

Companies and Global Market

New resellers authorised in Bulgaria, Slovenia and Turkey Our partners are expanding Metal Work market

The network of Metal Work's resellers is expanding.

They now operate in approximately 20 countries as Metal Work partners. Local commercial enterprises characterised by professionalism, competence and the ability to penetrate their local markets, where they are the ambassadors of our brand. Last year, the list of authorised resellers was enlarged, including operators in



Bulgaria, Slovenia and Turkey. In the first country, **Technomix**, which handles electrical, mechanical and pneumatic components, has become our distributor. As of 2000, it is also the exclusive representative of two major German companies. Technomix is a relatively small company (it was founded in 1998), with a staff of six, all having technical/scientific expertise and with an average age of just under 36 years. Thanks to its dynamic work, Technomix already has a significant presence in the Bulgarian market. As pointed out by its managers, the quality of the Metal Work's product portfolio will guarantee that the needs of the manufacturers of machines for light industry and alimentary flavours, a sector in which the company is highly

“The reseller network of Metal Work brand ambassadors is constantly growing”

recognised, will be fully satisfied. In nearby Slovenia, **Lipro**, a company founded in 1998 for the sale of automation equipment, has been working with us for a year.

The company is still small (it has 6 employees) but has major development projects, looking to the nearby markets in the former Yugoslav republic and particularly in Croatia, where the company is about to open a branch office. Lipro has already achieved encouraging commercial results and is looking to the future with great enthusiasm. Our slogan, "There is nothing that we can't do today better than yesterday" applies to it very well indeed. An objective that matches perfectly with the Metal Work Group's mission. In



Turkey, as well, there are positive prospects for our new relationship with **HPA Technoloji Gelstirme Makina Ve Di Yedek Parca Imolat**. "We are certain to achieve major results, thanks to the quality of Metal Work products", point out the Turkish partners. "We do not conceal the fact that our ambition is to become one of the main leaders in our market, in both project design and sales".



Prestigious appointment

Marconi appointed to the Board of Assofluid

An important recognition of the role won by Metal Work in the pneumatics field is the nomination of our company's commercial manager, Daniele Marconi, to the Board of Assofluid, the Italian association of manufacturers and operators in the oil-hydraulic and pneumatic sectors. 150 of the industry's top companies belong to Assofluid, representing 75% of the Italian market, with a total of approximately 10,000 employees.



In Italy In the foreground in Italy: Tuscany, Friuli and Alto Adige

Among our Italian resellers demonstrating impressive vitality and recording increases in turnover, even during difficult economic times, **TechnoTeam**, located in Calenzano, near Florence, is a prime example. This is a consolidated company (founded in 1985) that occupies a solid position in the footwear, marble, automation, goldsmith, wood-processing machinery, clothing and knitwear markets, sectors that make extensive use of pneumatic equipment.

to excellent sales results, strengthening our Group's market position significantly. According to the managers of the Friulian company, the Metal Work



brand is today one of its strong points, in fact, its prime product. The partnership between our company and **Tre.f.in**, in Trento, which began in 1997, is an excellent collaboration,



positive and with interesting prospects. This company, founded in 1976, has a strong organisational structure with 13 employees, three of whom make up the commercial team and cover the entire Alto Adige region.

Anniversaries

25 years in company

In 2003, 3 of our staff will celebrate 25 years with Metal Work. Their names? Antonio Corona, Roberta Consolini and Patrizia Cavagna, who each joined the company way back in 1978. The first in June, the second in September and the third in December. An equally long association with Metal Work would have been celebrated last year by Giorgio Rossini who, unfortunately, passed away in 2001. We remember him fondly and with respect.



From left to right: Antonio Corona, Roberta Consolini, Patrizia Cavagna.



With a strong staff of eight and Metal Work partner since 1997, **TechnoTeam** has a modern office consisting of approximately 600 sq.m., from which it is able to serve not only the Tuscan area but also nearby Umbria. The relationship between Metal Work and **M.P. Automazioni**, the company that has been our exclusive reseller in Udine, Gorizia and Trieste since 1978, grows stronger and stronger. The technical competence and commercial energy of the owners, Nildo Zuccolo and Nino Nardini, have led