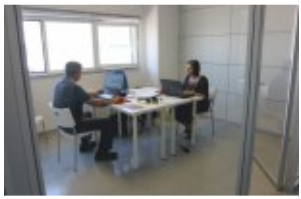

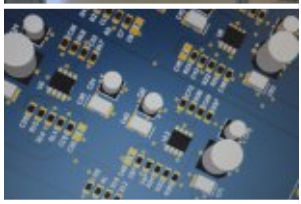

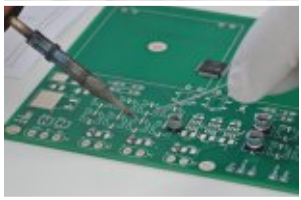

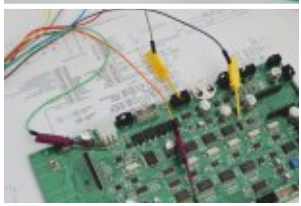

E-TECH

E-TECH INTEGRATES THE SKILLS AND RESOURCES NEEDED TO ADDRESS THE DEVELOPMENT OF NEW PRODUCTS FROM SIMPLE IDEA OR CUSTOMER SPECIFICATIONS, FOLLOWING INTERNALLY ALL PHASES OF DEVELOPMENT OF NEW ELECTRONIC DEVICES.
CAD (ELECTRONIC/MECHANICAL), ENGINEERING OF PRINTED CIRCUIT BOARD (PCB), ASSEMBLY, TESTING, CERTIFICATION AND ORGANIZATION OF PRODUCTION.
IDEAS AND REMOTE SOLUTIONS, AUTOMATIC CONTROL SYSTEMS, CUSTOM ELECTRONIC DESIGN, PRODUCTS AND SYSTEMS FOR MOBILITY, SYSTEMS FOR AUTOMATED MANAGEMENT OF PARKING, CIVIL AUTOMATION PEDESTALS FOR ENERGY SERVICES AND SPECIFIC PEDESTALS FOR MARINAS WITH VARIOUS TECHNICAL FEATURES LIKE ENERGY SUPPLY, DIFFERENTIATED PROVISION OF DRINKING AND SERVICES WATER, SOLID-STATE TECHNOLOGY FOR SENSORS AND ACTUATORS (DURATION, STRENGTH OF SYSTEM, MINIMUM MAINTENANCE COSTS), MANAGEMENT POSSIBILITIES OF BLUETOOTH SENSORS ON BOARD THE BOAT TO SEND ALARMS SUCH AS FLOODING, UNMOORING, BATTERIES AND DISCHARGES, RECHARGEABLE OR SUBSCRIPTION ACCOUNTING SYSTEM, WEBCAM TO FILM THE 2 BERTHS SERVED, ENLIGHTEN GRAPHICAL ICONS, POSSIBILITY TO INSTALL A VOIP INTERCOM SYSTEM. SUITABLE ITALIAN DESIGN.

WOOD MARBLE TEXTILE METAL HI-TECH

paolini spa
ebanisteria

GRUPPO
Sifar Srl

DIVANIA

roccomarmi

MARMI

Sea Steel
Divisione Nautica
fratelli
CANALICCHIO S.r.l.

AGINOX
Verticalizzazione Acciaio Inossidabile

Officina Meccanica
Cicioni Giampaolo
Dal 1913

O.S.T.
OilServiceTerni

etech

In collaboration with

Regione Umbria

SVILUPPUMBRIA

Camera di Commercio
Perugia

Camera di Commercio
Terni

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