

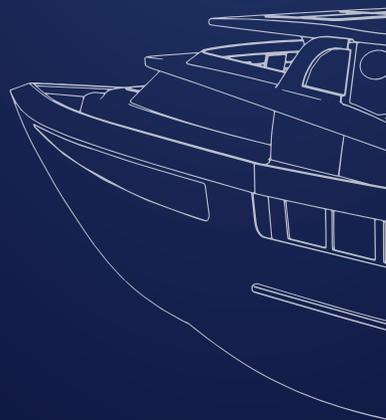


# *Sustainability is* **SustainabITALY**

discover it at

## **Dubai International Boat Show**

28 February – 3 March 2024 | Dubai Harbour ESS-30, Dubai



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**ITA**<sup>®</sup>  
ITALIAN TRADE AGENCY



Ministry of Foreign Affairs  
and International Cooperation

  
**CONFINDUSTRIA  
NAUTICA**  
Italian Marine Industry Association







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# *Sustainability is* **SustainabITALY**

The yachting industry's focus on sustainability and the environment is taking on an increasingly impactful and consistent stance. The goal to achieve carbon neutrality will undoubtedly be the most important challenge and perhaps the greatest opportunity facing the yachting industry in the coming years. Markets are experiencing a phase of transformation, a key strategic moment for the industry as a whole to invest in innovation and sustainability.

The role of the Italian Marine Industry, Confindustria Nautica, is to innovate side-by-side with companies as they navigate the green transition and ensure they have every possibility to dedicate their resources to the research and development of solutions across the board, while under the most encouraging, supportive regulatory and bureaucratic conditions possible, not just on a national level, but with a special focus on reaching a successful degree of homogeneity internationally.

The yachting industry, despite being a sector with minimal environmental impact - according to official data published by the IMO (International Maritime Organisation), the sector accounts for only 0.06% of the entire shipping sector – continues to invest heavily in technological innovation and has been doing so for a long time.

In line with these objectives, the Italian Marine Industry Association has set up an internal Sustainability Committee in which topics such as decarbonisation, innovative materials, digitalisation and end-of-life solutions are placed at the forefront.

Moreover, in 2023, the Italian Marine Industry Association also organised the first two editions of the World Yachting Sustainability Forum, with the collaboration of IBI and McKinsey & Company, bringing together an international panel of speakers to discuss future prospects in terms of sustainability, innovation and respect for the environment.

Also on the international front, the Association upholds its commitment to a sustainable future, contributing through its active roles within the supernational federation EBI and world industry federation ICOMIA. In fact, lobbying activities carried out with regards to these very topics is essential to ensure that companies throughout our sector can transition in an adequate manner towards the latest environmental requirements: making decision-makers understand the specificities of our sector (a small but highly complex industrial niche) is necessary in order to identify the most effective and impactful answers to an ecological transition that will undoubtedly be more complex for the maritime economy than for other sectors, first and foremost the automotive industry.

**Source:** CONFINDUSTRIA NAUTICA – ITALIAN MARINE INDUSTRY ASSOCIATION



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# Italian Trade Agency - ITA



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ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy. With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.

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# CONFINDUSTRIA NAUTICA – ITALIAN MARINE INDUSTRY ASSOCIATION

Confindustria Nautica (Italian Marine Industry Association) is a non-profit organisation founded in 1967 to promote maritime culture and tourism as well as develop the boating industry, a sector in which Italy plays an international role as a global leader that has consistently demonstrated its ability to grasp the state of the market and respond to its changing needs.

With its headquarters in Genoa and Rome, Confindustria Nautica is a member of Confindustria, the Federation of Italian Industry. It offers assistance, support, information and representation to its members operating across the various sectors of production, sales and services, while also providing consulting services of a technical and regulatory nature.

The Association interacts on a national level with political, social and governmental institutions, maintaining active relations with the Italian ministries for infrastructure, transport, economic development, the environment, economics and finance. At an international level, it plays an active role in ICOMIA (International Council of Marine Industry Associations) and EBI (European Boating Industry) by lobbying the EU institutions, international authorities and major global organisations.

As part of its institutional work in representing the Italian boating industry, the Association gathers and processes data on the sector's performance and trends in relation to both the domestic and international markets. It also encourages technical and economic development through market reports, research studies, debates and conferences.

The Association's international communications are supported by an intense marketing campaign that aims to promote Italian products worldwide, focusing on the stylish elegance, advanced technology and cutting-edge innovation that lie at the heart of the Italian boating industry.

Confindustria Nautica also organises the Genoa International Boat Show, the largest event of its kind in the Mediterranean, and the Satec Convention, a meeting point for member companies, stakeholders and operators in the sector.

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confindustrianautica



Confindustria Nautica



Confindustria Nautica



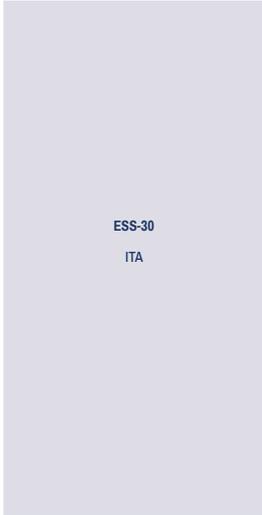
ConfNautica



CONFINDUSTRIA  
NAUTICA  
Italian Marine Industry Association

# Floor Plan

Italian Pavilion ESS-30 | Harbour Dubai, Dubai



ESS-20 ASCOM	ESS-20A NAVALTECNOSUD BOAT STAND	ESS-21 NORTH SARDINIA SAIL	ESS-21A CIMOLAI TECHNOLOGY
ESS-23A MARINECORK BY SACE COMPONENTS	ESS-23 INGEMAR	ESS-22A F.LLI RAZETO & CASARETO	ESS-22 BLUE-AIRCO

ESS-24 SAIM SPA	ESS-24A POLIPLAST D'ANGELO
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ESS-26A PLUS INTERNATIONAL	ESS-26 ZAR FORMENTI S.R.L.	ESS-25A FIDEMA GROUP SRL	ESS-25 BOAT LIFT
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ESS-27 PULINA EXCLUSIVE INTERIORS	ESS-27A ITALIA YACHTS	ESS-28 C.E.M. ELETTROMECCANICA S.R.L.	
ESS-29B MARITAN GLASS	ESS-29A THERMOWELL	ESS-29 TUTTOSUB	ESS-28A VELERIA SAN GIORGIO

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Stand No. ESS-20

# ASCOM



Since 1972, we've been on a mission that's all about heavy lifting! We proudly design and manufacture Boat Hoists up to 1500t capacity, Marine Jib Cranes up to 100t capacity, and Marine Forklifts up to 20t capacity.

Additionally, we build custom solutions, gantry cranes and equipment catering to industrial needs.

But that's not all – say hello to our family: ABI TRAILERS, the experts in producing top quality boat trailers, and ASCOM SERVICE, your go-to for all things related to assistance and spare parts.

---

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HANDLING EQUIPMENT SPECIALIST

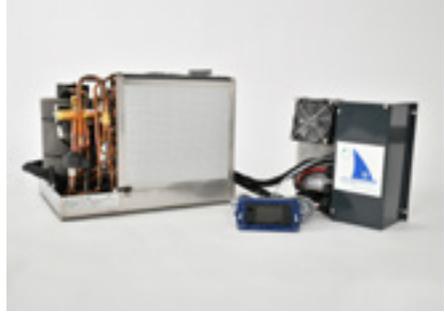
 ascomspa

  ASCOM S.p.A.

 Ascom S.p.A.

Stand No. ESS-22

## BLUE-AIRCO



Blue-Airco is an Italian company that designs and manufactures exclusive variable-speed self-contained marine air conditioners, operating at full low voltage (12-48V). Each unit is equipped with a titanium seawater coil, immune to corrosion, BLDC motors, an electronic expansion valve that maximises performance in every working condition, and capacitive touch control.

Additionally, the ECO function is available in every model, allowing for extremely silent operation with a maximum power consumption of 220 W. The environmental impact of the products has been reduced at each stage of the production process. These products have been nominated at the Ibex show and Metstrade and received a special mention for the DAME DESIGN AWARDS 2023.

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Stand No. ESS-25

# BOAT LIFT



BOAT LIFT is specialised in the design and manufacture of handling and lifting systems for boats and heavy loads, providing custom solutions and suitable for any condition.

Travel lifts, self-propelled trailers and amphibious machines are the result of multiple competencies conveyed in a single company, set to become a benchmark in handling and lifting field, both for nautical and industrial players.

Unique technical know-how makes it possible to work on multiple tailored projects: with the mark Pelican Lift, an innovative mobile dockside crane has been recently launched on the market and is now finding application in different marine contexts.

The search for cutting-edge and sustainable solutions has led BOAT LIFT to develop its whole range of electrically powered machines, equipped with top quality components to ensure high level performances.

---

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Stand No. ESS-28

## C.E.M. ELETTROMECCANICA S.R.L.



Manufacturer of pumps and water pressure systems made in AC and DC, pumps with pulley, with manual and magnetic clutch or with hydraulic motor, hand pumps, diesel motor pumps, and 12-24V DC motors.

Manufacturer of Centrifugal blowers and Axial fans for engine room and closed environments.

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cem-srl-official



cem\_srl\_official



CEM Srl

Stand No. ESS-21A

# CIMOLAI TECHNOLOGY



Cimolai Technology Spa is specialized in the supply of customized lifting and handling equipment.

The company produces mobile boat hoists ranging from 30t to 2000 t diesel and full electric, ship lifting platforms “cimolift” to launch and dry-dock huge vessels and special cranes to move, lift and turn ship blocks. The wide range of Cimolai Technology’s products includes self-propelled modular trailers spmt and transfer systems to support the “cimolift” or used independently to perform the transportation and parking operations of the vessels within the shipyards.

The company supplies 100% made in Italy products, taking care of the design, the manufacture, the installation and the after-sale assistance / maintenance activities.

The know-how of the company and the experience accrued over the years, allow Cimolai Technology to be a worldwide ideal partner for the supply of equipment required by shipyards, marinas and ports.

---

## Claudio Carlon

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Stand No. ESS-22A

## F.LLI RAZETO & CASARETO



Since its foundation in 1920, F.lli Razeto & Casareto designs and makes exclusive marine locks, doors, and cabinet's accessories, with special consideration to interior designers' and boat owners' needs.

Oblò is the new high-tech door handle masterfully designed for F.lli Razeto & Casareto by Zuccon International Projects, featuring high quality, cutting-edge technology.

The first of Oblò key features is derived from the innovative OSSH Network technology, an integrated smart access system that connects all the handles to any automation system installed on board. They use light and colours to provide information about hospitality and management services and perform OSSH system safety functions in the event of a power failure or any other onboard alarm conditions.

Oblò are truly smart handles which also feature an ESI antimicrobial system whose effectiveness against Corona Virus was found by the virology lab of the University of Modena e Reggio, Siena, Genova and certified by RINA.

---

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Stand No. ESS-25A

# FIDEMA GROUP SRL



Fidema Group srl is an engineering and manufacturing company that has been active for more than 30 years in the cruise and yachting market. We provide customized solutions in the hydraulics moving systems field: cranes, moving platforms, lifting systems, ladders, stairs and passerelles.

We manufacture single AISI 316L stainless steel components such as gas springs, hydraulic actuators and valves, hinges and handling systems.

Furthermore, the Fidema 3D printing unit is specialized in the design and production of tailor-made polymer components for new constructions and refitting, this technology allows the components weight reduction, very quick production time and cost savings.

Fidema Group engineering unit can provide a wide range of services that goes from the feasibility study to the construction drawings passing through the FEM analysis and structural calculation.

HVAC plants dimensioning and optimization is also an available service together with coordination plans and system calibration.

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Stand No. ESS-23

# INGEMAR



Ingemar was established in 1979 in Milan, Italy, with the specific aim of specialising in optimising layout designs for marinas and supplying floating structures and accessories for recreational yacht moorings. Standard production consists of a large range of pontoons and floating breakwaters, fixed quays and service distribution pedestals.

The company's involvement may vary from simply supplying structures to turn-key customized projects for significant and complex assignments. Ingemar floating structures are reliable, robust and functional: as safe as fixed construction, but more economical and easy to install and relocate. Ingemar's prefabricated techniques have also been adopted for interesting applications with excellent results both in quality and for speed of construction and installation.

Today the Ingemar Group is one of the international sector's leaders, able to tackle all issues relating to the construction and installation of floating structures, moorings and harbour services, performing the role of qualified technical partner and reliable supplier.

Photo on the left: all-concrete floating pontoons cast in UAE under Ingemar licence for Dubai Harbour. Photo on the right: steel frame floating pontoons with timber decking and concrete floaters for Venice Boat Show.

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**INGEMAR**  
*Pontili e costruzioni sull'acqua*

 Ingemar\_Group

 ingemar\_1979

Stand No. ESS-27A

# ITALIA YACHTS



Italia Yachts has been a boat builder since 2011. The production focuses on sporty and cruising sailboats, as well as high-impact powerboats, including outboard motorization. Italia Yachts boasts extensive knowledge and experience in industrial mechanical engineering and technological industry gained over decades spent in major international shipyards.

The product range is composed by sails boats model such as IY9.98, IY11.98, IY12.98, IY14.98, IY16.98, IY20.98 and starting from year 2023 also by IY43 which the first power boat for IY. Italia Yachts is an Italian excellence that boasts a team of highly skilled and experienced professionals. Each of them is primarily a yachting professional, a sailor with thousands of miles sailed behind them. They sail all the racing season wide world at high level from offshore to America's Cup.

Every design project starts from the research of the perfect balance and the correct alignment, aiming to build safe yachts easy to sail even with a small crew of privately. Italia Yachts is one of the most exclusive and prestigious brands in the high-end sailing yachts production landscape: nowadays, there are over 100 yachts sailing both European waters and worldwide, with a range from 34 up to 66 feet that is constantly expanding and innovating.

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Stand No. ESS-23A

# MARINECORK BY SACE COMPONENTS



MarineCork is the sustainable solution for the deck of any boat, whether sail or motor-powered. Born in 2013 from the continuous search for sustainable solutions and a deep knowledge of boating, it has been supporting shipyards and shipowners for 10 years, seeking sustainability, innovation, comfort, high performance, and elegant and welcoming design.

MarineCork is 100% natural.

It is a sustainable solution with unique characteristics:

- extraordinary lightness;
- excellent grip: the more it gets wet, the more the grip increases.
- fire-resistant material, inherently self-extinguishing and does not propagate flames.
- It is thermally insulating and sound-absorbing, allowing cabins to be insulated from noise and temperature fluctuations.
- It is comfortable and does not burn underfoot, making the deck liveable even at high temperatures.
- it does not stain,
- It has high mechanical resistance
- It is a durable and easy-to-maintain material
- Certified by Rina, Certimac, Tec-Eurolab

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**Francesco Errico | Paola Ciotti**

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Stand No. ESS-29B

# MARITAN GLASS



We specialise in the production of glass for yachts: we handle every phase, from survey to production, up to the installation.

We provide the shipping Register management service to test the safety and strength of the glass in order to ensure an excellent product.

---

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Stand No. ESS-20A

# NAVALTECNOSUD BOAT STAND



Navaltecnosud Boat Stand is an Engineering Company specialised in the design, production and marketing of products for shipyards, and in particular of Cradles, Heels for the Keel, Boat-Stands, Modules for transporting boats on ships, Spreader Beams and facilities for handling and stowing boats, racks for dry storage, Cabins for storage and more products for shipyards.

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 navaltecnosud

  Navaltecnosud Boat Stand s.r.l.

Stand No. ESS-21

## NORTH SARDINIA SAIL



NSS Group is a Company leader in yachting business, it includes 3 main Companies:

**NSS Charter** began operating in 1998 and today it is a point of reference in the sailing charter business worldwide. NSS Charter has 4 bases in the Mediterranean: in North Sardinia in Marina Cala dei Sardi, in Tuscany, in Amalfi Coast and in Sicily. During European Winter, NSS operates in Grenada to sail along the Caribbean Islands. The fleet includes over 140 sailing yachts equipped with every comfort from 10 to 20 m.

**NSS Yachting** is the official dealer of the most prestigious shipyards. It is the concessionaire of both the Lagoon catamarans and the Beneteau monohulls, sail and motor, and importer for Italy of Highfield inflatable boats, as well as a Cnb shipyard dealer. In 2019, 2020, 2021 and 2022 NSS Yachting won the Lagoon award as “Best European Dealer”.

**Cala dei Sardi** is the largest eco-friendly floating landing in Costa Smeralda, in Sardinia. It is located in the Gulf of Cugnana. It is made with Breakwater pontoons and Seaflex anchorage, a system designed by the Finnish Marinetek (a leading company in the construction of floating marinas also used in Miami and Dubai) that combines stability and respect for natural marine currents.

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### Simone Morelli

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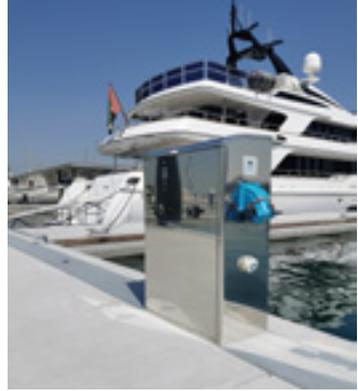
nsscharter



NSS Charter

Stand No. ESS-26A

# PLUS INTERNATIONAL



Plus Marine is an Italian high-tech producer of Power and Water Pedestals for Marinas, with over 20 years long experience in the marine business.

Its production line includes two main product lines:

The plastic series in HDPE material – SMART and SMART K, is a very strong and sturdy bollard that is made to accept sockets from 16 Amps up to 630 Amps.

The Stainless Steel AISI316L series S700L is very compact and elegant.

Both lines include a metering system, access control and supervision.

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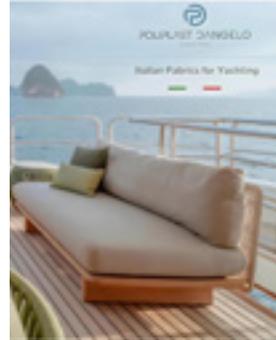
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Stand No. ESS-24A

# POLIPLAST D'ANGELO



With a 60-year legacy in marine supplies, Poliplast D'Angelo is a leader in marine fabrics. Specialising in boat industries, yacht interiors, and canopies, their diverse catalogue includes over 150 items and 6,000 colours.

Noteworthy is their commitment to innovation, evident in the launch of BIO, vegan, cruelty-free option. In the past three years, Poliplast D'Angelo successfully entered the Dubai market, supplying major shipyards and solidifying its presence in the thriving Arabian market. Excitingly, the company is set to introduce four groundbreaking additions – WAVE, SHINETEX, HUGGY, and SPONGE STRETCH – at the 2024 Dubai International Boat Show, enhancing their already distinguished marine upholstery collections.

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POLIPLAST D'ANGELO  
SINCE 1960



poliplast dangelo srl



poliplast\_dangelo



POLIPLAST DANGELO

Stand No. ESS-27

## PULINA EXCLUSIVE INTERIORS



Involved in a large number of projects throughout Europe, the Far East and The Middle East, Pulina Exclusive Interiors is a design and architecture studio specialising in delivering prestigious projects such as private residences, hotels, and luxury yachts. Located in the heart of the historical city of Pisa next to its leaning tower, our workshop brings together a team of interior and product designers of different backgrounds.

Our services encompass all stages of a project development: from research, concept, architecture and interior design, cost and project management, until the project's completion. Our approach is rooted in its design principles, we create environments and spaces that improve the quality of life of those who use and surround it.

Each single project is uniquely conceived, tailor made to the customer's needs, creating for us an opportunity as well as a challenge which incites the innovation of defining the link between the client's request and our concept.

Our passion for finding new forms and materials makes our projects an experience of excitement and discovery for the client.

---

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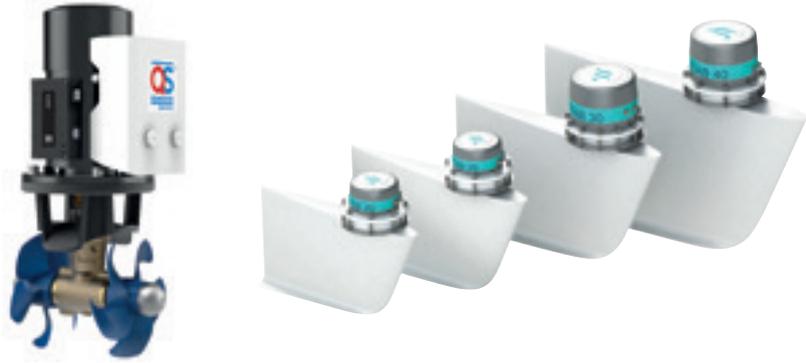
**PULINA**  
EXCLUSIVE INTERIORS

 pulina\_exclusive\_interiors

  Pulina Exclusive Interiors

Stand No. ESS-24

# SAIM SPA



Founded in 1951, SAIM S.p.A. became a reference point in the supply of large Italian automotive groups as well as several companies in the marine and industrial sector. SAIM has always associated top-level products with first-class service and a trained service network in the whole area, with the mission of being a reliable partner for its customers. SAIM Marine, one of SAIM Business Units, was born in 1993, just before the Italian shipbuilding industry was booming.

Today SAIM Marine imports and distributes high-tech equipment to the most famous shipyards. Its products and services are targeted both to pleasure crafts and to professional boats.

SAIM Marine supports the shipyards in the project's development and has a direct service network along the coasts of Italy, Europe and all over the world. QS Seamaster and Waveless are the two brands, among those distributed by SAIM, which will be exhibited at Dubai Boat Show 2024.

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 SAIM S.p.A.

 Saim Group

 saim.marine

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Stand No. ESS-29A

# THERMOWELL



Thermowell presents itself as a young company from Salento that in a few years has managed to impose itself on the complex reality of nautical systems, through the use of business strategies aimed at investing on the quality of products offered and the manufacturing of components and complete air conditioning systems.

It represents an important reference point on the national and international market, thanks to its well-developed and consolidated sales and service network in various European and non-European countries.

The main factors of its success are: constant product innovation, continuous technological research, use of top quality components, a dense sales network made up of a team of trained and constantly updated people, and finally an excellent and efficient after-sales customer service.

The company develops and proposes solutions for complete air conditioning systems for any type of vessel, offering its customers tailor-made projects in accordance with the strict ISO 9001 standards.

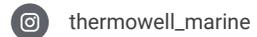
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Stand No. ESS-29

# TUTTOSUB



The perfect marriage of the sea and tailoring.

MolaMola is the new brand of the company TuttoSub, operating in the wetsuit sector since 1978 and producing high quality, hand made wetsuits made to measure for professional and sporting use.

Angelo De Laurentiis, passionate speargun fisherman, with his wife, Carmela, a professional tailor, set out to create a product without compromise, able to satisfy the requirements of those who feel at home in the sea.

The results over the years have been palpable: TuttoSub wetsuits are used by professional scuba divers across the country. The company has become supplier to the police force, to port authorities and to the athletes of the Italian national team.

Why choose MolaMola:

- Only the best neoprene.
- Wide range of thickness: from 1 to 9 mm.
- Fitted wetsuits
- Personalisation
- Accessories and details born of direct experience of diving at all depths

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molamolabytuttosub

Stand No. ESS-28A

## VELERIA SAN GIORGIO



From the manufacture of AMERIGO VESPUCCI sails to the design and the creation of personal protective equipment for crews of most modern boats of AMERICA'S CUP CLASS and FIV athletes.

In short, this is the history of a company founded in GENOA IN 1926 from the ancient knowledge handed down from a chief sailmaker. Today, after many years of activities and many transformations, VELERIA SAN GIORGIO is the best-known Italian company in the field of life jacket design and production.

With its experience, VELERIA SAN GIORGIO has marked the Italian yachting history, living the lead role during the different steps of a market in continuous development and always guaranteeing INNOVATION and QUALITY for its customers.

Decade after decade, hundreds of cruise ships of the biggest companies in the world and thousands of pleasure boats sailing the seas around the world, have chosen Veleria San Giorgio products.

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Veleria San Giorgio S.R.L.



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Veleria San Giorgio

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Stand No. ESS-26

# ZAR FORMENTI S.R.L.



PRODUCTION OF LUXURY AND HIGH QUALITY TENDERS AND RIBS.

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**Piero Formenti | Salvatore Salanitro**  
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