



Holiday Wishes and Projections for 2022

The President's letter

"Another year is beginning and, as per tradition, our house organ gives me the wonderful opportunity to wish everyone well and to recap what happened last year, while announcing our group's strategies for 2022.

The year 2021 was a positive but also a difficult and intense time. It was difficult due to a worldwide contingency - caused by Covid19. The past two years have changed, and have made more arduous, not only the way we live and relate to each other, but also the way we communicate, produce, sell and deal with customers. At the same time, however, the year was intense because within the exceptional contingency due to the pandemic, we knew that it was worth it to begin to make changes while always looking ahead, even when the word "future" was more full of unknowns than ever. For example, we started to research and produce new models for a market that had changed radically in a very short time, and to implement in a consistent way most of those already produced. We commissioned worldwide market research that allowed us to see a relevant interest for our products in various markets, in particular in the United States and in some Asian countries where we decided to expand. This, of course, without neglecting Europe and the domestic market, where, thanks to our distributors and dealers, the companies of our group hold a leading position in their respective sectors. As far as the USA is concerned, we chose to tackle that market directly, in order to better face the competition of some multinational companies that compete with us, also thanks to the wide range of products that **Saima Meccanica** and **Saima Sicurezza** are able to offer our customers. A new and evident industriousness is guiding these important steps. Not by chance, they come as a result of the increasingly rooted presence of our children in the management of SAIMA. Their presence brought new life into the company in terms of ideas, enthusiasm and courage - as well as a broader vision than the ideas of us "Seniors" - and it was easy to follow them and to see their value. The contribution of our children is synergistic and diverse, with their unique but absolutely mutually collaborative abilities. It is an aspect that is making the so-called "generational shift" natural and harmonious. At a certain point - as many economic treatises say - "either you expand or you regress". We have chosen to progress in the wake of continuity, made possible by the practical and enthusiastic contribution of the second generation of Partners, whom we have tried to make the most of. As did all our workers, without whom - in any case - all the steps we have already taken and those yet to come could not have been a prelude to growth and positive results.



Happy New Year to all of you, thank you for the year we have just had together and best wishes for a 2022 that is still to be written, and which we hope will be full of goals to be reached."

Paolo Moretti

WELCOME TO SAIMA!



entrance has been active for some time now, because we still haven't gotten rid of the pandemic. Winter will be the true test! There is fear of a new wave that could once again overwhelm our lives and the economy. Many



but also to mitigate the stress that has been chasing us for a long time with threatening news about this infamous virus that seems to resist always, in spite of everything, because it is not only extraordinarily contagious but also extraordinarily changeable.

Whoever comes to **Saima** in Arezzo knows they have to show their Green Pass at the entrance to get the thumbs up for admittance. It is a necessary and important precaution for the health of all those who work at the company. That's why our turnstile for checking Green Passes at the



are already in queue for the booster shot! It is true that we have managed to contain infections, at least a little. In our country there is criticism and counter-criticism for the rules that have been imposed. But this is normal. They are needed for our democracy,



SAIMA BEATS COVID

with new Covid-free products

This too shall pass and we are counting on 2022, but in the meantime our new products for environmental health were launched, for the entrances of public spaces, offices, hospitals, subways, airports, etc.. Face masks have become an indispensable accessory for everyone, especially in indoor spaces, just like you would don a scarf when it gets cold. At **Saima** we are ready with **Area Buona Pro** the UVC light sanitizer designed especially for schools. For this product we have won several tenders and contracts. **Area Buona Pro** is a very popular product, certified with a high efficiency rating for bacteria removal. It has been perfected to be able to sanitize large spaces with a noise level below 42 decibels. We are also providing sanitizers for cars, specially designed with the special effects of sanitizing fumes and vapours. We design and manufacture **Purifico Smart**, the system that sanitizes vehicles. It is an important tool that allows us to travel safely in our vehicles, rented cars and even inside ambulances or medical vehicles.



Finally, **Saima Sicurezza** together with the **Ente Nazionale Sordi Provinciale** of Arezzo inaugurated, at the Arezzo branch of the **Bank of Cortona**, the first ATM with accessible visual indications for the deaf, the **Sportello Bancomat LIS**.

It is the first of its kind in Italy. The self-service area of the Banca Popolare di Cortona is equipped with a screen that projects sign language. The project not only revolutionises the accessibility of the service for deaf people, but it is also the beginning of a series of deeper changes, for an increasingly effective removal of all kinds of barriers. The self areas, as they are called, are in front of bank branches, open 24 hours a day for money withdrawals. With the **LIS automatic teller machines** the user is guided through various types of audio messages played inside the room. This system guarantees a "translation" of the audio messages in the self area, in Sign Language, that can be used by clients who unfortunately are unable to hear sounds and noises without external aids. Parallel to the audio messages, a screen has been installed in this same area, and it will play a video with Sign Language and subtitles, thus ensuring the proper transmission of messages to all.



Test run of our new model

DESIGN BY

pininfarina

Even during the first tests, the new turnstile designed by Pininfarina was met with compliments and approval from professionals and more. A really beautiful turnstile, elegant and simple at the same time and, of course, able to easily regulate the flow of people in transit. It was tested and checked at SAIMA and then presented to "old" and "new" customers alike. **Vasari** (which is the name of our system), was declared a success, and it has already been optioned by several Italian and foreign buyers. This fact is indicative of a new way of conceiving entryways to prestigious spaces, palaces, buildings, and headquarters of important organisations ... where nothing is left to chance. Many installations are on the books ... starting in 2022.



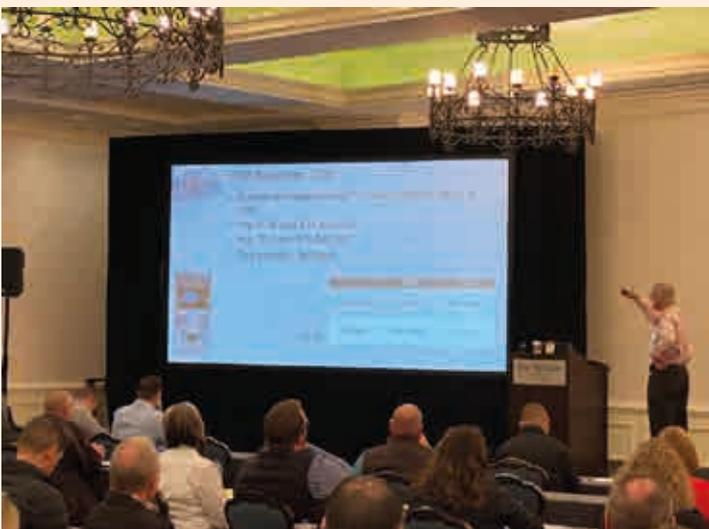
SAIMA SICUREZZA (Re)discovers America

New year, new products, new markets and new challenges. These are the commitments of Saima Sicurezza. We are ready to tackle increasingly ambitious goals. Globalisation keeps us engaged and we are on the front line. From Arezzo to the States, therefore, it's just a short jaunt. Our brand and our products have been presented and welcomed at some of the most important American events, where the topic is 360° "security and access control" and the demand is intertwined with the supply, and solutions were presented to insiders: banks, airports, government agencies, etc..

At **ISC East** in **New York** and the **Security Risk & Management Conference** in **San Antonio, TX**, which were held at the same time, we welcomed numerous visitors to our booths. Although miles and miles away from each other, both exhibits received the same consensus from the trade show visitors: excellent! Our Gabriele Zeni and Stefano Letizia were at the two events.



The SAIMA booth in New York, where we presented our latest security systems.



*At the Security Risk & Management Conference, our solutions for the defence and protection of **Automatic Teller Machines, (ATMs)** were successful and the booth welcomed a very large percentage of visitors.*

FROM LAS VEGAS, THE LATEST NEWS FROM THE SEMA SHOW

Sema is the main event for the painting industry and for the world of automotive after-sales. The latest edition took place in Las Vegas at the Convention Center and Accudraft, historic importer of Saima Meccanica, exhibited as always, and presented its range of winning products.

We talked to Guido Pippa Junior, CEO of Accudraft, who said:

"The SEMA show returned two weeks ago to the Las Vegas Convention Center and we are proud to say we were a part of it. All auto-body tools and equipment was moved to Upper South Hall this year and it was a great showing for the first year. The highlight of this year's show for us was the introduction of **Accudraft LIVE**, which offers shop owners detailed metrics showing true costs of operation per booth, per location. On top of metrics, having the ability to order filters, schedule maintenance, and more made this system appealing to all who checked into it" - said Guido Pippa Jr., also on social media -

In Arezzo various newspapers, including online, amply covered the growing success of Saima Meccanica in the States.



The photos we received show the keen interest in this new software that plans and manages costs. Accudraft presented it to the U.S. Market, where they have been the undisputed leader for some time now.



What they say about us in Italy.



Redazione



ECONOMIA

Da Arezzo a Las Vegas: Saima Meccanica in vetrina al Sema Show

L'azienda aretina sarà al più importante evento mondiale dedicato al post-veicolo automobilistico. Saima Meccanica sarà in fiera dal 2 novembre per presentare i più recenti sviluppi nella verniciatura.



Da Arezzo a Las Vegas: Saima Meccanica al Sema Show per presentare i nuovi sviluppi nel settore della verniciatura. L'azienda aretina, punto di riferimento a livello mondiale

SAIMADAYS..

In spite of the pandemic we were still able to have visits and meetings in Arezzo. By following all health regulations, wearing masks, taking every necessary precaution and social distancing ... we welcomed many friends, customers and importers from Italy and abroad, who came to visit us to see the latest products and attend special training courses, created just for them.



Poste Italiane came to see Saima Sicurezza, to confirm our long-standing collaboration.



Saima Meccanica with representatives of Avas, who sells our painting equipment in Holland.



Also, we welcomed Mera Sytemy from Poland, with whom Saima Sicurezza is collaborating on the construction of gates for the Warsaw metro.

SAIMADAYS..



We had a visit from from the United States. Jack Haddad, a technician from Accudraft, a company that sells Saima Meccanica painting systems in the States. Jack flew to Italy and wanted to see first-hand the features of our paint systems and get up to speed on what's new for 2022.



We also had representatives from Mexico. Thanks to our importer for Saima Sicurezza Gladio/RS Security we were able to meet representatives of some major banking groups, who came to view the products they already ordered for an important Made in Saima project for the Mexican market.



We had an important visit for Saima Meccanica from Italy, which came after the construction of an all-electric painting plant, in honour of sustainability. As always, our Luca Agnolozzi was the host, and together with Mr. Crosato, Saima Meccanica's agent for the Italian Triveneto region, they welcomed Luca Righi of Elar, our supplier, Mr. Schibuola, who with the company Eletec, (from Occhiobello, RO) developed drying systems, and our customer Mr. Leonardo Guratti, together with his daughter Chiara.

Did you know?

Mark your calendar for Saima Sicurezza in Berlin, for BUS2BUS, the trade show where the next stop will be... THE FUTURE! We look forward to seeing you on April 27-28, 2022 at the Berlin Exhibition Grounds. Don't miss these other events:

ORLANDO (FLORIDA) to participate in **ATMIA**,
(February, 2022)

LAS VEGAS, for **ISC WEST**,
(March 2022)

PARIS for **PASSENGER TERMINAL**,
(April 2022)

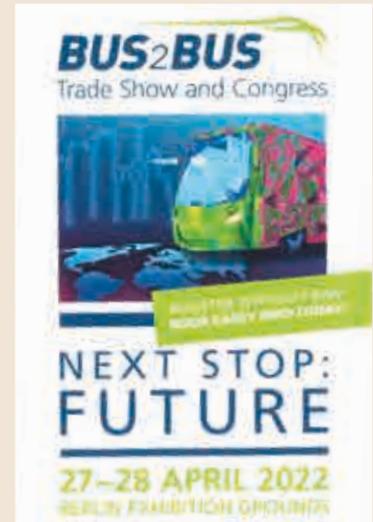
Saima Meccanica will be present at:

MADRID for **MOTORTEC**
(March 2022)

BOLOGNA for **AUTOPROMOTEC**
(May 2022)

FRANKFURT for **AUTOMECHANIKA**
(September 2022)

PARIS for **EQUIP CARS**
(October 2022)



Saima Meccanica and **Saima Sicurezza** have renewed their **fleet of forklifts**. The new models have equipment and software that will interface with our management system, as required by legislation called "Industry 4.0", which is a great help for the digitalization of our companies.

A synergistic collaboration between the Purchasing Offices of Saima Sicurezza and Saima Meccanica who acquired the JUNGHEINRICH trolleys, world leader in the production of these types of tools. The maintenance will be carried out by the manufacturer as well, through the Moretti Ugo company, which represents the Jungheinrich brand in Italy.



Did you know?

Despite having sold her company **Carla Braccialini**, now in her nineties, is still one of the most beloved entrepreneurs in Florence. She is a Cavaliere del Lavoro, and Carla Braccialini will always be famous for her highly original creations that are true works of art in the history of Florentine handbags. The photo shows the presentation of the autobiography of this creative and eclectic entrepreneur, who is one of a kind. Carla Braccialini is an example of how a negative experience can still be a reason to grow. In Italy, failure is a sore subject, while in the USA this kind of experience can turn into a reason for a new corporate culture.



The Hon. **Riccardo Nencini** published another wonderful novel. "Solo" retraces the tragic story of politician Giacomo Matteotti, and it is garnering the success it deserves. Several meetings have been held to present the book. In the photo we see the meeting in Fiesole, where the author was welcomed by Mayor **Anna Ravoni** and **Paolo Moretti**, president of the Saima Group.



Dalila Mazzi, President of the Pistoia-Prato Chamber of Commerce, represents the Tuscan chamber system in the executive committee of Union Camere, which brings together all the Italian Chambers of Commerce, together with Leonardo Basillichi, President of the Florence Chamber of Commerce.

In the photo Dalila Mazzi.



A touch of Tuscany...

Our Florence Capital from 1865 to 1871

In 1865 the capital of Italy moved from Turin to Florence, but, as it could happen even in the best families, the fact that Turin was abandoned in favour of Florence gave rise to numerous clashes which culminated in the so-called "massacre of Turin", carried out by some members

of the Royal Italian Army against groups of demonstrators who wanted to oppose the move of the capital city. So on February 3rd, Vittorio Emanuele II left Turin to settle in Florence, and in November 1865 the IX legislature was inaugurated. Six years of Florence as the Capital of Italy! Some still remember the festive welcome of the Florentines who awaited H.M. the King accompanied by H.E. the President of the Council of Ministers, Gen. Alfonso Lamarmora. The king arrived by train, greeted by the applauding crowd and with many torches that illuminated the entire route that saw him pass through the streets of the centre of town, up to Palazzo Pitti: Vittorio Emanuele II chose the private rooms as his residence. In Palazzo Vecchio, on the other hand, the House of Representatives was housed in the Salone de' 500, while Palazzo Medici Riccardi was assigned to the Senate and the President of the Council along with the Ministry of the Interior. Important years, even if not easy ones for Florence Capital. On the 150th anniversary of the end of the period of time that Florence was the capital of the Kingdom of Italy, 1861-2021, the President of the City Council Luca Milani, organised special events, including one with the Rotary Club Fiesole, Firenze Granducato, Firenze Ovest, and Bisenzio Le Signe. Thanks to Arrigo Rispoli, former Governor, with President Pietro Belli of the R.C. Fiesole it was possible to visit the Rooms of Florence Capital. The wit and satire in the paintings hung

along the walls highlight what was the true history of our complex Italian politics: they make you laugh, sometimes so as not to cry, with its ministers and ministries, as well as the mysteries that were never solved and the best characters of all time! The satirical paintings are all displayed with appropriate and witty captions in the Halls of the palace. Better than any historical guide, they can make us smile and reflect on the history of Italy.

