

LET'S SUPPORT YOUNG PEOPLE AND THEIR SAFE RETURN TO SCHOOL

In 1347 the plague arrived in Italy and Europe from China. A real apocalypse with thirty million deaths. Even Boccaccio told it in the Decameron: fleas exterminated Europe, through the "Silk Road." The disease landed with the fleas of sailors, infected on galleys coming from Caffa, the Genoese colony in Crimea. The cause was a bacillus that settled in mice and in men: throughout Tuscany the population was dramatically decimated. However, despite the fact that cities were tragically prostrated, the will to react was not lost. Tuscany got an economic boost from its desire to get back on its feet. New inventions were born in Italy concerning financial instruments such as the bank account, the bank check, and the letter of exchange: there are many similarities with Covid 19. Even then, the optimism of good will won the catastrophe of an unknown and terrible evil. In the most tragic moments, we are always saved by the will to start anew: occurrences and reoccurrences of history of a humanity on its way, which recovers after the falls. With SAIMA, we faced with courage and technological innovations before, during and after the time of Covid 19 and we return to living safely starting from school. With SAIMA, Arezzo provides a safe school and helps managing emergencies. In September the new school: no crowding, traffic lights at the bathroom and thermal scanners at the entrance. The I.T.I.S. (State Technical Industrial Institute), already with the June state exams, was the first example of "safe school" in Italy! Returning to school safely is our first major urgency. We hope that the Government will also recognize this and act accordingly. From our technological proposals for schools in Italy, to our worldwide achievements: we have been awarded the tender for access control of the Warsaw subway and we are present at Bucharest airport with our exit controls to manage the transit of passengers. SAIMA bets on the future and safety of people and environments, first of all starting from the world of schools!

Orietta Malvisi Moretti

Maturità, ecco la scuola anti-Covid

Itis: semafori e allarmi se ti avvicini

Luci rosse e verdi ai bagni e nei punti con un solo accesso. Misuratori della febbre diffusi agli ingressi. Fermagli al collo sperimentali: suonano sotto il metro di distanza. Preside: un test in vista di settembre

di **Alberto Finelli**
AREZZO

C'era una volta... l'attacco di febbre simulato per entrare in scuola. O la corsa in bagno, per la sgarbata di rito o evitare l'interrogazione dratone. C'era una volta: perché ormai il Covid travolge perfino certi riti mandati a memoria. Esempio? A lui. Che che porta avrà misuratori di febbre diffusi, in modo non sfugga neanche un 37,3. E ai bagni metterà i semafori, per evitare ogni rischio di inquinazione. È la scuola anti-Covid. Un progetto nazionale, varato dal Giallo insieme alla Saime, l'azienda che sul piano tecnologico sta mettendo a punto tutti i provvedimenti.

Gli esami di maturità saranno il test più penoso: il vero, ove tutto andasse bene, a settembre, con l'attestato di laurea in aula di classe. «È una rete tecnologica, nella quale sono molto coinvolti», preside Alessandro Finelli, fianco a fianco con il sindaco Alessandro Ghiselli, il con. Assessore Lucia Tanti. «Arezzo è in grado di essere sempre all'avanguardia, nell'innovazione e nel lavoro produttivo. Ma di cosa si tratta? Lo spiega il preside: «La misurazione della temperatura sarà a distanza e una sorta di baricentro di avvertimento».

IL VANTO DEI SENSI
La soluzione della Saime è innovativa a livello nazionale. Ghiselli e Tanti: «La strada giusta»



Se i ragazzi che lavorano al computer attraverso i collegamenti di sicurezza contro il Covid-19

se si vede così costretti o se, che prima rilevazione: tipo con le luci dei semafori. Ma fin qui siamo su un piano ormai quasi consueto: gli si sono altre realtà nelle quali, però, si soprintende prima di se se hai la febbre.

«Per ci sarà un sistema di semafori e di luci per i bagni in particolare: sono sintonizzati con un sistema che funge anche da uscita e questi angoli da tenere sotto controllo». Se dentro e non puoi nemmeno, perché se arriva un altro prima ancora di aprire se che non può entrare.

Per la terza classe, più sperimentale. «Del periodo di tempo addosso, saranno quando il distanziamento sociale non venga rispettato». Non saranno i campanelli dei sorveglianti ma il riciclatori: infatti, solo che sono normalmente «muri», scallano quando un altro studente o prof è in giro e meno di un metro o a qualunque sia la distanza che dovesse esserci decisa. «Tutte e tre le soluzioni saranno usate agli esami: per i fermagli solo se chi fosse disponibile». E il preside si candida per primo. «Certo, si rifarebbe, in fondo sono abbastanza risolti per la sicurezza di tutti. E rispetto alla app serve a sfuggire problemi legati alla privacy». Al suo fianco il presidente della Saime Paolo Montesi, «abbiamo guardato per prima cosa alle scuole: è urgente sottoporre e regolare il flusso degli studenti anche con i nostri dispositivi più innovativi».

Altri esami è già pratica: tutti sono accompagnati simili anche nelle biblioteche, delle uscite e procedure. Ma anche il primo stagione è quello degli esami. Iniziano il 17 giugno, tutte le scuole si stanno preparando perché sia nella massima sicurezza. «Chiedo che tutti i materiali per compilare tutte le commissioni. E così tutti passeranno anche i termometri, semafori e fermagli. Per tutti i sensi e possibilmente anche maturi».

IL PUNTO
Tutti gli Istituti corrono ai ripari
Le soluzioni compilate in vista degli studenti per il giorno degli esami

1. **Test di temperatura**
Ma degli accorgimenti sarà distinguere se possibile i contatti dall'uscita per evitare ogni contatto.
2. **Testi e luci ai bagni**
Ovunque la misurazione della temperatura, negli stabilimenti e negli spazi in tutto.
3. **Testi e luci ai bagni**
Consentirà ai ragazzi di rispondere agli interrogatori senza essere più sotto di allarmi due mesi.
4. **Protezione personale**
Permette agli studenti di fare i loro esami personalizzando il lavoro di un microscopio o almeno su un computer.
5. **Comunicazione**
Alcune nuove linee, emittano dalle barriere, consentirà tra gli studenti e le commissioni.

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NEWS FROM CHINA!

We had already talked about it at the beginning of the year announcing the news... that it is now a reality.

SAIMA SICUREZZA landed in China with some models of ABC (Automatic Boarding Control) GATE. At the Nanjing airport in the province of Jiangsu, about 35 km from the city centre, a new installation made in Italy, which acts as a forerunner for our company engaged in many projects in China, many of which in the airport environment. A journey in stages that SAIMA is building with tenacity and professionalism, being one of the 4 foreign companies certified to participate in projects in the airport industry. Nanjing Airport is an important stopover in the vast territory of China, which is constantly increasing in transit traffic and is in full development. We are proud that SAIMA could be part of this improvement and since we think nothing happens by chance, we thank our Chinese collaborators who have valued and chosen the reliability and design of SAIMA SICUREZZA, also on the other side of the world.

A post-Covid world, luckily, is already in place in many countries. On the subject of China we are pleased to know that those who have flown to and from Nanjing can see some of our products made in Italy even there!



In the photos some details of the new installation of ABC GATE in Nanjing.

WITH WELC'ON DOOR ALSO IN ISRAEL

Even before the Covid 19 pandemic, Israel has always considered Security and Safety a defining characteristic. Security and Safety have always been the watchwords of a state that considers protection a distinctive sign.

So it's not strange that Israel is one of the most enterprising countries in the fight against the Coronavirus, aiming to make the lives of its citizens safer, even in an emergency. Our customer Doortec was among the first to want to check out the new range of products that SAIMA SICUREZZA has designed to win the fight against CORONAVIRUS....

Welc'on door, the universal system developed by SAIMA SICUREZZA, which can be applied to any sliding door, allows the management of access control and can be integrated with a system for measuring body temperature and a system for managing the maximum number of persons. Technology and reliability to make the world a safer place for every individual: the fight against Covid 19 is open... and SAIMA new models for emergency management are excellent weapons to use... even in Israel.



*In the picture: Aharon Shamir President OF DOORTEC during his visit in SAIMA
(when wearing a face mask was not yet mandatory!)*

THE POINT ON THE ITALIAN MARKET OF SAIMA MECCANICA: WITH LUCA AGNOZZI ITALY COUNTRY MANAGER

Luca Agnozzi gave us a true reportage, faithfully summarizing so much work and the situation of Saima Meccanica at the time of Covid 19 in Italy.

After some time - says Luca Agnozzi - we talk again about the domestic market in our company magazine "Saima Oggi" which for almost 30 years has been actively accompanying us in our company life and in the national and international relations with both Saima Meccanica and Saima Sicurezza (both of which are part of the parent company Saima Holding).

We focus our attention on the domestic market, proudly Italian, which, after a period of lockdown that deeply marked the whole country and together with us many other member states and the rest of the world, seems today to awaken and counter attack an invisible and sneaky enemy like Covid 19." Before, during, and after lockdown, we also worked from home in smart working" - says Luca Agnozzi. "And in this period we supplied and installed three important new plants, in as many industrial realities, **of Northern, Central, and Southern Italy**. The companies that have finalized their planned investment with us with great satisfaction today are positioned in the market as a reference player of their industry.

In Northern Italy

An important painting line from the city of Brescia, our Lioness of Italy, which together with the neighbouring Bergamo, suffered so much the pandemic in recent months. Two new preparation and washing booths + 2 finishing and drying booths made at BMB SPA, a storied company in the production of presses for various industries, including the automotive industry, which represents the core business of Saima Meccanica Spa. BMB, still managed by Mr. Bugatti, born in 1936, and his son Marco Bugatti, gave us its confidence, commissioning to Saima Meccanica the construction of the new systems in a newly built plant.

We have always kept in contact with the customer, even in the period of lockdown, and in those days the professional who followed the installation sent me the symbolic image that we propose here, of the city of Brescia

(our *lioness of Italy*, which fought the dominant Austrian forces for 10 days before surrendering, from 23 March to 1 April 1849, which earned the city the above-mentioned title).



We refer to a link for greater visibility of the Company BMB and some images of our realization: www.bmb-spa.com

The company:



Images of the plants supplied by us to BMB SPA still under installation:



Details of the various phases of installation of the painting plant.



In Central Italy

... and more precisely in Casentino, one of the 4 valleys of the Arezzo area, the most beautiful one, featuring historical, artistic, and cultural sites and tourist destinations. Here, in May we completed an important installation for a well-known company in the field of advanced metallurgy and structural carpentry, PROSTEEL srl, in Loc. Fontechiara, Corsalone Chiusi della Verna (AR). It is our new industrial painting booth (series Grandi Mezzi) with a specific feature given by the pneumatic opening of the upper plenum for access by means of overhead lifting equipment of the manufactured articles to be treated.



We refer to a link for greater visibility of the Company PROSTEEL and some images of our realization: www.prosteelsrl.com



Images of the new plant we supplied to Prosteel.

In Southern Italy

...instead, and more precisely in the province of Salerno in Battipaglia, important productive and industrial centre of the Campania Region, we meet the firm **O.ME.P.S. Silotrailers** for which Saima Meccanica Spa has realized an important supply for 2 complete lines of preparation and painting of the tankers fully produced by them from the chassis to the external structure. The company has specialized in the construction of Silos trailers for farinaceous and cement / pre-mixed products for many years and today is one of the world's leading manufacturers with an export percentage of more than 80% worldwide.

O.ME.P.S. has made the quality of the product its philosophy toward its own market, together with energy efficiency and optimization of the production process. In this first half of 2020, they have implemented an important extension of their structure for the new preparation and painting department, choosing two Arezzo companies as project partners; Baraclit Spa in Bibbiena (AR) for the new industrial shed and Saima Meccanica Spa (AR) for the plants, two healthy and solvent companies that have been operating for over 40 years, at the top of the market in their reference industries.



We refer to a link for greater visibility of the company O.ME.P.S Silotrailers: www.omeps.it

By Luca Agnozzi



Images of the new plant we supplied to O.ME.P.S, Battipaglia (SA).



For more information, please click on our website:

www.saimameccanica.com | www.saimasicurezza.com/it/saima-oggi

IN SPAIN, DESPITE COVID 19, WITH SAIMA SEGURIDAD

Good news must be given, especially in this period of serious difficulties for all. Spain, which has been at the forefront of the fight against the Coronavirus like Italy, has not weakened its will to work and to propose itself to the market with the technological innovations to deal with this pandemic. SAIMA Seguridad, our historic importer who has always been at the forefront of access control security, has chosen to restart with... us. We report faithfully in Spanish their message that will not be forgotten!

Nuevo torniquete motorizado para el control de temperatura y conteo de usuarios

Saima Seguridad ha presentado WELC'ON OFFICE: un torniquete motorizado que puede estar equipado con un sistema de control de la temperatura corporal de los usuarios en tránsito y con un sistema de conteo, particularmente adecuado para el control de aforo de personas dentro de los recintos.



Con el modo de funcionamiento autónomo, el torniquete motorizado, si está equipado con el sistema opcional de detección de temperatura, permite la entrada, con movimiento vertical de los brazos, a cualquier persona siempre que no tenga una temperatura corporal superior a la prefijada. Cuando el sistema térmico no está presente, el torniquete puede funcionar como un control de acceso estándar, a través del uso del lector de tarjetas, facial, huella dactilar, etc.

Si está equipado con un sistema de conteo de personas, el torniquete no permite el acceso a la zona en cuestión cuando se alcanza el número máximo de personas permitidas (ajustable por umbral).

Para permitir el tránsito en condiciones de emergencia, el torniquete puede ser abatido manualmente en ambas direcciones. El movimiento de los brazos en condiciones estándar es vertical para no ocupar espacio y permitir la operación incluso en el caso de una multitud.

El torniquete también es adecuado para ser utilizado como una entrada dedicada a las personas discapacitadas, ya que sus medidas internas cumplen plenamente con los requisitos reglamentarios. De hecho, se puede fabricar con tamaños adecuados para puertas de tránsito de entre 60 y 120 cm (útil también en presencia de una vía de escape).

INDIA: FRONTIER OF THE FUTURE?

Opening up new markets is mandatory, even at this time when, waiting for a vaccine, we will have to live with Covid 19. Indeed,... just thinking about a future, which we hope will be close, when everything will return to “normal,” it is just now that industries should identify one or more commercial targets ... on which to focus.

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|------------------------|---------------------------------|
| Population | 1.35 Billions |
| Population growth rate | 1.0% |
| Average age | 29 years |
| Literacy rate | 74,04% |
| Area | 3.287.263 km ² |
| Population density | 464 inhabitants/km ² |
| Urbanization rate | 34% |
| Languages | Hindi, Inglese, Bengali, Tamil |
| GDP growth rate | 4.23% |
| Unemployment rate | 6.1% |
| GDP per capita | 2.009 USD |



A young population, in a country that is a melting pot of traditions and religions but also of uses and traditions ... indescribable and incomprehensible to those who have not studied their dynamics. India certainly represents the market of the future to focus on. For this reason, SAIMA is availing itself of the collaboration of Octagona, knowledge partner of the Indian Embassy to study all the aspects to keep in mind to propose itself decisively and with possibility of success in India, a fascinating, mysterious, spiritual, but also quite risky country. Of course it will be a journey made of many stages and patience ... and not to be travelled alone: with humility and the support of qualified companies that have contacts in the country, whose reliability is recognized by the most authoritative institutions (such as the Indian Embassy), it will be possible to deal with this new, important business venture. As always, SAIMA accepts the challenges and thanks Octagona for the work done and the interesting training webinars we have been able to attend. At this frontier of the business of the future, as the proverb says “If they are roses, they will bloom” sooner or later!



Did you know...?

The first anti-Covid school is in Arezzo. It is the I.T.I.S: (State Technical Industrial Institute) Galileo Galilei. An absolutely innovative project that saw the alliance between school and industry and that makes Arezzo an experimental city for health safety in schools, building a model that should be copied throughout Italy. A winning combination between SAIMA SICUREZZA and I.T.I.S, made possible thanks to the collaboration with the head of the institute, Professor Alessandro Artini who first guessed the potentialities of the equipment proposed by the company of Arezzo.

State exams were held this year in complete safety for students, teachers, and school staff thanks to the presence of targeted devices. With Saima, the production fabric of Arezzo shows its vitality and its ability to find innovative solutions at the service of the community.

Today, as the foresight of the head-teacher Artini and the professionalism of SAIMA teach us, it is time to find intelligent and innovative solutions that, together with common sense and prudence, will enable us to live with the Covid

All exams passed ... therefore, even during this quite difficult year, and ready to return to the classroom. Safer than ever!



The day of the exams with face mask, thermoscanner, and technologies for the maximum anti-Covid safety

You can find in the bookshops the book that one of the most authoritative political figures of Tuscany, Riccardo Nencini, wrote together with the historian Franco Cardini. Its title is: "DOPO L'APOCALISSE - Ipotesi per una rinascita (AFTER THE APOCALYPSE - a hypothesis for a rebirth)" and it focuses on the epidemics of the past. A volume that opens a window onto the world ahead, as a journey into history from which to draw useful directions to understand what could happen in the coming months, following the Coronavirus epidemic, which has affected all countries around the world. A truly surprising picture, with the hope that, as in the past, even today after such a difficult event, Italy will be able to give its best. So that our possible rebirth is not just a hypothesis.



Did you know...?



One is not born a golfer ... one becomes it!
 At Ugolino Golf Club, one of the oldest golf clubs in Italy, Mr. Paolo Moretti was the best player, ranking first absolute together with General Ferruccio Cruciani. Compliments!
Here is Mr. Paolo Moretti, ranked first in one of the most recent tournaments played at the Ugolino Golf Club

Antonella Giachetti, the new President of AIDDA Toscana, after 6 years of presidency of Maria Stella Reali Bigazzi. We have welcomed her, together with her brand new Board, with which to start a three-year period full of uncertainty but, perhaps also for that reason, really stimulating. At a difficult time due to pandemic emergency, the voice of the female entrepreneurs must be heard loud and clear, as demonstrated by AIDDA, opinion leader which has always been committed to the promotion of female entrepreneurship and the values that it conveys through the work and cohesion of its associates. Good luck for her work to Antonella Giachetti, an established accountant and entrepreneur, who is at the helm of AIDDA Toscana and national vice President of the association.

In the new Board: Orietta Malvisi Moretti vice-president, Sabrina Tonti national councillor, Mara Graverini treasurer, and the councillors Paola Butali, Gabriella Ciabattini, Sara Nuzzaci and Maria Oliva Scaramuzzi.



in the photo, Antonella Giachetti, President of AIDDA Toscana and National Vice-President.

The Rotary Club of Fiesole has contributed to the initiative to provide anti-Covid face masks to the Municipality of Fiesole and for the Misericordia. A collective commitment, which the members of this historic Club accepted enthusiastically. Deeds, not words, in the deepest Rotary spirit that makes this club one of the most active in the area. Under the chairmanship of Claudia Bianculli, (who has just passed the baton to the Rotarian friend Lorenzo Coppoli), the help given to the initiative by the Fiesole club was very appreciated by the mayor of Fiesole Anna Ravoni. Solidarity never stops... and can lead to great results.



In the photo the delivery of the face masks for the Municipality and Misericordia in the presence of the mayor, Mrs. Anna Ravoni

A taste of Tuscany...

WITH RAFFAELLO SANZIO

Giorgio Vasari defines him as a God on earth. Many, on the other hand, and perhaps not by chance, called him a “dandy” worshipped by the Popes. Languid and elegant, he died at the age of 37 because of too many labours of love. None of the Renaissance greats was “courtier artist” more than Raphael. It is in Rome at the court first of Giulio II and then of Leone X Medici, that he could best express his genius: 500 years have passed since his death and the echo of his immense and deserved fame is not over. From his hometown of Urbino, to Milan, Florence, in Tuscany and in Umbria, initiatives to celebrate his works have multiplied in Italy in 2020. Who does not know the “Madonna of the chair?” It is truly one of the greatest masterpieces of the Renaissance. It was created for Pope Leo X and depicts the Madonna and Child and San Giovannino.



Raphael worked a lot on the theme of the Madonna and Child, studying from real life his figures and depicting them with spontaneous attitudes. The Virgin is in a new position compared to previous works. It is an image of great humanity, where gestures and expressions suggest affection and sweetness. The composition is organized according to the circular format. The head of the Virgin tilts, the right arm bends and the little Giovannino bends toward the two characters to enter the space of the painting. Only the back of the chair is vertical but does not disturb the circularity of the figures. A

short page is not enough to talk about him... and perhaps not everyone knows that Raphael tried to portray in his Madonnas the face of his mother, lost when he was still a child. Another work that has aroused various interpretations is the famous “Woman with the veil”. There are many doubts and many hypotheses about the identity of this woman. The most fashionable and widespread is that it is his great love Margherita Luti, called “La Fornarina”...

