



## 2021 at last!

**As every year, the President delivered a speech with his best wishes and next year's forecast**

"Negativity seems to be all around: the virus, financial difficulties, the lockdown that interrupted every international relationship, the drop in consumptions, and whatever you may think of in this moment of economic crisis. However, there are some signs of recovery that must not go unnoticed. Signs that we hope will involve everybody. Finance is alive, industry is showing new vigour, refusing to downgrade any further. In these difficult past months, the Research and Development department has designed new products for the brand new market of anti-Covid systems. The industry world has changed considerably in the past 10 years. New businesses have developed, changing the world of products and consumptions forever. Industry is alive and evolving with new models and markets. Saima quickly adapted to these changes, which were even magnified and accelerated by the pandemic. Fortunately, market contractions affected us only marginally, unlike many other businesses.

Our Group took advantage of this situation to reflect and conduct analyses. We understood that profit must not always be the only goal and that the wellbeing of those who are with us in this journey - whether as employees, customers, or collaborators - is equally important for our personal and professional growth. The consequences of the virus are extremely negative, but it helped shift the focus from a company's interests to people. This change should guide us even in the future, which we are confident will be more positive.

I'd like to give by best wishes to all stakeholders, collaborators, and friends for a better 2021. I'd also like to invite everybody not to lose your smile because I'm sure that all this will soon be over and that we'll all do even better than before February 2020. We will manage to put these past few months that have changed the world forever behind us."



# At the Annual General Meeting of Confindustria Toscana Sud to design our future

With Vincenzo Amendola, Italian Minister for European Affairs, who participated via Zoom, Daniele Franco, General Manager of the Bank of Italy, and Carlo Bonomi, President of Confindustria. Despite the facemasks and social distancing, Paolo Campinoti, the President of Confindustria Toscana Sud, organised a day in Arezzo that will leave a mark.

“Today - said Paolo Campinoti - we are building the future. But to do so, we all have to bear our burden, otherwise we won't succeed. We are living a post-war situation that is leading us down the path of economic decline. Even the international front is extremely fragile. Let's aim at a new renaissance and turn wounds and obstacles into new opportunities.” Entrepreneurs are playing their part.

After Campinoti's words, Carlo Bonomi, President of Confindustria, gave an update of the situation: “The outstanding situation we had with the EU since 2009 has been solved. The agreement we entered into released millions of funds for new investments. To boost productivity, 40% of these funds will finance sustainability and 20% digitalisation. The country is moving, and both Europe and Italy will become stronger and more competitive.” We were also honoured by the presence of former Italian minister Cirino Pomicino, who, together with Campinoti, asked interesting questions to the Director of the Bank of Italy. The former Minister's words proved, once again, his historical and political vision, besides his competencies. As a matter of fact, Italy has recorded extremely low growth rates since Cirino Pomicino left the government, meaning 26 years ago. “This government - said Campinoti - is promoting an anti-corporate culture instead of a corporate culture!” They keep legislating with poor results and too many obstacles. You cannot attract investments in Italy if you keep providing a negative picture of its economy. Despite everything - he concluded - if this country is still standing on its feet, it's thanks to our companies!” Cirino Pomicino asked questions also to Eugenio Giani, the new President of Tuscany.

“How can you recover 800 thousand jobs?”, asked Cirino Pomicino, who then suggested to “invest in Healthcare, Education and Services to create new jobs!” Eugenio Giani thanked him for the input and, even if he shared common grounds with the former Minister, he



*In the photo from the right: Eugenio Giani, President of Tuscany, Cirino Pomicino, former Minister and Paolo Campinoti, President of Confindustria Toscana Sud.*

outlined that Tuscany's export compartment is an ever-growing asset we are honoured to have. Exports were growing until March and dropped only because of the lockdown. He also announced the establishment of “Valore Toscano” (Tuscany's Value), the new agency that will help companies. “The EU wants well-planned and serious projects, otherwise we will be forced to return the funds! We will support Regions and Municipalities with projects that promote the territory. Tuscany's historical and artistic beauties are a driving force we can all benefit from. Our



region has thirst for investments and resources,” said Giani. He also remembered when, on 3 December 1960, Fanfani inaugurated Europe’s first motorway in Italy! And today? He informed the crowd that he will open a roundtable with the Government to promote the innovation needed. The most urgent measure to take is making administration procedures simpler. Even Campinoti asked Giani about future programmes concerning Circular Economy. “How can Tuscany talk about circular economy if it doesn’t want incinerators?” This was the President of Tuscany’s reassuring answer: “We can do it by focusing on heat regulators and feasible projects without social conflicts.” Carlo Bonomi, concluded: “We must all share the Problem. Italy hasn’t grown for too many years! Our economy is the worst in Europe. The government has not been good at obtaining funds. The fact is – he continued – that we are the worst economy and the country that needs more help in this regard. We’ve lost competitiveness over the past 25 years. We record losses in public administration and, during this crisis, Italian families have become even more keen on saving money. The billions that will arrive won’t help Italy grow if we don’t organise everything well. The “financial capitalism” Cirino Pomicino was talking about – concluded the President of Confindustria – is an important topic. What Italy needs is a tax reform. In the end – he said – entrepreneurs are those who roll their sleeves up and go to work every day. Without us, there’s no growth. Or, as Cirino Pomicino said, “Enough with the promises. We want facts!”.



*From the left: Paolo Moretti, President of Saima Spa, with former Minister Cirino Pomicino.*



*In the photo: Silvia Chiassai, president of the Province of Arezzo with Paolo Campinoti.*

# Saima Meccanica in the world

A chat with Vincenzo Scoscini. “Our company has always been active, even if the lockdown has had a negative impact on the painting sector. Everyone here at SAIMA – employees, collaborators and offices – hung in there. Fortunately, nobody caught the coronavirus, since we have always worn facemasks and respected social distancing at the office during these past months.” These are the words of Vincenzo Scoscini, General Manager of SAIMA MECCANICA, who welcomed us in his office with his proverbial kindness.

I asked him: “ **What does 2021 have in store for SAIMA MECCANICA?**”

“The virus – he answered – has brought every country and their markets to their knees. It’s true – he continued – this pandemic has slowed down SAIMA MECCANICA’s projects. The automotive sector is at a standstill, affecting the painting system market. However, our capillary presence across the globe and the fact that we are not bound to one country or market in particular have saved us from the collateral effects of the lockdown. We managed to reduce the drop in sales, remaining active on various online platforms. Our relationships and contacts with major clients never had to be interrupted because we are like a large family, and our importers are the pillars of our success. Even if we haven’t had many visits and we didn’t travel much for obvious reasons, we are still ending 2020 with satisfying results. I expect next year to be a good one, as we are working on innovation and design. We hope that markets can flourish again after the Covid pandemic. In 2020, body shop mechanics didn’t make many investments, but they will in 2021 with renewed enthusiasm. I can even say that we will launch a new painting cabin that will be even more environmentally-sustainable in terms of use and production. We are working on it. We are also evaluating the feasibility of attending trade fairs. We will attend the most significant ones, whenever they’ll resume. I’m also positive about the US, Eastern and Australian markets, where we are activating new commercial networks. The future will be packed with satisfaction. My wish for 2021 is for everyone to stay healthy and full of new energy. We will catch up lost time, although this has been an opportunity for reflecting on life and work, as well as to innovate and improve our service and production, which will be more and more sustainable. That’s a promise!



*In the photo, at the centre, Vincenzo Scoscini, General Manager of Saima Meccanica, in Vietnam.*



# News from Italy

We have entered into an important partnership between Saima and Basf Coating Service Italy (or BCSI), a company based in Scandicci (near Florence) that belongs to the BASF Group, a major multinational chemical company that spans multiple sectors.

BASF Coatings Services Italy operates in the aftermarket automotive sector, specialising in auto body repairs. It commercialises automotive coatings under the brand names R-M and Glasurit and a wide range of complementary products focusing on 4 Italian regions - Tuscany, Umbria, Lazio and Apulia - with a network of sales representatives that distributes products, services and auto repair equipment.

The partnership between Saima and BCSI started three years ago and aims at providing BCSI clients with a larger range of choice among qualified companies.

One of the latest and best outcomes resulting from the collaboration between Saima and BCSI is the renovation of the preparation and painting department of Supercar Carrozzeria, a body shop in Sansepolcro (near Arezzo). They upgraded it with high-performing systems, allowing Supercar to double the monthly number of vehicles with excellent repairs.

The photos below show some works made in partnership with BCSI.

by Luca Agnolozzi



*Supercar body shop, Sansepolcro.*



*Bulletti Car Service, Arezzo.*

# Happy birthday, Club Italia!

## 20-year anniversary celebrated in Bologna

After too many webinars on several platforms, we could finally meet in person to talk about the evolution of electronic ticketing from 2000 onwards with future-oriented projects. Piero Sassoli, President of Club Italia, opened the event.

Digitisation's success is the watchword highlighted by Roberto Andreoli from ATM (Milan's transport company), who provided an overall insight into the situation in Milan.

Sergio Putzolu, (Holacheck) talked about how ATM managed to give dignity to the ticket-payment inspection process. The increased number of payment tools has decreased fare evasion. He mentioned Emilia Romagna as an example and highlighted the role of turnstiles in this improvement.

Innovative services, smart cities, contactless payment systems were the topics discussed during the event despite Covid-19. Anna Donati (Kyoto Club), who arrived from Rome, talked about the epochal challenge of "decarbonisation". The transport industry must drop CO2 to less than 55% by 2030. Important choices that involve collective transport, services, bicycles, and pedestrians. Public transport must be the pillar of collective transport, integrating car and bicycle sharing services and enhance the role of pedestrians. New technologies will support this decarbonisation challenge. Prof. Cascetta, who was connected via Zoom, highlighted how the pandemic has been a stress-test for the world. It revealed severe deficiencies in the health and public transport systems. The recovery fund must not be an excuse. "That money – he said – must be spent within a certain period and projects must be carried out in a certain way, not pulling out old pending projects from the drawer!

Giuseppina Gualtieri (TPER) intervened saying that the recovery fund is not the only form of funding available. We have to work for the change without dispersing energies and opportunities. Public transport companies must play a leading role in this organisational change that involves all sectors. We need to work with the institutions and be able to meet all demands and urgencies.

Piero Sassoli concluded the conference, saying: "The investments made today must be valid even tomorrow! 2020 focused on the Covid emergency, changing companies' paradigms. The decarbonisation topic is our biggest challenge that we will take on successfully.



*Moments of the conference.*



# In Rimini for IBE 2020 (International Bus Expo)

## The public transport platform for people

The 9th edition of the International Bus Expo was a huge success. Despite Covid restrictions, SAIMA SICUREZZA was there to showcase its new anti-contagion systems. The focus of over 60 exhibitors was on green mobility. Salvatore Margiotta, undersecretary of the Italian Ministry of Transport and Infrastructure, participated live online. Mobility has resumed, and SAIMA SICUREZZA has helped provide innovative and Covid-safe travel solutions. Gabriele Moretti (in the photo) showed the company's latest products, while Roberto Stiatti and Stefano Letizia welcomed those who were interested in these anti-Covid systems. It's the preamble of a restart for the sectors worst hit by the pandemic. The event was attended by leading companies, decision makers, bus operators, bus rental companies and qualified players of this industry.



*In the top photo, Sergio Putzolu (Holacheck), in the photo on the right, Stefano Letizia, Sales Department Saima Sicurezza At the centre below, Gabriele Moretti, Sales Manager, and Roberto Stiatti, Purchase Manager Saima Sicurezza.*

# The pandemic can't stop our Saima day

From an interview with Claudia Failli, here's SAIMA's anti-Covid doors.

It's with an eye to the future, when we'll all get back to some normality, that we conceived "Welc'on door", Saima Sicurezza's new patented anti-Covid kit. Our company, which has been on the market for forty years, has created an entrance-monitoring system that can be used in any public business. An easy and user-friendly device that controls body temperature even remotely at the entrance of a building.

"Our company has never stopped despite the pandemic. – said Gabriele Moretti, sales manager of SAIMA SICUREZZA SPA – This new body temperature measurement and quota system is a patented product that we made in Arezzo and has attracted the interest of many people already."

This kit can be installed on the doors of shops, companies, public offices or small workshops. "We wanted to create a system that meets everybody's requirements – continued Moretti – even those who cannot afford to hire personnel for screening activities at the entrance of their shop or office."

"Welc'on door" was developed based on Saima's turnstiles, and is used to detect armed people and fare dodgers on buses, as well as to monitor the flow of travellers inside large public spaces, such as airports and stadiums. "The response we received was great. In about one hour, you can have the kit installed and functioning on any type of door."

Even if these past months have been terrible for obvious reasons, the pandemic has pushed us to design new systems and strategies for the sanitation and safety of both the people and the environment.



*In the photo: the "Welc'on door" system for access control integrated with a body measurement and quota system.*



# Our meetings at Saima Spa's offices



*In Switzerland for an important meeting  
with GAP.*



*In Gabriele Moretti's office for a zoom video  
conference with Chile.*



*The management of PROGENIA visiting our  
showroom in Arezzo.*



*Spotlight on our most requested access  
control systems.*

# Did you know?

Did you know that SAIMA has obtained the **Integrated Management System certification**? This new certification refers to the following standards: ISO 9001:2015 QUALITY (since 1997), ISO 14001:2015 ENVIRONMENT (since 2017) and ISO 45001:2018 OCCUPATIONAL SAFETY.

Another step forward that proves how our corporate system **focuses on the Human Factor**, through the commitment of the management and the participation of every employee.

A mutual bond to increase resilience through proactive risk prevention, innovation and the continuous development of every employee, who respect each other's role. The **INTEGRATED CERTIFICATION**, meaning **one Organisational Model**, is the guarantee of the highest quality standards we aim to achieve.

The activities of the **Aftersales service, SAIMA SICUREZZA's flagship**, consists in various **operating processes**. We have optimised it by preparing a **Business Continuity Plan**, as recommended by Bankitalia, to ensure efficiency and continuity even in emergency conditions.

Saima Sicurezza's aftersales service relies on an internal call centre, which is active from Monday to Friday from 8.00 to 18.00.

Outside these hours, other phone numbers are available for emergencies.

Tickets can be opened through various channels:

Telephone: +39 0575 987116 - 987102

Fax: +39 0575 929238

Email: [service@saimasicurezza.com](mailto:service@saimasicurezza.com)

WebTicket portal

Connection to the portal via VPN

Web Service interface (with a few clients/partners)



# Did you know?

Did you know that even during the pandemic, there are people who think about the common good? Ladies and gentlemen, the Fresco Academy!

A multi-disciplinary approach to Parkinson's disease is needed to improve the quality of life of the affected people.

That's why, FPI (Fresco Parkinson Institute) has established the Fresco Academy for physicians, physiotherapists, speech therapists, occupational therapists, neuropsychologists, nurses and professionals without a thorough medical background. The courses are accredited for CME credits and taught by the best Italian and international experts.

In particular, FPI promotes training courses for families and caregivers to equip them to assist these people at home and safely manage the problems related to this disease.

Thanks to its international network, FPI integrates research activities in the USA and encourages the transferability of scientific discoveries in Italy. Scientific production is promoted also through scholarships for young Italian physicians and researchers at the NYU Langone Health.

To learn more: [www.frescoparkinsonistitute.com](http://www.frescoparkinsonistitute.com)



# A touch of Tuscany...

## In Cantagallo, a warm and welcoming land, with Father Alberto Bormolini ([www.borgotuttovita.it](http://www.borgotuttovita.it))

The person who said that we are born and die alone was wrong! Cantagallo, a town in the province of Prato, in Tuscany, was the setting of the Conference about a project that focuses on welcoming people facing the end of their lives, who won't be alone anymore. In response to Pope Francis' "All Brothers" Encyclical, the hall in Villa Gucciardini was packed with young volunteers and other people. In compliance with Covid-19 measures, authorities and excellent speakers helped father Guidalberto Bormolini present the project to the audience. The reconstruction of an entire village for hosting people facing the end of their lives is about to be completed. This way, they won't be alone. Volunteers, monks, psychologists and industry experts are all involved in this project. Grazia Francescato told us she left politics to focus on a spiritual path that embraces all religions. Mons. Giovanni Nerbini, Bishop of Prato, Guglielmo Bongiorno, the Mayor of Cantagallo, Silvia Costa former president of European Parliament's Committee on Culture and Education, Filippo Scianna, president of the Italian Buddhist Union, Massimo Orlandi, writer, and Giovanbattista Girolomoni, representing the Girolomoni Cultural Foundation were all involved. Eugenio Giani, the President of Tuscany, participated in the Conference. It was his first official visit, before going to Assisi, in Umbria. The talk delivered by Andrea Mati - who has been working at the San Patrignano Community for years - was one of the most appreciated. He explained how autistic patients, drug addicts and patients in general can benefit from taking care of trees and plants. A one-day conference where hope was the common ground. Grazia Francescato, who was called to conclude the conference, smiled to the audience saying that it wasn't time to draw conclusions, since works have just begun. Hope and good actions must drive us in this project.



*In the photo from the left: Father Guidalberto Bormolini, Eugenio Giani, Ilaria Bugetti, Silvia Costa. At the top right Andrea Mati, landscape designer and social entrepreneur, and Grazia Francescato.*