



UNINDUSTRIA BOLOGNA



Partner Tecnico di Progetto:



RONCUCCI&PARTNERS

# MECH&TECH FOR LIBYA

## COMPANY PROFILES

The Business Mission to Libya is foreseen  
from March 26 to April 2, 2010

The mission can reach both Tripoli and Banghazi,  
according to the Libyan companies to match with

**February 8, 2010**

## **Baltur SpA**

<b>Year of Foundation</b> .....	1950
<b>Business Sector</b> .....	HVAC
<b>Turnover</b> .....	48 Million €
<b>Employees</b> .....	205
<b>Web Site</b> .....	<a href="http://www.baltur.it">www.baltur.it</a>

### **The Company**

The company was founded in 1950 and today is known as one of the leading companies in the heating, ventilation and air conditioning sector (HVAC). The company produces complete heating systems for residential and industrial applications. Company core business is the designing and production of burners and residential boilers, although product range is wider and includes hot water boilers, steel boilers, industrial boilers, heating and solar heating systems, climate control systems, hot air generators, air treatment systems and water chillers. For a complete product range please refer to the following web address: <http://www.baltur.it/web/baltur/prodotti>.

Baltur products have different applications from the residential to the industrial sector. In particular, burners can be used in systems which need burners for their proper working (boilers, oven dryers, painting cabins, ...), agro and food industry (drying, woodburners, bakeries, ...) and construction and public works sector (streets, buildings, ...).

Export is about 45% of the total turnover and 85% of burners is exported (Russia, Europe, Africa, Middle East and Turkey, China and Far East, India and South America).

Through the Research and Development division, equipped with sophisticated instruments, Baltur is involved in the development and testing of new products able to satisfy the requests of the most demanding customers and to solve even the most complex application issues. Baltur products and processes (design, purchasing, production, inspection and testing, sales and post-sales assistance) are codified by procedures guaranteeing quality and certified by ISO 9001:2008 and ISO 14001.

### **Libya Market: Company Strategy and Requirements**

Baltur main aim is to establish commercial partnership with Libyan counterparts. In particular, the company is looking for local distributors able to promote Baltur products on the Libyan market with particular reference to the burners. The potential distributor should be able to assure a post-sales service, including maintenance and spare-parts selling. Distributors could be trained by Baltur at its headquarters.

Baltur burners can be used in several sectors of the Libyan economy: agro-industry, SMEs (e.g.: bakeries), public infrastructure and works as well as manufacturing of products needing burners in order to work properly.

Realizzato da \_\_\_\_\_

## **BOSCHI SERVIZI Srl**

<b>Year of Foundation</b> .....	1996
<b>Business Sector</b> .....	Agriculture / Agriculture Mechanics
<b>Turnover</b> .....	1 Million €
<b>Employees</b> .....	4
<b>Website</b> .....	<a href="http://www.boschiservizi.it">www.boschiservizi.it</a>

### **The Company**

Founded in 1996, Boschi Servizi is part of the Mulino Boschi Group, company born in 1951 as an agro-industrial plant for the milling of tender wheat, basically oriented towards the production of flour for bread and today committed to the storing, drying-up and trade of fodder, import and export of zoo-technical raw materials, trade of organic and chemical fertilizers, seeds, as well as rise starch in grain and powder. Within the Group, Boschi Servizi is the company specialized in installation and maintenance of grain storage systems. Since 2006 the company has been focusing its attention on the study and introduction in Italy of the grain storage system inside plastic silo-bags. Currently, Boschi Servizi is the leading European company having the deepest experience in this field, able to supply data, consulting and machineries to every kind of customer, compliant with the existing EU regulations and comprehensive of an appropriate after-sales support.

Boschi Servizi commercializes plants and machines for the storing of cereals and corns. In particular, the company is specialized in the commercialization and installation of horizontal silos in plastic material and of relatives storing machines. Main products are:

- polyethylene silo bags (capacity of 200-250 tons)
- cereal sacking machine and lateral upload sacking machine
- hopper car auto-downloading
- cereal extractor

The peculiarity of the horizontal storing system has to be found in several features that make it different from the logistic, technical and economic point of view from the classical storing system methods. Beside being cheaper, the horizontal storing system is able to guarantee a perfect preservation, protection of the harvest from insect infestation and rodents, from the overheating and the development of mould, a low environmental impact, respect of the European normative and the possibility of positioning the silo bags everywhere.

Beside its products, the company provides also for services to its clients that include: analysis of the cereal quality, soil analysis, planning and engineering studies, stabilizing paving, training courses and manuals and after-sales assistance for the use and maintenance of silo-bags.

### **Libya Market: Company Strategy and Requirements**

In Countries like Libya, all cereal storing activities are carried out in open spaces, with low hygienic standards and leaving the harvest exposed to wingeds, that means an eat equal to 25%. Moreover, even when stored in grain elevators, cereals are subject to insect infestation. The use of horizontal silos in polyethylene will allow to avoid all these problems with low investments.

To this end, the company aims at identifying a distributor able to commercialize Boschi Servizi products as an optimal solution for cereal storing in Libya or public interlocutors, such as the Ministry of Agriculture, to whom propose a partnership for the supply of products in the agri-food sector.

Realizzato da \_\_\_\_\_

## **CEIR**

<b>Year of Foundation</b> .....	1971
<b>Business Sector</b> .....	Industrial plant engineering and set-up
<b>Turnover</b> .....	25 Million €
<b>Employees</b> .....	10
<b>Web Site</b> .....	<a href="http://www.ceir.it">www.ceir.it</a>

### **The Company**

CEIR is a consortium established in Ravenna (Emilia Romagna Region) in 1971 which brings together 180 small owner-operated enterprises and small and medium sized industries. CEIR is specialized in the industrial plant engineering and set-up in several business sectors such as agro-food (food processing and preservation systems, sugar factories, ...), chemical and petrochemical (off-shore gas and oil extraction platforms, refineries, chemical plant, ...), non-residential construction (shopping centres, public buildings, health care facilities, schools, ...), energy (hydroelectric power stations, biomass thermal plant, cogeneration plant photovoltaic power plant, solar heating systems, district heating systems, ...), infrastructure (irrigation systems, plants in road and motorway tunnels, goods handling, public lighting, fibre optics networks, pumping stations for land reclamation water, ...), water and waste treatment sectors (waste water purification plants, waste treatment plants, incinerators water conditioning plants, ...), including turnkey projects. CEIR, through its own organisational structure, acquires public and private orders, selects qualified member companies to carry out the works and coordinates the companies involved in the projects ensuring implementation and quality. CEIR has been assessed and certified as meeting the requirements of UNI EN ISO 9001:2000 and UNI ES ISO 14001:2004 and is certified for designing and implementation of public works (SOA Certification).

### **Libya Market: Company Strategy and Requirements**

The participation of CEIR at the Project is aimed at introducing the consortium as a reliable partner for public and/or private operators for the designing and setting-up of industrial plants in Libya, with particular reference to the agro-food sector.

CEIR can count on skilled technicians and workforce with decennial experience in the agro-food sector. These considerable resources allow CEIR to offer its collaboration as a partner for the production, including turnkey projects, of refrigeration plants, cold stores, electrical and hydro-sanitary systems for the food processing and preservation industry in the following sectors:

- meat
- cured meats
- dairy products
- fish
- fruit and vegetables
- deep frozen food

Big projects could be also integrated with more systems and services. For example, CEIR is also able to provide systems for the agriculture sector, such as irrigation systems.

Realizzato da \_\_\_\_\_

## Delta Srl

<b>Year of Foundation</b> .....	2002
<b>Business Sector</b> .....	Industrial plant engineering
<b>Turnover</b> .....	11,5 Million €
<b>Employees</b> .....	108
<b>Web Site</b> .....	<a href="http://www.deltalotus.it">www.deltalotus.it</a>

### The Company

Delta Srl is a company affiliated to CEIR, a consortium established in Ravenna (Emilia Romagna Region) in 1971 bringing together 180 small owner-operated enterprises and small and medium sized industries specialized in the industrial plant engineering and set-up.

Delta Srl is specialized in providing plants for energy distribution in different fields of application, excluded civil construction. The company addresses both to public and private customers and mainly works in the industrial (chemicals and petrochemicals, pharmaceutical, agri-food and food, engineering, off-shoring, water treatment, etc.), tertiary and civil (shopping centres, convention hall, civil works, etc.) and energy (MV/HV substations, HV power lines, cogeneration plants, turbo-gas power plants, vegetable oils power station, biomass power plants, photovoltaic and Aeolian plants) sectors.

Delta Srl provides a wide range of services related to the project design, production and installation of plants for electric/renewable energy distribution as well as technical assistance and supervision activities, notably:

- high and low voltage power transformer devices (substations, cabinets and lines);
- electrical automation and distribution panels;
- industrial and civil electrical plants;
- electric and pneumatic control panels;
- industrial instrumentation plants;
- hydraulic and conditioning plants;
- sprinklers;
- photovoltaic and Aeolian plants;
- commissioning, pre-commissioning and start-up activities;
- instruments control and calibration in accordance with ISO 9001 quality standards.

Delta Srl is certified UNI EN ISO 9001:2000.

### Libya Market: Company Strategy and Requirements

The participation of Delta at the Project is aimed at finding public and/or private operators interested in the designing and setting-up of power plants in Libya, even in the field of renewable energy (photovoltaic and Aeolian) and in the industrial, civil and energy sectors.

Delta will work autonomously or in cooperation with CEIR and its associated companies.

Finally Delta is able to undertake complex projects for the power supply of entire cities or remote areas and to take part in wider projects in other sectors (for example: agri-food and agriculture) where the setting-up of plants for power supply and distribution is required.

Realizzato da \_\_\_\_\_

## **EUROTEC Srl**

<b>Year of Foundation</b> .....	1972
<b>Business Sector</b> .....	Professional and collective catering
<b>Turnover</b> .....	100 Million €
<b>Employees</b> .....	430
<b>Web Site</b> .....	<a href="http://www.mbmitaly.it">www.mbmitaly.it</a>

### **The Company**

Eurotec Srl is a company specialized in the manufacturing of kitchens and equipment for professional and collective catering. It is composed by four divisions: MBM, Dexion, Elettro Bar and Colged. MBM and Dexion provide cooking equipment, food refrigeration equipment and washing machineries for professional and collective catering, while Elettro Bar and Colged are specialized in the production of ware washing equipment.

In 2000 Eurotec Srl was acquired by the American multinational company *Illinois Tool Works Inc.* (ITW), listed on Wall Street with a turnover of 14 billions USD and more than 700 affiliated firms all over the world.

Eurotec is able to offer a wide range of products that can be provided as single pieces or as a part of a full project (including cooking area designing, plant system designing, pre and after-sales support). Eurotec products address to the HORECA sector (Hotel-Restaurant-Catering) and they include:

- Ware washing equipment (dishwasher, glass washer, pot, pan and utensilwasher, etc.);
- Cooking equipment (modular cooking, ovens, ranges, broilers, fryers, etc.);
- Refrigeration equipment (refrigerators, blast freezers, refrigerated tables, ice makers, accessories for cold stores, vacuum packer, etc.);
- Stainless steel furnishings (self service, tables, exhausts, cabinets, etc.)
- Complementary machines.

The company is certified UNI EN ISO 9001:2000.

### **Libya Market: Company Strategy and Requirements**

Libya is a target market for Eurotec. The company, which has already worked in the Country, has recently took part as sub-contractor in the furnishing supply for a public hospital in Libya. Through the *Mech&Tech for Libya* project, Eurotec aims at evaluating the potential of the Libyan market and identifying possible interlocutors and business partners for the distribution of its products in the Country.

In particular:

- Target sectors for full projects: infrastructures, public buildings (hospitals, barracks, schools, tourist structures) or large companies (work camp, refectories, etc.);
- Target sector for the selling of single items or small series of products: distributors/dealers for the HORECA sector (hotels, restaurants, brasseries, etc.).

Realizzato da \_\_\_\_\_

## Eutectic System Srl

<b>Year of Foundation</b> .....	2006
<b>Business Sector</b> .....	Refrigeration / Cold chain
<b>Turnover</b> .....	1,2 Million €
<b>Employees</b> .....	7
<b>Web Site</b> .....	<a href="http://www.esfrigo.it">www.esfrigo.it</a>

### The Company

Eutectic System Srl (Eutectic) is a company engaged in manufacturing and maintenance of transport and warehousing systems for temperature-controlled products (-20°/+20°). Eutectic was found in 2006 by a team of technicians with long experience in a leading manufacturing company of refrigerators and transports of ice-creams and deep-frozen food. The company is specialized in the designing and production of eutectic refrigeration systems (passive refrigeration), in addition to the classical air refrigeration systems. Eutectic system is particularly suited for the transport of deep-frozen food since it works without the use of electric power during transportation. Eutectic system is more performing than air refrigeration system for several reasons such as energy saving, full mobility and eco-compatibility.

Eutectic products range includes several typologies of cold stores and boxes for refrigeration:

- Refrigerators -20°
- Refrigerators 0°
- Insulations and insulated boxes
- Mobile refrigerators (refrigerators can be loaded on different vehicles as they are single items allowing diversified deliveries. Eutectic was the first company to develop a small and transportable refrigerator)
- Insulated roll box: for diversified deliveries allowing the transport of fresh or dry products (low temperature protection)
- Floor refrigerator compartments: single block body made of sandwich fibreglass panels welded together inside and outside by fibreglass, without the use of metal or plastic profiles, thus enhancing their sturdy, waterproof and isothermal features
- Vans and trailers for the transport of frozen and deep-frozen food (in collaboration with ROLFO-Plasticgall and Cold Car)
- Customer projects

Eutectic products can be used by both big companies, such as those commercializing frozen and deep-frozen food, and private clients who need special systems for transport and warehousing of frozen products. Transport is the company main sector of activity. Eutectic products cover about 95% of the solutions for frozen products transport.

### Libya Market: Company Strategy and Requirements

Through the participation to the "Mech&Tech for Libya" Project, Eutectic aims at better defining its efforts to approach the Libyan market through the identification of commercial partners for the distribution of its products in Libya. Particular attention should be paid to the systems for transport since this kind of products could suit Libyan needs to distribute fresh food to the isolated areas of the Country.

Realizzato da \_\_\_\_\_

## **Fibrocev Srl**

<b>Year of Foundation</b> .....	1985
<b>Business Sector</b> .....	Steel fibres for construction sector
<b>Turnover</b> .....	6,1 Million €
<b>Employees</b> .....	10
<b>Website</b> .....	<a href="http://www.fibrocev.it">www.fibrocev.it</a>

### **The Company**

Since 1985, Fibrocev srl produces and commercializes steel fibres mainly used to strengthen concrete conglomerates. Basically Company products are divided into fibres for ordinary concrete conglomerates and fibres for wayward concrete conglomerates of different diameters and length.

The most qualifying feature of the Company, beside the excellent product quality, is the personalized technical assistance reserved towards its own clients through several services like preparatory studies, research and product certification. In fact, customers' new needs and continuous new production technologies, require a constant work of control and experimentation. For this reason, an active collaboration between Fibrocev and technical laboratories, universities and well known producers of prefabricated elements and concrete compounds has always taken place. Moreover, Fibrocev technicians are part of working groups engaged in the drawing up of general UNI norms concerning fibres and fibres-reinforced concrete conglomerates. Moreover, Fibrocev is a member of UNSIDER, the Italian Bureau for Iron Metallurgy Unification, which has the aim of outlining the norms that specify the requirements of steel fibres used for concrete conglomerates hardening.

The company is UNI EN ISO 9002 certified and therefore all its products are controlled with ISO 9002 qualified and approved procedures, which apply also for all the other working phases like production, delivering, order receipt etc. Moreover, all the personnel is periodically trained, as provided by ISO 9002.

Although the production does not require a technology particularly advanced, machines employed by Fibrocev are unique and patented. With a production capacity of over 14 thousand tons per year and about 10 employees, the Company is also present on the international markets such as Greece, Spain, Czech Republic and Slovenia.

### **Libya Market: Company Strategy and Requirements**

Libya will probably invests in the building of new infrastructure in the next coming years. The restructuring of the main Libyan cities, the infrastructural projects and the investments foreseen for the building of roads and other infrastructures, might create good business opportunities both for building companies and also for those societies producing auxiliaries products for the building sector like Fibrocev ones.

Fibrocev participation to the Mech&Tech for Libya project aims at identifying commercial opportunities on the Libyan market. In particular, the aim is to identify the right commercial channels, that means mainly distributors, that supply to local and foreign building companies engaged in construction works in Libya, products and material for the building construction sector.

Realizzato da \_\_\_\_\_



## **GEMINEON Srl**

<b>Year of Foundation</b> .....	1967
<b>Sector</b> .....	Electric signs
<b>Turnover</b> .....	1,5 Million €
<b>Employees</b> .....	11
<b>Website</b> .....	<a href="http://www.gemineon.com">www.gemineon.com</a>

### **The Company**

GEMINEON manufactures and installs all types of signs, as single units or in series, in any size and material, luminous and non. Founded in 1966, GEMINEON has always acknowledged and accepted quality as the crucial and strategic factor upon which the growth of the company itself and its customers is based.

GEMINEON high level of technology, together with the skill, ability and open-mindedness of the people who make up the company, result in providing products and services that meet all of the specific requirements requested by the customer. Moreover, the company production complies with the 626 standard and all the products are backed by compliance certificates based on Law 46/90, EC quality stamps and issued by a three-year general liability insurance policy.

Product range of GEMINEON includes box signs, box letter signs, placards, plates, banners, windows and motor vehicle decorations, plastic and metal displays, composite material processing and neon lighting plants for industry and the private sector.

The production cycle at GEMINEON starts with the initial on-site inspection and is then carried forth with designing and manufacturing of the sign, and ending with the final installation. Signs can be realized through metal structural work, glassblowing, plastic material processing, painting, assembly and adhesive film processing with the use of computerized CAD processing system and cutting plotter. Moreover, a prototype preparation department and an office that makes all of the bureaucratic arrangements from the competent authorities are available to all customers.

GEMINEON products are mostly used by private and public entities. Signs can be realized for every business sector and GEMINEON clients are belong to the bank, insurance, franchising, furnishing, large scale retail trade and automotive sector.

### **Libya Market: Company Strategy and Requirements**

GEMINEON main objective is to identify potential buyers and commercial partners. More in details, potential buyers are those big companies that are in the process of opening their offices in the Country, possibly big company groups, potentially interested to the GEMINEON products.

Particular attention should be given while verifying commercial opportunities in three different sectors:

- banking/financial sector (e.g. banking group that will open their offices in Libya)
- infrastructures (e.g. luminous signs)
- oil sector (pipes network identification and totem for petrol stations)

Realizzato da \_\_\_\_\_

## LI-BE SpA

<b>Year of Foundation</b> .....	1984
<b>Business Sector</b> .....	Mechanics
<b>Turnover</b> .....	18 Million €
<b>Employees</b> .....	70
<b>Website</b> .....	<a href="http://www.li-be.com">www.li-be.com</a>

### The Company

LI-BE GRUPPI VOLVENTI has been designing, manufacturing and selling cylindrical rollers and ball bearings of special design and execution for nearly 20 years. LI-BE production includes bearings, rollers and additional items, such as mounting plates and steel sections for the goods handling field, rollers for steel and iron plants, steel sleeves for transmission units and bearings for conveyor chains. LI-BE products find application in several sectors, and namely: goods handling, steel industry, machine tools, wood working machines, earthmoving machines, automotive and other special applications.

LI-BE is able to satisfy specific customers' needs and special designs. With the support of its Engineering Department, the company can offer solutions and new projects able to suit different requirements. The quality of LI-BE products is checked throughout the production according to accurate programmes of tests and controls. Moreover, the experience and the most up-to date production systems enabled LI-BE to expand its business and to constantly develop its products. The company is nowadays present and competitive in different areas and Countries in the world, such as Europe, United States, Canada, Middle East, Turkey, India, Australia and Colombia.

### Libya Market: Company Strategy and Requirements

Through the participation to "*Mech&Tech for Libya*" Project, first the company aims at getting a better understanding of the Libyan market with particular reference to the business sectors where its products can be employed. The main objective is to explore the possibility of establish commercial partnerships with local economic operators, such as agents, distributors or importers, working in the business sectors above mentioned, for the distribution of LI-BE products in Libya.

Realizzato da \_\_\_\_\_

## **Roberto Nuti SpA**

<b>Year of Foundation</b> .....	1978
<b>Business Sector</b> .....	Shock-absorbers and automotive parts
<b>Turnover</b> .....	18 Million €
<b>Employees</b> .....	30
<b>Web Site</b> .....	<a href="http://www.rnb.it">www.rnb.it</a> / <a href="http://www.sabo.it">www.sabo.it</a>

### **The Company**

Roberto Nuti SpA is an Italian based reputed and esteemed company specialized in the production and commercialization of automotive related parts. Company core business is the distribution in Italy and abroad of shock-absorbers for commercial and industrial vehicles, produced by SABO Srl, a company belonging to the Nuti Group. The company is present in over 80 Countries, including Asian, European and Middle East markets, through a wide network of national distributors and lately in India with a Joint Venture for the production of products for Indian and foreign markets. With a production of about 500.000 pieces per year and a product range including more than 1000 typologies of shock-absorbers for commercial vehicles, trucks, buses, trailers and axles, and cabins, Roberto Nuti is one of the leading companies in the sub-sector of shock-absorbers as only two other companies are able to guarantee same product range. Nuti products can be used both by automotive producers and retailers or distributors of spare parts (so-called "aftermarket"). The company is UNI EN ISO 9001:2000 certified.

### **Libya Market: Company Strategy and Requirements**

Roberto Nuti distribution network includes some areas of Northern Africa, such as Egitto and Marocco. Regarding Libya, the company sells its products to a local producer of buses. Through the participation to the "*Mech&Tech for Libya*" Project, the company aims at widening its business in the Country through the establishment of a commercial partnership with local distributors for the commercialization of its products in the retailing chain of automotive spare parts (aftermarket).

Realizzato da \_\_\_\_\_

## **RIVIT Srl**

<b>Year of Foundation</b> .....	1973
<b>Business Sector</b> .....	Professional fastening
<b>Turnover</b> .....	10 Million €
<b>Employees</b> .....	50
<b>Website</b> .....	<a href="http://www.rivit.it">www.rivit.it</a>

### **The Company**

Founded in 1973, Rivit is an Italian leading company for the production and distribution of fixing systems, tools and equipments for sheet metal working and assembling. Company business is organized into four separate specific divisions:

- 1) Metal - Complete program for industry and craftsmen and for sheet metal assembling
- 2) Roofing - Complete program for roofing and metal coverings
- 3) Frames - Complete program for the production and placement of door and window metal frames
- 4) Dealers - Complete program of blind rivets, inserts and relevant installation tools, dedicated to hardware and tooling shops and to whoever handles technical items.

Rivit produces a wide range of products for the industrial fixing, from the nuts and bolts to the fixing tools. In particular, product range includes: fasteners, tools for fasteners, bolts and screws, plastic fixing and screws, latches, anchors, welding and sealants, tools and work equipments, and machines (folding, beading, shearing, and bending machines).

Rivit production is suitable for professional users, mainly working in the metal industry, that is to say everywhere it is necessary to processing metal, stainless steel and copper ining, and roofing. Today the company may count between 15 and 20 thousand clients and is present on 34 Countires. The company is ISO 9001:2000 certified.

### **Libya Market: Company Strategy and Requirements**

The participation of Rivit to the "Mech&Tech for Lybia" Project aims at collecting qualitative and quantitative information on the opportunities granted by the local market in respect to Rivit products. The final aim is to identify a potential distributor in Libya, with a good technical/mechanics vocational training to be completed through the specific know-how about Rivit products.

Realizzato da \_\_\_\_\_

## **SIREA SpA**

<b>Year of Foundation</b> .....	1960
<b>Business Sector</b> .....	Plastic trasformazione
<b>Turnover</b> .....	24 Million €
<b>Employees</b> .....	55
<b>Website</b> .....	<a href="http://www.sirea.net">www.sirea.net</a>

### **The Company**

Since 1960 SIREA SpA has been working in the sector related to the transformation of plastic materials (PVC and polyethylene) mainly for the production of pipes and pipes fittings. The products range includes PVC and PE pipes of different dimensions and diameters and, rare specialization, 400 types of PVC/PE pipes fitting able to satisfy every necessity.

Production is managed directly in-house and most of the products find application in the following sectors: construction, agriculture (irrigation), sewer network, water-pipes, gas-pipelines and electric-cable pipelines. Main clients of SIREA are civil and industrial constructing societies and all the operators that build plants for the above mentioned sectors.

SIREA is ISO 9000 certified since 1996 and all products are guaranteed by an apposite trademark released by the IIP – Italian Institute of Plastic. The respect of all normative related to quality, use of more safe and performing materials (waterproofing, hygiene, resistance, etc) in accordance to the European Standards, such as the PVC, and the specialization in the production of pipe fittings, that requires an advanced technology (used nowadays only by other 4 Companies), makes of SIREA one of the leaders in the sector.

### **Libya Market: Company Strategy and Requirements**

The participation of SIREA to the Mech&Tech for Libya project is part of a wider entrepreneurial strategy of the company aiming at developing its presence not only in Libya, but in the entire Northern Africa.

More into the specific, the main objective is to find a distributor able to assure and guarantee the commercial presence of SIREA products in the Libyan market and also to partnership with a local Libyan company for industrial cooperation.

Realizzato da \_\_\_\_\_

## **STAFER SpA**

<b><u>Year of Foundation</u></b> .....	1960
<b><u>Business Sector</u></b> .....	Mechanics / accessories for roller blinds
<b><u>Turnover</u></b> .....	18 Million €
<b><u>Employees</u></b> .....	90
<b><u>Website</u></b> .....	<a href="http://www.stafer.com">www.stafer.com</a>

### **The Company**

Stafer was established in 1960 in Faenza, Italy, and has been the first company to conceive and produce the octagonal steel tube. Today Stafer manufactures over 3,000 items that allow to always find the right solution for both installation and operation in any circumstance and for any type of rolling shutter.

Strap coilers, hand crank gears, winches, motors, octagonal tubes, rail guides, supports, aluminium shutter housings and other accessories make up the most comprehensive products range produced by Stafer in the rolling shutter industry.

The careful selection of raw materials and the constant checks performed on the production cycle and on the finished products ensure a high quality standard, quality that is certified through the UNI EN ISO 14001:2004 certification since 2005. Stafer is organized to meet every requirement starting from a preventive technical advice right up to after-sales service.

In Italy, the distribution system is characterized by a capillary network of sales points and by a fast delivering system. Main clients are: distributors, roller blind producers and building cooperatives. On foreign markets the company sells directly to the retailers besides the network of distributors of fastening accessories and building materials.

### **Libya Market: Company Strategy and Requirements**

Regarding the Libyan market, Stafer needs to identify commercial partners – in particular retailers, distributors of building construction materials, consortium, and general contractors that build civil and commercial complexes – to whom introduce the vast range of its products and accessories for shutters and fastening.

In brief, the ideal partner would be:

- importers / distributors of materials and accessories for shutters and roller blinds
- roller blinds producers
- building construction societies of medium-big dimension

Realizzato da \_\_\_\_\_