



A "glass half full" for CONFINDUSTRIA TOSCANA SUD?

The Annual Assembly of Confindustria Toscana Sud took place in the beautiful setting of Cortona. Important speakers: Carlo Alberto Carnevale Maffè, SDA Bocconi School of Management, Paolo Magri, Executive Vice President ISPI, Nicolao de Nobili, Managing Director (JP Morgan Private Bank, Italy), Emanuele Orsini, Vice President Confindustria. Works moderator Simone Spetia, (Radio 24). With the eloquent metaphor of the "half-full glass" there was much discussion concerning inflation and wage increases. Salaries must be increased - it was stated - to prevent the curbing of consumption, but it is also important to invest in photovoltaics and geothermal power. The real crisis in Italy is that of incompetence. One irrefutable fact emerged, namely that the crisis brings out the best of the Italian. America - emphasised President Bernini - can afford to increase salaries, but in Europe we are restricted. The glass, however, is always half full - according to Bernini - because Europe has never been so united and cohesive as it is today. We have taken note of all our mistakes: energy is the main threat and so are raw materials! Silicon is not in Europe and so therefore must be produced. Unfortunately, we have focused only on consumption; the problem is that we do not produce. Enthusiastic applause when the subject of the "theatre of laws" in Italy was discussed, so fragile over time and questionable. We entrepreneurs need to stop falling in love with the product as we will have to think more about the market: this is what young entrepreneurs will have to do. Then there is the "Automotive" sector: a world that is experiencing significant change and where there will be opportunities for everyone. Paolo Magri, who deals with war within a framework of international policy, instead presented a glass half empty comparison. The Covid crisis is still present, we are involved in a real war and we are responsible for a humanitarian and energy crisis. All that's missing are the "locust"... Two years of Covid have been a deadly marathon and just when we thought we were at the end of it... here we have "the pentathlon", essentially a multiplier of crisis, bringing with it financial complexity, without even knowing how long it will last. Even the end of the war, with the long-awaited "ceasefire", will bring us only relative relief because, with Russia, the crisis will continue for years... The world must change and the next decade will be very important to do business. The Vice President of Confindustria supported this and added: "Those who are afraid should sit down: instead we must transform the Italian company into an example of "sustainable enterprise" that needs to be GREEN and DIGITAL. We will have to do more and invest in education to ensure a future for our businesses. We are moving towards living in a less globalised world and we will no longer be able to decide to source raw materials where they cost less. So it's going to cost us a little more! However, "deglobalisation" will involve more opportunities for our way of producing, so we will have great and new possibilities. The "energy transition" train has started (but with the coal that we had

to throw away) and the ticket, however, will have a very high price. Unfortunately, the issue of nuclear power also brings us back to the glass that is still half empty. Justice and educational reforms are very important in Italy. We are consoled, however, that Italy was one of the first countries to implement "the circular economy" added to the fact that we are the strongest country in Europe because in 2021, we were able to respond to exports and set a trend by doing so. The Assembly is over and each of us is evaluating that glass. Half full? Half empty? The important thing is that it does not break and that we always roll up our sleeves, with new energy and brimming with confidence.



IN FLORENCE A STADIUM THAT

A Conference at the Palazzina Reale in Florence on the path, the participating projects and the imminent future of the stadium of P.L. Nervi and Campo di Marte. Organised by the Municipality of Florence, Order of Architects Firenze e Fondazione, on the redevelopment of the Artemio Franchi stadium. For years we have been talking about it and finally we have reached a conclusion that truly deserves to make history because it is precisely the redevelopment of the famous Florentine stadium. The architect **David Hirsch** is the chief designer of Arup, the firm that won the international bid. The whole of Florence is talking about it, and not only this. The Conference, despite the temperature of 40° in the shade, filled the Hall of the Palazzina Reale. The round table and the presentation of the project and of the finalists were attended by the mayor of Florence **Dario Nardella** and by the Director of Corriere Fiorentino, **Roberto de Ponti**, who skilfully conducted the interviews with the important speakers, experts and institutional figures present for the occasion. Mayor Nardella opened the meeting and proudly spoke of an "unassailable jury" for the choice of the winning project, which had to envisage and combine the aesthetic aspect with the feasibility of the sports facility. Intervening on an existing work,



Parterre de roi with the mayor of Florence and some winners



Saima Sicurezza, one of the promoters of the event with the engineer Alessandro Faralli and Cecilia Del Re, councillor for Urban Planning of the Municipality of Florence



In the photo David Hirsch chief designer of Arup, winning firm of the Franchi stadium redevelopment bid

IS STILL MAKING HISTORY

with its 80 years of history, was the challenge of all challenges, because it was a question of preserving the work while building something new. The most important aspect was to protect the historical value of the work while focussing on modernisation and feasibility. It will, in fact, involve the restructuring of an entire neighbourhood, rethinking a structure with a modern twist. This also means – emphasised the mayor **Nardella** – giving jobs to companies, to the people and to Florence. Such a stadium will be truly unique in the world, because it will bring together past, present and future. The question posed by **Roberto de Ponti** was interesting as he asked Nardella if Florence had truly resigned itself to a new stadium. In response, the mayor concluded by stating that he believes in the patience and tenacity of a Florence that loves discussion and controversy. Florence – he emphasised – will certainly be amazed and proud of the new stadium, because the technical group consisting of technicians from Florence, of the Municipality with designers, is working with great commitment to guarantee innovation, respect for the environment and functionality. His words were welcomed with warm applause in the hall at the fact finally of sealing the beginning and the implementation of this great project.



Meetings taking place



The mayor of Florence, Dario Nardella answering the questions of the journalists present

SAIMA IS NOT AFRAID TO FLY (ANY MORE)

New products, targets and markets: these are the objectives that SAIMA has set itself since the beginning of the year. And now it is time for us to take stock, which is definitely positive for us. We have chosen to implement our products and to make our presence continuous and increasingly effective wherever possible to ensure we are increasingly known, especially with regard to airports. For this reason, there have been many appointments in which Saima Sicurezza has been involved.

One of the most interesting events on American soil worth mentioning is that of **Seattle**, that is the **AAAE** Convention reserved for the airport world where we were also in attendance, with our **Exit Lane Corridor** and with **Vasari**, the boarding gate solution of **SAIMA by Pininfarina** which narrates a totally new concept to create access control systems. The Vasari gate was in fact designed to combine fundamental concepts in terms of access control, which often seem to be in antithesis, such as: protection, control and beauty. Now, thanks to Saima, it is possible to experience the feasibility of this union. Our absolutely innovative technical solutions have in fact implemented the performance of our product and therefore Vasari not only protects the place of installation but also fluidly regulates the flow of visitors and, finally, with its appearance, transforms into an actual design object capable of very clearly characterising and defining the place of installation, also guaranteeing a pleasant user experience for anyone who uses it.



The Saima Sicurezza team present at AAAE in Seattle



*In Paris, with **Gabriele Zeni** and **Stefano Letizia** exceptional hosts at our stand, one of the most popular*



At Passenger Terminal 2022 our Vasari gate received the applause of all visitors

In the airport sector, however, especially after two years of delay due to the Covid epidemic, we definitely had to attend the event in Paris , **that is the Passenger Terminal Exhibition**, the one we could define as the “mother of all the trade fairs” dedicated to this sector. In Paris, finally back at the centre of important events in the field of access control, **Vasari** was also presented in Europe. Within the framework of a stand that had been especially “designed” for the best enjoyment of visitors, our “gate” received the success it deserves even on European soil. It is no coincidence that the first orders are already being defined, both for Italian projects and abroad, as proof of the fact that - now - SAIMA is increasingly expanding its presence at airports so it is appropriate to state that ... it is not afraid to fly (any more).



pininfarina

SAIMA entrusts Pininfarina with the design of VASARI, a new concept of motorised gate

Cutting-edge design and excellent technology come together to create the first collaboration between the two companies.

Turin, - **SAIMA Sicurezza**, an electronics and mechanics company, chose **Pininfarina** to design a **new two-way motorised gate. Vasari**, with its innovative and elegant design, aims to redefine the identity of the gate and break away from its pure barrier function.



Pininfarina has created a new user experience by studying and mapping the journey of the user (before, during and after the use of Vasari) to create a product that on the one hand, invites transit and on the other simplifies man-machine interaction with maximum fluidity. Thanks to the **mix of UX skills, industrial design and architecture** Pininfarina was able to design a gate that promotes the flow of people making **the experience natural and pleasant**.

Vasari is equipped with an access control system consisting of two machine bodies which allow opening and closing through the movement of the glass panels. Vasari allows

the customer the highest level of customisation, being able to choose the colours of the elements such as the doors, central and side structure, depending on the aesthetic requirements of the building.

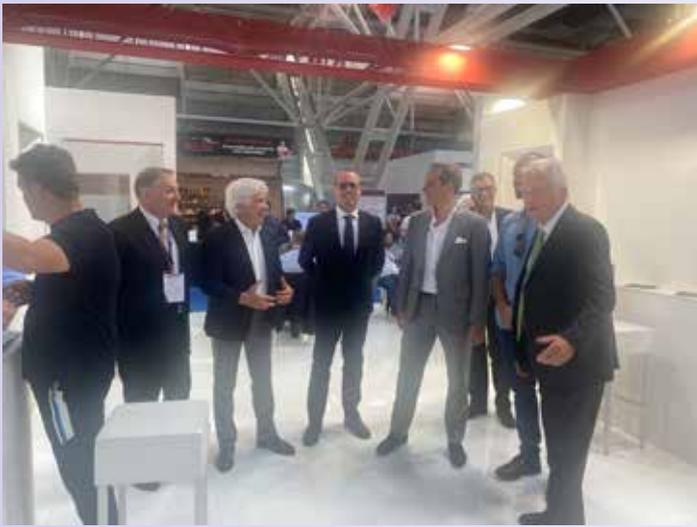
Thanks to a **sophisticated, extremely flexible and customisable design**, Vasari adapts to a variety of types of building including metro systems, offices and luxury buildings.

“We are proud of the result. Vasari transforms transiting through the gate into a pleasant experience, facilitating people’s access and thus creating a natural connection between outside and inside. Through this project we have defined a type of experience and design that we will implement in the new products of the range” stated **Nicola Girotti**, Head of Industrial Design

“The entrance and reception are the business card of a building and, as Oscar Wilde said “There is no second chance to make a good impression”. For this reason we identified Pininfarina as the best partner to create a pedestrian gate that is no longer a barrier to entry but a design and furnishing object to welcome guests” stated **Gabriele Moretti**, Global Sales President of SAIMA Sicurezza.

SAIMA MECCANICA at the BOLOGNA trade fair...

The world was in attendance at the trade fair in Bologna and everyone turned up for Autopromotec after Covid: from **Israel, Japan, Spain, Greece, Switzerland, France, Bulgaria, the Czech Republic, Portugal, Slovenia, Ecuador** and **Austria**. Notable absences were contingents from the Far East and South America, probably still due to the pandemic. All the Italian customers and many potential new buyers interested in our systems were present. A true success! Finally, in person, we were able to meet again and to re-embrace the importers who had always been loyal to our brand, synonymous with superior reliability and professionalism in the world. At the **Saima Meccanica** stand, our booth with a preparation area was very popular.



Trade fair highlights



*From **Israel** with a long-standing historical friendship*



*Our distributors **from Austria** were also present*



*And from **Italy**, even Francesca Stefanelli di Stefanauto at the trade fair with us!*

...in POLAND with Paolo Ferrari, in HUNGARY with Salvatore Antonucci

Paolo Ferrari with the company **SOSNOWSKI**, our distributor in Poland. No less than 50 people engaged and divided into various commercial, technical and administrative sectors, specialising in **Large Vehicle** cab projects, particularly in demand in the railway sector. An important meeting - commented Paolo Ferrari - because during this two-day full immersion, all the experts responsible for the technical aspects of 6 large industrial projects in which we are engaged with great satisfaction by Saima Meccanica had the opportunity to meet.



*In the photo, together with **Paolo Ferrari**, a number of representatives of the company **Sosnowski***



***Paolo Ferrari** during one of the "two-day" meetings in Poland*



With **Salvatore Antonucci**, in **Budapest**: at Hungexpo, the event that presented the Hungarian and Central Eastern European automotive industry, Saima Meccanica was present at the trade fair, at the stand of ELEKTRON HUNGARY. An excellent opportunity - stated Antonucci - to follow the strategy of our distributor and the trends of the automotive industry market. The number of visitors was satisfactory and good to develop synergies with companies operating in the industrial paint market.

*From **Budapest** a view of our stand at what is the most important appointment among the insiders of Central and Eastern Europe*

SAIMADAYS

Let's get through the pandemic with a big hug

Despite the sultry heat of a hot summer, the company's visits to Arezzo resumed at full speed. A renewed desire to meet in person, (just see for yourself online!), and without a mask but ... with prudence due to cases of contagion that still in Italy are evidencing the presence of a virus that has not been completely tamed.

Our Italy, with its history and culture, attracts guests from all over the world who come to take advantage of the summer - to tell the truth too hot this year - to come and visit us in the company, combining the profit of business with the delights of our globally unique historical attractions.



With **Massimo Valeri** a special welcome to the **new distributor** of Saima Meccanica for **Paris/Ile de France** with father and son Jean Marc and Antoine Viorney.

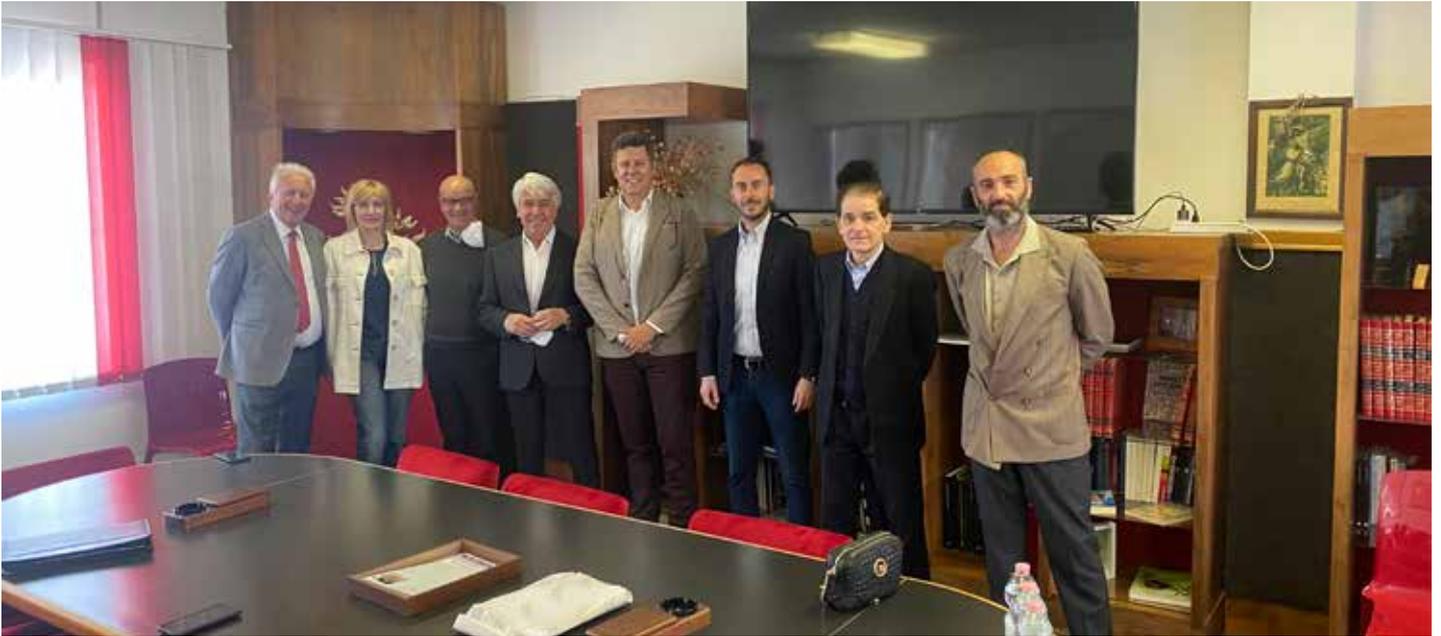
From **Croatia** with the usual friendship!



From **Panama** a really interesting visit to learn about Saima Meccanica... and also Saima Sicurezza

SAIMADAYS

Lots of meetings for Saima Sicurezza



*In Arezzo **Juan Carlos Valdes** and **SAIMA SEGURIDAD** once more reunited*



*A special visit **from Austria** with the Honourable **Petra Uberrauer** and **Zeljko Mamuzic** from **UMH***

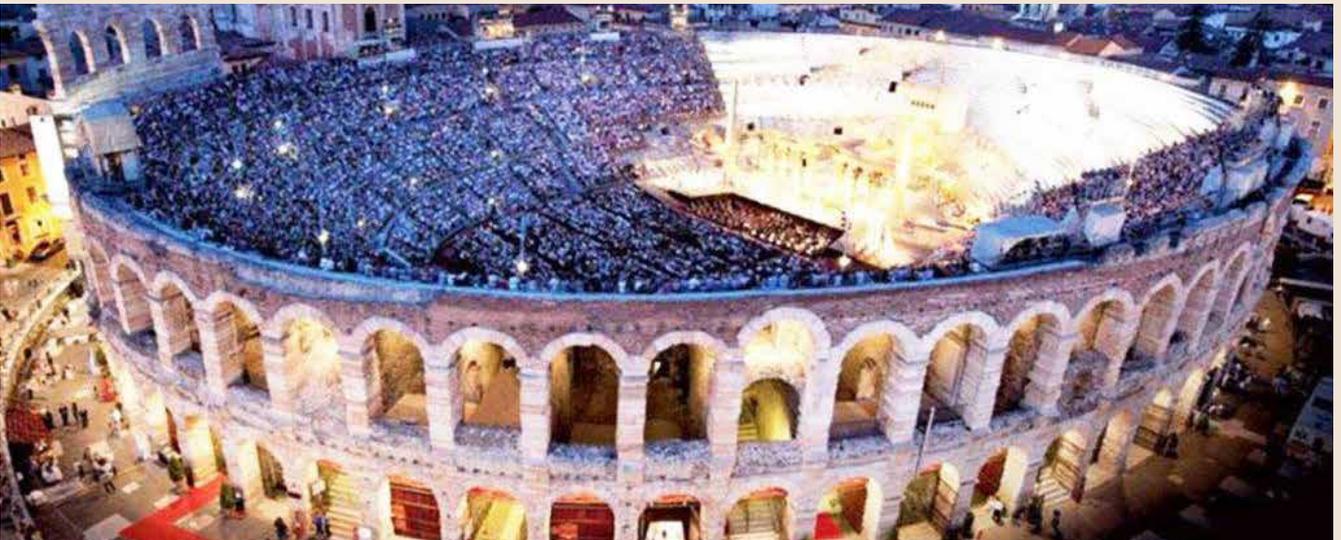


*Travelling **SAIMA DAYS** in **Mexico City** visiting the most important Exhibition as for Latin America. Different SAIMA products shown on such an occasion: some model of **swing gate**, some full **height turnstile** and one of our typical security booths. SAIMA "**special device**" for the protection of any ATM booths had a great success too.*

Did you know that...?



In **Verona**, in the historic setting of the Arena, finally after two years of lockdown, we were able to attend the première of *Carmen*, a very special evening and with an audience from all over the world that opened the season of the greats of Italian opera music.



An "historic" victory for **Orietta Malvisi Moretti** at the Ugolino Golf Club, voted "First Lady", paired with **Rossella Mallardi Verdina**: and who would have thought? Never say never!

Did you know that...?

In **Warsaw**, in the new metro, here we are with our **Saima Sicurezza** PASS LIGHTS. A prestigious installation that certifies how the reliability of our brand is truly crossing many frontiers!



Our security systems for the Warsaw metro



AIDDA TUSCANY 2022 **Award** to the Marquise **Etta Carignani**.

Arriving by golf buggy at the Ugolino Golf Club, lit by the splendour of the stars in the pine forest, the Marquise Etta Carignani, awarded by AIDDA Toscana during the Summer Festival. Nobody more than her would have deserved this award, whose importance was celebrated by the turnout of flag-wavers of the Florentine villages and districts.



A pinch of Tuscany...

The Abbey of Vallombrosa

Together with friends of the Fiesole and Bisenzio Le Signe Rotary Club, we visited the historic and extraordinary Abbey of Vallombrosa.

Father Abbot Giuseppe Casetta was the exceptional guide. The Vallombrosian monks - he explained - according to the Benedictine Order, faithful to the rule "**Ora et Labora**", in 1038 began the construction of the complex. Some called them "Forest Monks" due to their dedication to the planting and cultivation of the white spruce. The forest contains the highest specimen of white fir in Italy (measuring 63 meters)!



Galileo Galilei spent time here, furthering his studies. 100 years of history of Vallombrosa, from Giovanni Gualberto to the present day: the presence of the Medici, the dispossession of Napoleon and his troops and the presence of the first Italian forestry school are all events narrated on the pages of life of the abbey. In the Ancient Pharmacy, adjacent to the entrance of the basilica, the products, according to the ancient recipes of the monks, are still very popular with visitors. However, the monks' warning remains unchanged, carved at the entrance doors of the kitchen "*Regnum Dei no est esca et potus*" (the Kingdom of God is not food and drink). Those who have never seen the abbey must definitely pay a visit, at least once, to this masterpiece of history and faith, whose path fades away into the night of time.

