

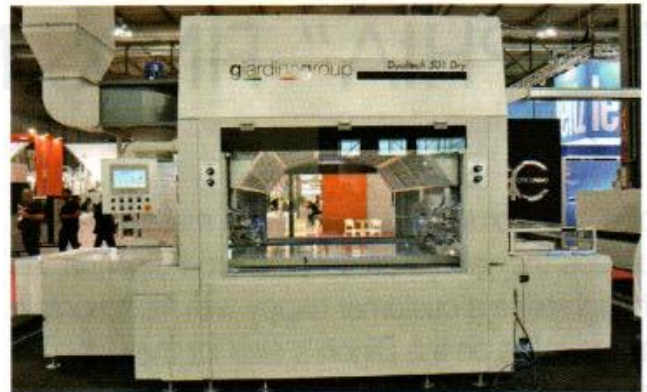


GIARDINA GIARDINAGROUP IN THE US

"The North American market, and the US in particular, have always appreciated the finishing solutions by the companies that are nowadays united in Giardina Group: we can say that there is no "big name" among the furniture or semi-finished product manufacturers that have not chosen or will not choose our technologies".

Stefano Tibé, sales director of the group, is confident when he tells about the relationship between the Italian group and the investors of this part of the world. *"We have always worked very well with high-level customers, our target for excellence. I could mention what I believe is the largest and most important manufacturer of office furniture in the United States - a production in which the quality and performance of the finish is essential - and they chose us over twenty years ago. Their installation is still fully operational, and in recent times they have decided to install another finishing line by Giardina Group".*

The Italian group has sixty employees, a turnover of around 20 million euros and a very high inclination to export - close to 95 percent of production - and a large manufacturing facility in Figino Serezenza, in the Como area. Giardinagroup will be at the next IWF show in Atlanta, with a story of development and continuity. A story made of great quality, attention to customer needs and under-



standing of the most complex technical issues. Solutions supported by a sort of "branch" based in Louisville. In fact Giardina Finishing could count since the mid-Nineties on a direct presence in North America, branch that in the following decades was then acquired by its employees and today - without any disruption of continuity - is in fact still the "heart" of the deep relationship with the United States. *"The fact of having always guaranteed, for more than twenty years, a direct presence, a capable and fast technical assistance has allowed us to bring the relationship with our customers on another level, guaranteeing us the role of leader in the large systems for the most important customers, as I have already mentioned",* adds Mr. Tibé.

The Giardina Group team (**building B, Booth 4867**) will present the "Dualtech 501" spray machine, the "Gp-Jet-6" hot air oven and the "Gst 1501-2-3D-R" Uv oven. During the show, demonstrative tests of the various processes will be carried out, in cooperation with some of the most important paint manufacturers on the American market. *"We will have the opportunity to confirm our role in a market where spray finishing and roller coating systems have always been preferred, in addition to the vacuum or spray solutions for moldings,, a demand which our group can meet with its large experience",* concludes Stefano Tibé.