

No. 1, 6th year



The news, innovations, production and commercial strategies.

Information newsletter for employees, partners, customers and suppliers.



### Trade Fairs

## Metal Work Showcased at Hanover



The major international trade fair, in Hanover, Germany, which will be held from 7 to 12 April, is one of the world's principal events for the pneumatics industry. As always, our company will be present with a large stand, this year covering 170 sq.m. (in the photo below), where visitors will be able to admire the Metal Work brand's most innovative and distinctive products. A showcase of the major technological innovations and the most sophisticated research, developed by the most advanced producers around the world, the Hanover fair is held every two years and brings together eight exhibition sectors, including Motion, Drive & Automation, where we will be hosted.



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### Erminio Bonatti, chairman of Metal Work

## Ready for a new global challenge

# It is of strategic importance to equip the Group with an integrated information system

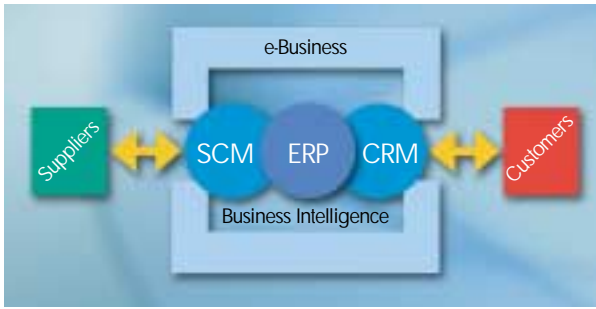
The global village, based on the immediacy of communication, which makes it possible for everyone to feel present and, if they wish, active, has for some time now no longer been just an idea. It is a widespread and general phenomenon. This applies in politics and in social and cultural life and even more so in the world of business, where the fierce rules of competition do not allow for delays, uncertainty, evaluation errors nor, in no uncertain terms, the lack of information. Those who are not in step with the times will not go far; those, on the other hand, who succeed in moving in sync with new trends or, better still, in anticipating their evolution, even if to a modest degree, will certainly hold a competitive advantage. This is what Metal Work is attempting to do in the area of technological innovation, which has made it possible for the Group to have a catalogue of products characterised by both quality and competitive costs. Today, the strategic challenge lies increasingly in the ability to manage, efficiently, the complex system of information within a company and surrounding it. This is the objective that our company wants to reach

as soon as possible, thanks to the adoption of a Group information system. The project, entrusted to Pierangelo Ferrari, our ICT manager, is already being put in place and the

**“Today, when change is continual and rapid, it is especially timely information that makes the difference. Lack of information means being obliged to process it from other sources; exploitation of its potential is thus limited,,**

new, integrated system will be implemented within the year. Obviously, its complete realisation will take time. We must be very patient before being able to see the company's complete situation on our screens, in real-time, from accounting to management control, from sales orders and warehousing to production. Undoubtedly, today, when change

is continual and rapid, it is above all timely information that makes the difference and not having it in integrated form means that one uses information more than one analyses it. Knowing the exact state of the company, having a clear picture of the scenario in which one must operate, knowing how the competitors are doing... all of these factors facilitate the right choices at the right time and therefore substantially determine the company's success. The adoption of a company information system that will make it possible to control management effectively and therefore also to reduce costs also implies the standardisation and optimisation of company processes at the branch and associated companies level so that the same reference model is shared by all. On the other hand, having a wealth of technical, commercial and financial information available will establish a further strong point for our sales staff. Relationships with our customers will improve and we will be in a position to offer them more complete assistance. This information will undoubtedly provide Metal Work with a new flywheel, one that will accelerate development and strengthen our market position.



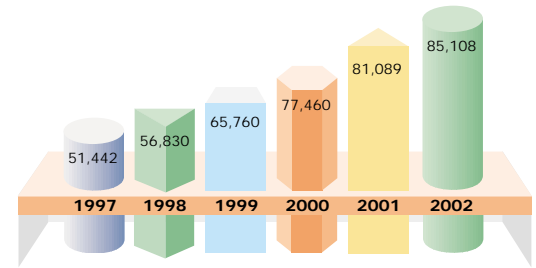
### Budget

## “Continual growth stimulated by innovation and dynamism,,

In 2002, our Group continued to grow - during the last seven years, growth has accelerated impressively. Our consolidated turnover now exceeds 85 million. The strong dynamics



of the Group, which brings together more than 36 associated companies spread over the five continents, is clearly evidenced by the state of the most significant corporate parameters.



Metal Work Group's consolidated turnover (millions of euro)