



# Italian Industry 20

## PROCESS ENGINEERING BUYERS GUIDE & NEWSLETTER

### S ANIMA?

Italian National  
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Companies of ANIMA cover a  
wide range of equipment sectors including:

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Compressors

Plant

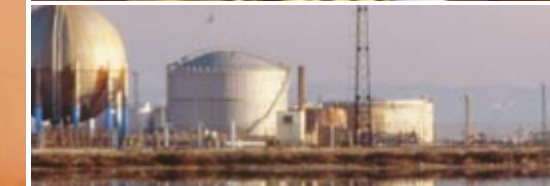
Equipment  
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Plant  
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### Italian Industrial Trade Fairs

- 8-13 MAY, 2000 - PLAST 2000, MILAN.  
Triennial Plastics, Rubber & Associated Machinery Exhibition  
[www.assocomplast.com/plast.htm](http://www.assocomplast.com/plast.htm)
- 11-13 MAY, 2000 - MICRO ELETTRONICA, VICENZA.  
Biennial Electronics Exhibition  
[www.microelettronica.vicenzafiera.it](http://www.microelettronica.vicenzafiera.it)
- 17-20 MAY, 2000 - LAMIERA, BOLOGNA.  
Metalworking Exhibition  
Tel: 0039 051 282111
- 24-27 MAY, 2000 - ACCADUEO, FERRARA.  
Water & Waste Treatment Exhibition  
Tel: 0039 0532 900715
- 21-24 SEPT, 2000 - RICICLA, RIMINI  
International Waste Recycling Exhibition  
Tel: 0039 0541 711711
- 3-8 OCT, 2000 - BIMU, MILAN  
International Machine Tools & Automation Exhibition  
[www.bimu-sfortec.com](http://www.bimu-sfortec.com)
- 3-8 OCT, 2000 - SFORTEC, MILAN  
International Sub-contracting Exhibition  
[www.bimu-sfortec.com](http://www.bimu-sfortec.com)
- 7-11 NOV, 2000 - BIAS 2000, MILAN  
Biennial Automation, Instrumentation & Microelectronics Exhibition and Conference.  
[www.bias-net.com](http://www.bias-net.com)
- APRIL 2001 - VENETO MECCANICA, PADUA  
Mechanical Engineering Exhibition  
Tel: 0039 049 840111
- MARCH 2002 - FLUIDTRANS COMPOMAC, MILAN  
Biennial Power Transmission, Drives, Control and Engineering Design Exhibition  
[www.fieremostre.it](http://www.fieremostre.it)
- MARCH, 2002 - SERVITIS, MILAN.  
International Heating and Ventilation Exhibition  
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THE ITALIAN INSTITUTE FOR FOREIGN TRADE  
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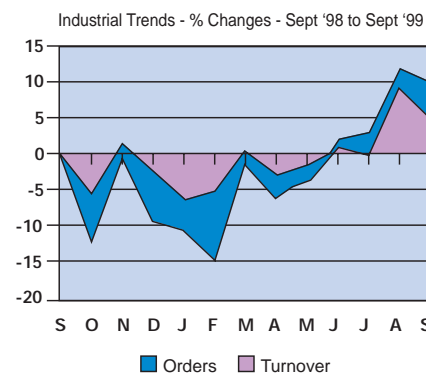
JUNE 2000



# Sector overview

Italian suppliers to the Process and Climate Control Industries, have a long history of supplying technologically advanced – high quality equipment and services. Indeed, the production of pumps & pumping systems, heating systems, pipes, valves and fittings can be traced back as far in history as ancient Rome. Whilst of course products and materials are unrecognisable from their ancient ancestors, many of the fundamental principles established two millennia ago, are still evident today on a worldwide scale.

ver	Orders
6	-0.8
4	-6.5
6	1.8
5	-7.8
	-4.4
	-9.4
5	-1.3
9	-2.9
3	-2.3
2	0.8
3	3.2
3	2.4
4	5.5



The current level of production within this sector and the technological advances made by Italian suppliers would make their forefathers proud in the extreme. Italian manufacturers and service providers within this sector have developed an unrivalled excellence, which is internationally recognised. This success has allowed domestic manufacturers to not only excel at home and within Europe, but as far a field as North-America, the Middle-East, Far-East and Oceania. As well as a number of substantial, well-known companies, this sector is also extremely well represented by a significant number of small to medium sized enterprises, many of which work in collaboration with each other in order to facilitate increased market penetration and efficiency. Whilst a number of sectors have shown adverse affects due to the Asian and Russian market crisis's, with a few exceptions, this was not widely translated into an export slowdown for a number of industries, including those supplying the 'Process Industry and Climate Control' Sectors. Indeed, as with much of Italian industry, export orders have been steady and in a number of cases significant growth has been achieved. The benefit of this can be seen by the overall balance of trade, again showing a positive export balance.

## The Italian Institute for Foreign Trade

The Italian institute for Foreign Trade (ICE) is a public agency which operates in accordance with the directives of the Italian Ministry of Foreign Trade. It has the task of promoting, developing and facilitating export business of Italy, with particular emphasis on the requirements of small and medium sized businesses and consortia. ICE has 95 offices worldwide including the Italian Trade Centre in London and 16 local offices providing Italian companies with consultancy services and assistance in associated technical and commercial activities. The Institute also helps promotion in export markets in a wide range of manufacturing sectors. Essential to ICE activities are the provision of up to date information by a sophisticated network system and the publishing of specialised journals, market analysis and business research.

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**The Italian Trade Centre**  
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### ENQUIRY CARD



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RESPONSE: P10

The major exploitation of production information systems and the tendency towards sub-contracting and out-sourcing indicates a possible decline in employment. The economic pointers leave some hope for the year 2000, but despite a tight hold over the market, and even taking into account positive economic factors, Italy has found itself with a growth rate inferior to some of its European counterparts which has been further aggravated by a higher than average level of

inflation. Whilst such factors can put pressure on competitiveness, other elements such as cost reduction, steady employment costs, high levels of investment in research & development, continuing high quality production etc, all mean that Italian manufacturers and service providers can continue to offer overseas clients high quality, cost effective solutions for their requirements within this important sector.

**p.A.**  
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RESPONSE: P11

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**B.F.E. SpA Bonney Forge**

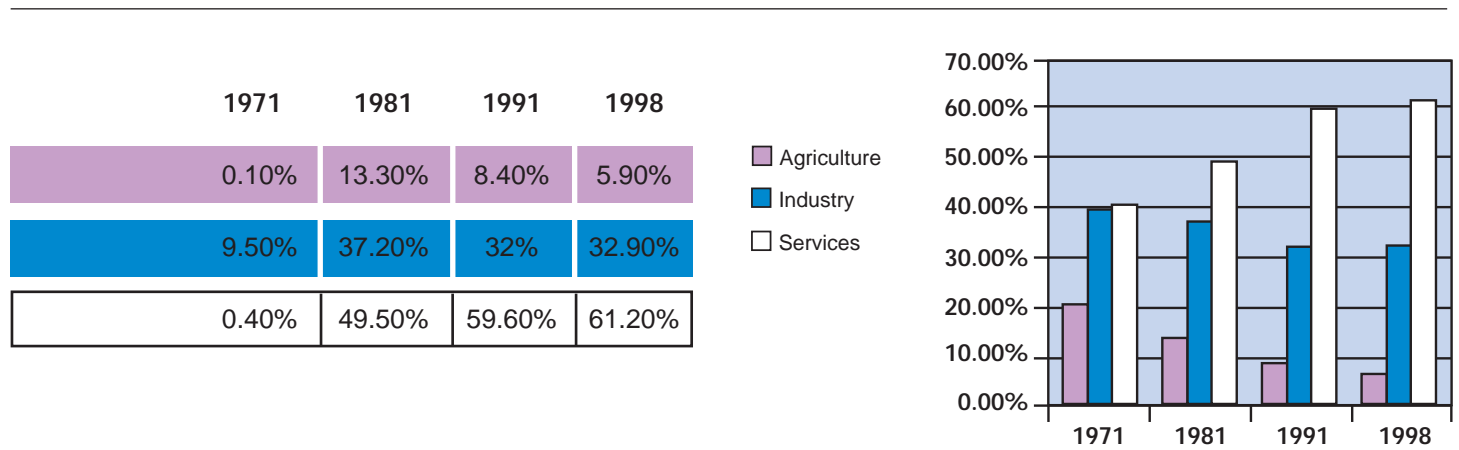
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## ment by Sector



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RESPONSE: P4




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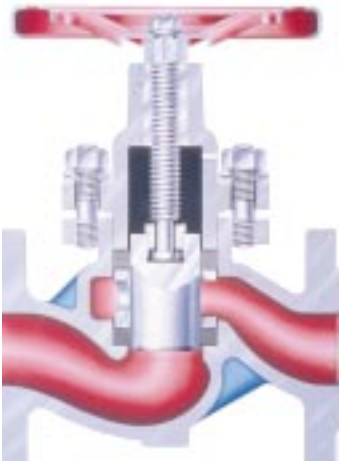
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RESPONSE: P5




**LED ITALIA SRL**  
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RESPONSE: P6



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