

SAIMA BATTLING IN THE TRENCHES: Our fight to vanquish the coronavirus

Once the emergency is over, what changes?

Bombarded with videos, public announcements, indications and rules by National Authorities, the "brothers of Italy" have once again proven their strength and concord in true solidarity. SAIMA has responded to the rules by immediately springing into action to protect its employees and workers from this scourge of a virus that has truly changed our life. We were among the first in Arezzo to take the prescribed safety measures: only 30% of people working at the factory, salesmen working from home, all offices promptly disinfected while ensuring that employees were at least two metres from each other. Only one person at a time may use the coffee machine, wearing mask and gloves. A far-sighted politician has stated in the paper that factories are safer than hospitals... and it is true! At SAIMA, we have never stopped. We made a donation to the CAL-CIT of Arezzo for a limitless mask supply, and luckily none of our staff members has tested positive for the virus. "We are complying with all the provisions reiterated multiple times by our Authorities - the company president, Paolo Moretti, has confirmed to us -. The staff is reduced, but is always present in the company to duly provide support to banks and other high-risk places as necessary. Production cannot stop! On the contrary! **We have worked and developed new patents with innovative systems for the control of body temperature and of the number of transiting people, which can be strategic for this and other possible emergencies in Italy and all over the world.** Exceptional situations call for exceptional measures: we fight for the lesser evil. Unfortunately export has greatly slowed down - he continued. Orders are coming in, but the problem is suppliers and their timeliness. However we are satisfied, - he went on - as SAIMA SICUREZZA, in addition, has already implemented new access control technologies that will help fight off the coronavirus. They include individual body temperature measuring systems that will certainly provide great benefits, along with "people-counting" systems that are critical for post offices, apothecaries, supermarkets, subway systems, companies, airports and all the high-risk places where public access must be regulated".

In Florence the Renaissance followed the plague that scourged the city in 1300: Italians have shown extraordinary solidarity. Even Pope Francis has taken the field, with his historic urbi et orbi blessing, broadcast around the world. Common citizens have offered their homes for free and turned them into bed & breakfast facilities for nurses and doctors. Chains of solidarity and donations from industrialists and associations like Rotary, Lions and AIDDA have helped raise money for hospitals and homeless people. High-fashion companies have mobilised to produce masks of all kinds, even for children. New vitamin and mineral supplements have been developed to strengthen our immune system. Despite the coronavirus, Renaissance in Italy **has already come, and its name is Solidarity.** Our thanks go to Russia, China, USA, Albania and Cuba for promptly sending doctors and nurses to Italy to support our personnel in hospitals.

Our importers and customers, particularly those operating in China, promptly received the following reply to their inquiries from Gabriele Moretti, our Sales Director:

To whom it may concern

Dear Customer,

our company Saima Sicurezza Spa Based in Arezzo Italy, has adopted for more than 3 weeks all the safety precautions in order to avoid COVID 19 diffusion.

We have activated Smart working from home for R&D team and Sales Team and Post Sales and we have compartmentalized our offices and production line in order to save our employees from risk of contamination.

We also have organized training to our partners all over the world in order to give them the skills for installation and maintenance our products. Particularly we would like to add the following details, declaring that:

SAIMA SICUREZZA SPA is involved in supporting our national security as it supplies and makes the Maintenance Service at Banks, Post Offices Underground Stations and so go on. For this reason, it is authorized to operate also in this period, which has been taken special emergency measures in, due to what is just above-stated, SAIMA SICUREZZA SPA suppliers as well can go on being operative, our production department is going on working with no particular delay. Accordingly to this organization of our job, we can confirm that Covid 19 has not affected any of our activity and will not impact to our organization in the next future, so our shipments are regular in quality and time of delivery.

At your disposal to give you any additional info if needed, we invite you to contact us whenever you want. Best regards.

For those who, like me, declare themselves to be fatalist, some food for thought; in 1720 the plague that ravaged France, in 1820 the cholera, in 1920 the Spanish flu and in 2020 the coronavirus! If we managed to abstain from our customary witch-hunt and from asking ourselves who is responsible for what happened and why it happened... maybe we could learn to ponder, and commit ourselves to a better lifestyle: the cosmos has its own laws, and when they are breached sooner or later it will make us pay. With this slowdown in our life pace, imposed by the coronavirus, maybe we have rediscovered certain values and learnt that we are also quite frail: now air is cleaner; even seawater seems to have improved, but... how long will it last?

AND... DESPITE THE CORONAVIRUS

SAIMA MECCANICA keeps being acclaimed and reaping success all over the world, particularly in Los Angeles. In Italy it's all over the news, and we picked from our press review the most significant article about our company.

Le nostre eccellenze

Article from La Nazione.

Saima alla conquista di Los Angeles Si aggiudica la verniciatura della metro

Una centrale di rifinitura nel deserto del Mojave. Fiore all'occhiello

Ha la firma di un'azienda aretina l'impianto di verniciatura della metropolitana di Los Angeles. La Saima Meccanica, nata nel 1977, è stata scelta per progettare e realizzare un'enorme stazione di finitura dei treni nel mezzo del deserto del Mojave in California da cui usciranno i convogli in movimento sui binari della seconda metropoli più popolosa degli Stati Uniti. L'importante progetto ha impegnato i tecnici della ditta con sede ad Indicatore che ha realizzato un'installazione particolarmente complessa con centodieci cabine di verniciatura e finitura dedicate specificatamente alla lavorazione dei vagoni ferroviari della Los Angeles Metro Rail. «Questa centrale rappresenta uno dei fiori all'occhiello della nostra più recente attività - commenta il direttore Vincenzo Scoscini - L'esperienza maturata in 43 anni di lavoro e la consolidata capacità di fornire cabine personalizzate per la verniciatura di ogni tipologia di mezzo, hanno permesso di portare a compimento questo progetto ambizioso con la soddisfazione di aver esportato in California la qualità e la creatività tipiche delle produzioni toscane».



In the picture from the left: Federico Rinaldi, Plant Manager of Saima Sicurezza, Vincenzo Scoscini, Director of Saima Meccanica, and Gabriele Moretti, Sales Manager of Saima Sicurezza.

Saima Meccanica realizza la centrale di verniciatura dei convogli

PROBLEMS WITH ATMS!

EMERGENCY ALL OVER ITALY AND BEYOND!

Gangs and all sorts of thieves are targeting the ATM service, and many banks are placing urgent orders for our famous "security cages". But La Spezia and S. Miniato, with their supermarkets and post offices, are not the only towns on the front line: the following is one of the many articles that are published every day in our newspapers to alert people and banks. Needless to say, SAIMA SICUREZZA keeps working to ensure the security of this important service: for many years we have been designing solutions aimed at protecting this important and valuable public service. Data from OSSIP, the ABI security watchdog of which we are members, clearly show the current state of affairs. Attacks are getting more and more frequent, despite the various video security technologies and the different systems available, and a physical defence is a must - Alessandro Catalani, Sales Director of SAIMA SICUREZZA for Italy, confirms us -. The "cage" is a necessary and essential tool to defend these machines. For over 10 years we have been producing this ATM protection system; our experience and the innovations we developed have allowed us to be market leaders for this product too, with over 1000 devices already delivered: a feat we are proud of.



UNICREDIT installation in Cecina



UNICREDIT installation in Bari

NOCASH 350/409 (this is the trade name of the cage) features a particularly strong steel structure, which has successfully passed explosion tests carried out using gaseous and solid explosives (penthrite), as well as anchoring tests. Optionally, it can also be fitted with a special tear-proof plate. Thanks to these features, our product is proving very successful even abroad, like in Spain. We received many orders, as our solution protects the ATMs with a cage, enhancing the security of the service!

Assalto al bancomat con carica esplosiva Notte di fuoco, un colpo da 25mila euro

Altri due raid analoghi nella notte anche a Empoli e San Miniato Basso

Una notte movimentata dall'esplosivo e dalle sirene delle forze dell'ordine. Dalla Toscana fino alle porte della Liguria gli specialisti dei bancomat si sono fatti largo a colpi di ordigni artigianali, probabilmente realizzati utilizzando le bombolette del gas per poter stradicare gli sportelli automatici degli istituti di credito. Per la prima volta nella Provincia spezzina a finire nel mirino degli organizzati malviventi è stata la Banca Carige nel territorio del piccolo paese di Ameglia. Il colpo è stato messo a segno l'altra notte poco dopo le 2 facendo brillare il bancomat esterno dell'istituto di credito per poi fuggire a bordo di un'automobile, probabilmente rubata, con un bottino di circa 25 mila euro. Un'azione fulminea e ben organizzata come quelle che sempre nella notte hanno fatto saltare in aria anche il bancomat del supermercato Coop di Empoli e quello dello sportello dell'ufficio postale a San Miniato basso.

Massimo Merluzzi

EVEN THE BOLOGNA AIRPORT USES OUR SWING GATES!

In the Bologna airport, a modern and efficient little gem, **SAI-MA SICUREZZA** has supplied some **Swing Gates**, motor-driven gates equipped with a ticket reader allowing to control the inbound and outbound passenger flow. Our **swing gate** models, which control the traffic of passengers in “sensitive” areas like airports, are increasingly appreciated by operators, for their efficiency, their usefulness and their cutting-edge design; as a consequence, they were regarded as the right solution to be used along with the People Mover.

As many already know, People Mover is the name given to the service provided by Marconi Express, which links the central station of Bologna to the Guglielmo Marconi city airport, covering a distance of 5 Km. The road trip is ensured by a driverless and fully automatic guided vehicle, powered electrically. This hectometric transport system (i.e., short range urban transport system), typically features an automated guide system. With an intermediate stop at the Lazzaretto University campus (which shall also be used as a depot and a control centre), the trip will take about 7 minutes and 20 seconds, with an average waiting time between



each run of 3 minutes and 45 seconds. It is equipped with significant safety systems, has a capacity of 50 passengers and will make use of an “energy strip”, consisting of solar panels integrated into the route that will generate 13% of the required energy.

Even on this occasion SAI-MA SICUREZZA factually proves that professionalism, continuous search for solutions and cutting-edge design are the elements that characterise our installations.

MORE SECURITY IN ROMANIAN AND CHINESE AIRPORTS WITH SAIMA!

On first sight the fact that many Italian products are reaping the success they deserve all over the world would seem to just be the result of the - sometimes excessive - globalisation which all production industries have been facing for years. That's not true for SAIMA SICUREZZA.

Actually, the "flags" our company keeps planting on its virtual globe are the result of a complex work that brings credit to our Tuscany - a mix of team working skills, business strategy, development and research ... to mention but a few aspects of a shared commitment that allowed us to also install our products in Romanian airports.

And at the airport of Bucharest, the capital city, less than 20 km away from the OTOPENI site, we have just installed 8 of our **EXIT LANE**

tunnels, designed to control the passenger flow in the relevant airport areas. The installation was made possible by our cooperation with a local company - AMI (Aviation Management International) - with which we plan to expand a partnership that so far has turned out to be really beneficial. AMI, a successful Romanian company, has been able to promptly seize the opportunity an installation of this kind can be for the whole country, trusting our experience and the reliability of our products. All of Romania - and thus not only its capital - can benefit from the improvement of its infrastructures, that are a bit like the calling card of a Country. Like many other capitals, Bucharest is the heartbeat of Romanian economy, as well as the area with the highest standard of living. A beautiful place with a rich heritage that is a driving force for the rest of the country, and is making increasingly faster progress towards an industrialisation that is more and more compliant with the standards of the European Union, of which it has been a member for quite a few years. Bucharest is also the greatest industrial hub of Romania, and there are many companies that operate near this city. A modern and secure airport supporting

the further development of the whole Romania, where security is provided by SAIMA!

All over the world...

SAIMA SICUREZZA has hit China: some of our models designed for airport areas, the ABC GATES, will soon be installed in one of the airports of that immense Country. A new flag being planted on our business globe we are particularly proud of.



SAIMA MECCANICA SETS OUT TO CONQUER ASIA

Jordan



We have managed to increase our presence in these Countries so different from ours, despite the particular environment conditions of the Arabian Peninsula.

Jordan, the country that hosts the ruins of Petra, the wonderful rose city rich in temples and monuments, is watered by the namesake river. It is a constitutional monarchy that is trying to improve its infrastructure and increase its average income, and anyway one of the most developed countries in the area, where for example most inhabitants can speak English. Amid this mix of modernity and traditions we established a business partnership with MAHMOUDIA MOTORS. The picture shows a system consisting of a THESIS A booth with endothermic panel, a double preparation area and a polishing area, as well as a set of endothermic panels. A stylish and effective solution, allowing to paint anywhere ... from the banks of the Jordan river to those of the Wadi Rum desert!



A detail of the installation in Jordan.

Oman



In Oman SAIMA MECCANICA has successfully established a partnership with MOHSIN HAIDER DARWISH LLC. A first step towards a more sustained cooperation with a sultanate that is trying to seize new business opportunities, getting closer to the Western world in terms of trade and life standards. The government of this small state (about 2,000,000 inhabitants) has recently started an economic diversification process based on the exploitation of resources other than oil ; since 2000, in addition, Oman has been a member of the World Trade Organization and since 2006 it has been a close ally of the United State, with which it trades freely. This country, which has been a British protectorate until 1971, has a young population, where almost 90% is under 65; in addition its growth rate exceeds 2%, while alphabetisation is as high as 80%. A market yet to be tapped in the small but important Arab state, which guards its traditions and culture but that watches with interest any business development that can help it grow.

View from the plant installed in Oman



NO MORE FARE-DODGERS OR DISHONEST PEOPLE: YOU ARE ALL WELCOME ABOARD WITH OUR WELC'ON BUS

Our system allowing to verify the bus ticket payment reaps success in Italy, where our device was mentioned in Mobility Magazine, a prestigious magazine covering all aspects of the transport industry. And that's no accident... as all the operators - which includes the municipal utilities and all the passengers who use the public transport to travel - unanimously acclaim our device. The problems resulting from the failure of fare-dodgers to pay for their ticket, in fact, do not only hit the city treasury, but also the many (though still too few) honest users. It is them, in fact, who often feel a bit cheated by fare-dodgers. With the WELC'ON BUS passengers are first welcomed, then checked, and if they haven't paid for their ticket they are asked to get off the bus and/or to pay the sums due...

Even in other European countries WELC'ON BUS is regarded as the most effective solution to verify ticket payment on buses. In Rheims, an important town in the Marne department, in France, the

A NOVEL WAY OF TRAVELLING



SIMPLE AND FUNCTIONAL ACCESS



ADAPTABLE AND SUITABLE FOR ANY SITUATION



**MINIMAL FOOTPRINT DURING
OPENING AND CLOSING**



STRONG, DETERRENT AND FUNCTIONAL

WELC'ON BUS is already successfully used on the buses of the e 14 line, which links the Reims-Sebastopol area to the Neuville quarter. A shout out, then, to our cousins from across the Alps, who recognised and appreciated our simple but effective system for a novel way of travelling.



This picture from France, highlighting the efficiency of our made in Italy, has been all over the news.

THE NEW WELC'ON DOOR KIT IS READY TRANSIT ONE BY ONE WITH OUR SECURITY & HEALTH SYSTEMS

The coronavirus pandemic has resulted in a veritable boom of the orders for our health checking systems, designed to be installed at the access point of the various facilities. For apothecaries, airports, subways, offices, organisations at risk, supermarkets, shops... for all facilities requiring it SAIMA SICUREZZA has developed a system allowing to measure the body temperature of people transiting in sensitive areas. An innovation that answers the recent calls for health-related safety measures which are currently made necessary by the coronavirus pandemic and which shall remain in place even after the emergency is over, for prevention purposes.

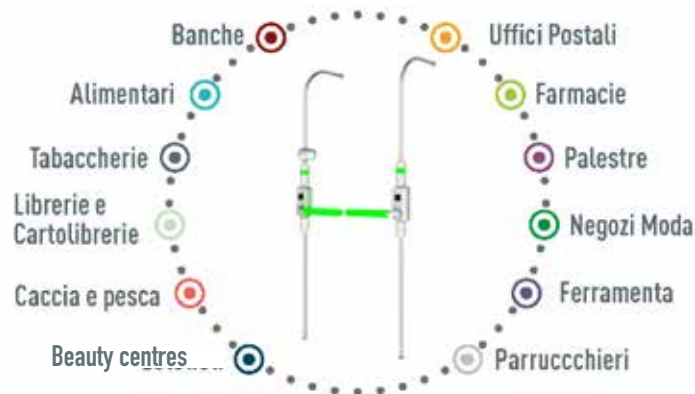
It is a check system using a thermal camera that can be installed in any security entrance model manufactured by SAIMA, or even in any access that needs to be managed.

It is an application that can be used with turnstiles and/or motor-driven gates: in this case the body temperature checking system can optionally be complemented with a function allowing to count the incoming persons. This allows to deny access not only to the people whose body temperature is higher than permitted, but also to those who, should they enter without observing the prescribed distances between individuals, would create a gathering that is forbidden by the latest health provisions.



SAIMA SICUREZZA MANUFACTURES CONTAGION PREVENTION DOORS FOR BANKS AND POST OFFICES, ALLOWING TO CHECK THE BODY TEMPERATURE AND THE DISTANCE BETWEEN PEOPLE.

SOME POSSIBLE APPLICATIONS OF OUR SYSTEM WELC'ON DOOR KIT FOR:



INTEGRAZIONE SAIMA

CORRIDOI D'ALTO FLUSSO

Indicati per gestire elevate movimentazioni e spostamenti di persone in ingresso e uscita.



PORTE INTERBLOCCATE

Destinate specificatamente a regolamentare l'accesso di Sicurezza.



TORNELLI DA ESTERNO

Ideali, in particolare, per essere installati in aree esterne (parcheggi, cantieri, ecc.).



SISTEMA DI CONTROLLO DELLA TEMPERATURA CORPOREA

MONITOR

KIT DI MONTAGGIO

TERMOCAMERA



AL CENTRO DELLA SICUREZZA E DELLA SALUTE

CONTROLLO DOCUMENTI (ID)

Sistemi per il controllo dei documenti delle persone in transito.



VARCHI DA INTERNO LUXURY

L'originale design di questi varchi ne indica una collocazione in ambienti eleganti



TORNELLI DA INTERNO SLIM

Indicati per il controllo in ambienti interni quali uffici, negozi, ecc.



RIDUCE
NOTEVOLMENTE
I COSTI



INTEGRABILE CON
TUTTA LA NOSTRA
GAMMA DI PRODOTTI



NON NECESSITA DI PERSONALE
PER IL CONTROLLO DATI DELLA
TERMOCAMERA



SISTEMA INTELLIGENTE
SETTABILE E ALLARMATO

SAIMA REFRESHER DAY: W LA FRANCE!

The SAIMA MECCANICA offices recently hosted a workshop on the new products and on the work methods, aimed at ensuring a better synchronisation between our activities and those of our French agents. A personal training, specifically designed for our partners from across the Alps, whose work has allowed SAIMA to be the market leader in the industry even in a country where competition is particularly fierce, like France.

An intensive course, over two different weeks, one for the “FUTURA” logo, and the other one for the “SAIMA” brand

During the first week of the refresher course we hosted Mr. Philippe Toubalem, a “FUTURA” dealer who in 2019 generated alone 30% of the whole turnover from the sale of painting booths in France.

They we had the pleasure to receive the visit of 3 of the 5 SAIMA agents, for a particularly interesting meeting during which we could propose innovative products specifically designed to significantly help the presentation of new technological solutions in a market, like that of France, always looking for new products combining high performances, quality and price for all proposed solutions.

A truly great start to tackle that market area, and also an excellent opportunity for our representatives aiming at doubling a turnover that had already reached record levels in 2019.

Unfortunately the COVID-19 is creating an unexpected and uncharted problem, not only for our sector, but also for any production industry anywhere in the world. Like everyone else, we can only stay positive, hoping that, like other similar epidemics we faced in the past, even this unexpected and unknown outbreak will soon be over, and the future will reserve us great business satisfactions.



In the photo from the left: Mr. Patrick Cinson (Manager of the North-West, Bretagne and Normandy area of France), Mr. Paolo Moretti (President of SAIMA), Mr. Serge Pasquet (Manager of the West area of France), Mr. Massimo Valeri (Export Manager of SAIMA MECCANICA), Mr. Philippe Moreau (Manager of the North and South-East area of France).

Did you know that?...

Margherita was born... despite the coronavirus! It's good news like these that raise our spirits in these sad times. She is the daughter of Matteo Colamussi, the Chairman of the Board of Directors and Managing Director of Ferrovie Appulo- Lucane. Margherita has come into a world where values and works are drastically changing... so she is all the more welcome! As life goes on, and it is on young people that we place our best hopes for a future that may heal our wonderful Earth, after so many errors that ruined nature and our very life.



In remembrance of Marlène Fresco, the inauguration of the social, educational and residential centre Casa Marlène. Thanks to the Paolo e Marlène Fresco Onlus foundation, Greve now has a place for grandparents and adopted grandchildren... actually, for a whole valley. A virtual inauguration, in the light of the current situation, which however did not diminish the importance of the event. During summer the facility will accommodate the young hosts of Casa Bambini. The following is an article from La Nazione.

PAOLO FRESCO INAUGURATES CASA MARLÈNE FOR THE CHILDREN HOSTED BY THE INNOCENTI INSTITUTE

IN GREVE

Double act of generosity by Paolo Fresco, the former president of the Fiat group and president of the foundations Paolo e Marlène fresco Onlus and Fresco Parkinson Institute Italia Onlus. Yesterday he virtually inaugurated Casa Marlène, in the Cintoia valley in Greve, a facility that will accommodate during summer the young hosts of Casa Bambini, the social, educational and residential service of the Istituto degli Innocenti of Florence for children aged 0 to 6 with family issues. He also donated 150 thousand euros to the Santa Maria Nuova Foundations, which used them to purchase equipment and 4 thousand masks. Paolo Fresco, the owner of Chiantishire srl, funded the renovation, according to a plan designed by architect Gianluca Aquila, of a section of Casa Grande farmhouse in Cintoia, with furniture and precautions tailored to children. The Paolo e Marlène Fresco Onlus Foundation undertook to ensure not only the accommodation, but also the meals. The ribbon-cutting ceremony was scheduled to take place yesterday, on the birthday of Marlène, Paolo Fresco's wife, who passed away in 2015. "I'm sorry I have to postpone the inauguration -said Fresco-. Taking care of these children on behalf of my Marlène would have been a great joy". According to Fresco "the inauguration will be the first tangible sign of the implementation of the overall renovation plan for the Cintoia Valley, a valley for 'grandparents and adopted grandchildren'. The renovation of Casa Marlène is just the first step in the implementation of an overall plan for the Nuova Cintoia, aimed at providing assistance to vulnerable children and elderly people".

Andrea Settefonti

A bit of Tuscany...

FLORENCE: HOW IT WAS AND HOW IT IS

A CULTURAL EVENT AND WITHOUT THE CORONAVIRUS

The Confindustria headquarters in Florence hosted the presentation of the book written by Mauro Bonciani. "It's a journey through time" writes Paolo Ermini in the book's introduction. The book pages show paintings and historical accounts which provide us with a portrait of the people who lived in Florence at the time of Fabio Borbottoni, a painter "merely" driven by passion. 120 paintings collected by the Cassa di Risparmio of Florence when its president was Aureliano Benedetti, which can still be viewed in the hall of the historic Palace in via Bufalini: which city are we going to leave to our children, grandchildren and great-grandchildren? Borbottoni, born in 1820, offers us his Florence, the eternal city of Dante, Giotto, Brunelleschi and Michelangelo. Without mass tourism, property speculations or drastic building renovations... The first painting in the book shows Ponte Vecchio and the Florence we have known for 2000 years. The author, journalist Mauro Bonciani, manages to offer us, along with the faithful reproduction of some paintings by Borbottoni, unknown historical accounts and details so particular that only someone who loves Florence with a genuine passion



can find them in the great reservoir of our past. In wonderful pages that complement the paintings of this great artist from Florence, the author tells us, for example, about the legend of the San Frediano gate (an Irish monk, who was later sanctified; he arrived in Florence to convert the pagans, who later devoted to him the famous San Frediano church. Even the gate was called like that in his remembrance and in his honour). A real find, this little known painter whose beautiful brush strokes give us snapshots of Florence, with those silences and the magical atmosphere of past times. Even for me, who presented the book along with Enrico Bocci, vice-president of Confindustria Florence, the Author and arch. Sordi it was a pleasure, a true dive into the history of this unique city. It is important, this message of culture and history offered to us by Banca CRF, today known as Banca Intesa, that still allows to visit the hall where the paintings of that Florence we all hold in our heart are on display.

Orietta Malvisi Moretti