



BALKAN PROJECT AGRICULTURAL MECHANIZATION

TIRANA 8TH MAY 2019

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Promoters



ITALIAN TRADE AGENCY

**ICE - Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane**

Via Liszt 21
00144 - Roma (RM)
Italia
Tel.: +39 06 59921
urp@ice.it
www.ice.it

ICE - AGENZIA PER LA PROMOZIONE ALL'ESTERO E L'INTERNAZIONALIZZAZIONE DELLE IMPRESE ITALIANE

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.



AMBASCIATA D'ITALIA A TIRANA

Within the diplomatic network of the Ministry of Foreign Affairs and International Cooperation (MFAIC), the Italian Embassy in Tirana is in charge of diplomatic relations with Albania.

The MFAIC is responsible for Italy's political, economic, social and cultural relations with other Countries. Through its diplomatic and consular network (around 300 offices including Embassies, Permanent Missions to International Organizations, Consulates and Cultural Institutes), the MFAIC enhances Italy's contribution to international security, supports Italian citizens and companies abroad, issues entry visas to Italy, fosters economic growth through development cooperation and promotes the Italian language and culture in the world. It also coordinates the activities carried out by other Ministries and national bodies with an impact at international level, while contributing with an overall vision of Italian interests abroad. In the economic field, the MFAIC provides Italian companies with institutional support with local authorities as well as information on the general context and business opportunities offered by international markets.

Rruga Papa Gjon Pali II, n.2,
1010 - Tirana
Albania
Tel.: +355 4 2275900 / 910
segramb.tirana@esteri.it
[https://ambtirana.esteri.it/
ambasciata_tirana/it/](https://ambtirana.esteri.it/ambasciata_tirana/it/)



Ministero dello Sviluppo Economico

Via Vittorio Veneto 33 00187 -
Roma (RM)
Italia
Tel.: +39 06 59931
www.sviluppoeconomico.gov.it

MINISTERO DELLO SVILUPPO ECONOMICO

The Italian Ministry of Economic Development operates in four main fields: industrial policies, energy, communications and internationalisation policies.

Its activities aim to support the innovation, development and competitiveness of Italian economy at both national and international levels.

Among the activities of the Ministry of Economic Development, the policies for the internationalisation of enterprises and for the promotion of the Italian products abroad are particularly important.

Specifically, these policies are implemented through the following activities: facilitation of trade with third countries (Trade Facilitation); guidelines and proposals for the EU's trade policy; activation of the EU trade defence mechanisms (anti-dumping and anti-subsidy measures, safeguard clauses); negotiation of multilateral trade agreements and bilateral economic cooperation with third countries; promotion of new Italian investments abroad and policies for attracting new foreign investments in Italy.



Italian Agricultural Machinery
Manufacturers Federation

FEDERUNACOMA

Since 1945 FederUnacoma represents, within Confindustria, a large sector of mechanics. FederUnacoma includes the associations of machinery, equipments and technologies for agriculture, gardening and maintenance of green areas and components.

The companies represented by the federation play a major role in the international panorama, taking first place for productive capacity, extent of range, efficiency in meeting the most different needs of agriculture and the related sectors. In 2017 the estimated total turnover was 8 billion €, of which 65% exported to about 180 countries.

Via Venafro 5
00159 - Roma (RM)
Italia
Tel.: +39 06 432981
info@federunacoma.it
www.federunacoma.it

Italian
Companies
participating
in B2B
meetings



Via Puccini 28
42018 - San Martino In Rio (RE)
Emilia-Romagna - Italia
Tel.: +3905226369 /
+3905226363 / +390522057
Fax: +390522695753
ama@ama.it
www.ama.it

A.M.A SPA

AMA is an Italian group able to supply components and equipment for outfitting and maintaining off-highway vehicles, agricultural and gardening machines. The 6 Business Units: Seats and Steering Wheels, Cabs, Hydraulic, Agricultural Components, Soil Equipment and Garden.

THE ATTENTION PAID DURING DESIGN AND RESEARCH AND DEVELOPMENT STAGES REPRESENTS THE PLUS OFFERED TO OEM CUSTOMERS. THE PRESENCE SPREAD THROUGHOUT THE COUNTRY ASSURE THE DISTRIBUTION TO THE WHOLE AFTER MARKET WORLD.

The company heads a group of 16 production plants, 15 distribution branches and 5 sales offices that work in synergy to offer a range of over 525.000 products.



**ANNOVI
REVERBERI**®
The Power of Experience

ANNOVI REVERBERI S.P.A.

Annovi Reverberi, founded in 1958, is a leading Italian manufacturer of diaphragm pumps for crop, orchard and vineyard spraying, fertigation and seeder treatments, street cleaning and firefighting installations, and a wide range of high pressure triplex plunger pumps for a multitude of industrial cleaning applications. We also offer a range of high pressure washers, vacuum and ash cleaners, and water pumps.

Innovation, technology and quality are our guiding principles.

First Choice When Quality Matters.

Via Martin Luther King, 3
41122 - Modena (MO)
Emilia Romagna - Italia
Tel.: +39059414411
Fax: +39059253505
infoar@annovireverberi.it
www.annovireverberi.it



Via 23 Aprile 35/A
46029 - Suzzara (MN)
Lombardia - Italia
Tel.: +3903765141
Fax: +390376514444
bp@bondioli-pavesi.com
www.bondioli-pavesi.com

BONDIOLI & PAVESI SALES & LOGISTICS S.P.A.

Bondioli & Pavesi designs and manufactures mechanical, hydraulic and electronic components dedicated to power transmission, heat exchange, hydraulic and electronic control for agricultural and off-road machines.

Products: PTO drive shafts, Gearboxes, Gear Pumps and Motors, Axial Piston Pumps and Motors, Coupling Systems, Integrated Hydraulic Circuits, Directional Control Valves, Cartridge Valves, In line Valves, Servocontrols, Feeding Units, ECU, Fan Drive Systems, Heat Exchangers.



CERMAG SPA

Spare parts and accessories for agricultural machines such as hydraulic fittings, trailers equipment, different parts for trailers, tank cars and track tractors, knives, blades, fingers and springs for implements, mechanical and hydraulic 3 point linkages with accessories, parts for mowers and mixing machines, tyres and wheels, electrical fittings, cardan shafts with accessories, parts and accessories for spraying and irrigation, gardening and enology, lubrication field equipment, clutches and brakes components, engines spares, air conditioning equipment, workshop equipment, agriculture and gardening tools.

Via A. Moro 14
42010 - Rio Saliceto (RE)
Emilia-Romagna - Italia
Tel.: +390522649199
Fax: +390522649686
info@cermag.com
www.cermag.com



CICORIA

— ITALY - 1927 —

S.S 168 Km. 30+100
85026 - Palazzo San Gervasio (PZ)
Basilicata - Italia
Tel.: +39097245131
Fax: +39097245132
info@cicoria.it
www.cicoria.it

CICORIA S.R.L.

CICORIA is an Italian manufacturer of agricultural machines since 1927.

Starting from 1968 CICORIA offers a complete range of conventional and big square balers that sells in four continents and more than 50 countries worldwide.

Highly skilled personnel are employed in the manufacturing process to guarantee maximum precision in the production phases.

CICORIA machines more reliable over time and are the result of a Company policy that has always been intent on quality.

The results are balers of no-compromise functionally for all latitudes coupled with low operational baling costs.

Hay, straw, corn stalks, sorghum and all crop residues are pressed and perfectly binded with twine or iron, in every hour of the day, even with extreme temperatures and humidity level.



CLAAS ITALIA S.P.A. AND DEALER NETWORK

CLAAS ITALIA S.p.A is the Italian Subsidiary of the CLAAS group, located in Vercelli and established in 1973.

CLAAS ITALIA sales and distributes in Italy agricultural machinery produced by the German Company in Harsewinkel. The product range includes: hi-tech combines, tractors forage harvesters, balers and big balers, wheel loaders and telehandlers, as well as front attachments for combines and foragers.

CLAAS Italia is supported by a wide sales network made of 37 dealers, one of them CLAAS Agricoltura S.r.L, controlled directly by the CLAAS group.

CLAAS Agricoltura S.r.L. covers 4 different areas from the north to the center of Italy, on 4 seats, and employs about 70 employees, registering a turnover in 2018, of about di 56 million euros.

Via Torino 9/11
13100 - Vercelli (VC)
Piemonte - Italia
Tel.: +39 0161 298 411
Stefania.magri@claas.com
www.claas.it



Via Campovivo, 454

04100 - Latina (LT)

Lazio - Italia

Tel.: +39 0773 45 89 58

Fax: +39 0773 05 31 12

info@darmec.it

http://darmec.it/categoria_macchinari/soluzioni-agricole/

DARMEC TECHNOLOGIES S.R.L.

Darmec Technologies is a leader Company of Design, Engineering and Metallic Construction of Ground Support Equipment and Innovative Agricultural Machinery built to satisfy the needs of big and limited agricultural companies. In our quest to remain an outstanding GSE and Agricultural Multifunctional Machines Manufacturer - not only in Italy but all over the world - we are in constant touch with the latest technology development abroad, while we are also researching locally to bring to our Customers hi-tech products to meet the needs of the international airports who are embarked on looking for good products at affordable prices. Having identified a continues increasing need of innovative equipment which facilitates farmers, medium and large-sized enterprises to achieve their aims reducing the time and the costs of picking up fruits and vegetables of any type, and accelerating the production procedure. Actually Darmec was the first Company in Italy to introduce the technology of bin carrier and transports of max. 6 bins/a time.



DIESSE S.R.L.

1979-2019, 40 years of ideas and realization of products in the field of small agricultural fields mechanization.

We are one of the historic brands in Italy in the construction of agricultural machinery, mainly used in intensive agriculture, named "Pedestrian Tractors".

We build mainly "Made in Italy", rotary-tiller, motor mowers, Walking-tractors, transporters, Flay-mowers, Generators- set, motor-pumps and electric-olive harvesters for olive crop.

We have more than 500 dealers throughout Italy, and importers in the most important European countries.

Our machines were also sold in Albania, through an importer, until a few years ago, with good result.

In the past two years, we have also introduced a cheaper line of products "first price", always under our brand and our control.

Via Mottola Km 2,200 Zona Ind.
74015 - Martina Franca (TA)
Puglia - Italia
Tel.: +390804804009
Fax: +390804855280
diesse@diesseagri.it
www.diesseagri.it



Via Proventa 41
48018 - Faenza (RA)
Emilia-Romagna - Italia
Tel.: +39 0546 29050
Fax: +39 0546 663986
info@falc.eu
www.falc.eu

FALC SRL

The company FALC was born in 1960; we export the 85% of our production all over the world. We produce a wide range of machinery, all of them driven by the PTO of the tractor, such as:

Machinery for the primary work of the soil: DIGGING MACHINES and ROTARY PLOUGHS

Machinery for the preparation of the soil to the sowing: POWER HARROWS and ROTARY TILLERS/ROTAVATORS

Then, we produce a very wide range of SHREDDERS, that is:

SHREDDERS FOR CHOPPING OF CEREALS AND GRASS

SHREDDERS FOR ORCHARDS

SHREDDERS FOR KEEPING OF GREEN AREAS

SHREDDERS WITH COLLECTORS

All the above mentioned machines are available in many different models, for 20 to 380 HP tractors; widths of work from 1 to 8 m (many folding models are also available).

We also produce HYDRAULIC FORKLIFTS FOR TRACTORS.



NUZZO FORTUNATO & C. SAS

Nuzzo Fortunato & C. was founded in 1938. To work effectively and continuously for eighty years means, for a company, have achieved a significant target.

Our company has an important operational structure, we are committed to providing our customer with the highest standard of work and service and we are specialized in: hydraulic components for agricultural, construction and mining machinery.

To meet these requirements, it is absolutely necessary guarantee constant technological innovation and continuously improving of manufacturing processes.

The main feature that distinguishes us is surely the reliability and correctness in carrying out our business.

We go out of our way to ensure an unmatched combination of quality and choice.

Via Taranto 137

73100 - Lecce (LE)

Puglia - Italia

Tel.: +390832303067

Fax: +390832303067

info@nuzzofortunato.com

www.nuzzofortunato.com

rovatti pompe

Via Trento 22/24
42042 - Fabbrico (RE)
Emilia-Romagna - Italia
Tel.: +390522665000
Fax: +390522665020
info@rovatti.it
www.rovatti.it

ROVATTI A. & FIGLI POMPE SPA

Leading Italian manufacturer established in 1953, producing high-quality centrifugal surface and submersible electric pumps, for several application areas: agriculture and irrigation, municipal and industrial water supply, water treatment, fire-fighting, drainage and slurry systems.

The "Family Company" asset allows the group to ensure at all times its customers with high quality products, efficient service and a qualified structure able to provide answers quickly in order to satisfy the markets evolution.



SIGMA4 SPA

Sigma4 Spa is the leading Italian company in the production of front end loaders for tractors, backhoes, blades and implements.

Born in 1975, Sigma4 has been developing brackets and loaders for more than 2600 different tractor models. And currently exports to more than 50 Countries worldwide.

Sigma4 is part of the IG Holding, which also owns the Galignani square balers for hay and forage, and Alfaspeed haymaking technology (mowers, rakes, tedders and mergers).

Via Madrara 2/1
48026 - Russi (RA)
Emilia-Romagna - Italia
Tel.: +39 0544 585411
export@sigma4.it
www.sigma4.it

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ITALIAN TRADE AGENCY

ICE - Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane

Sofia Office
competent for Bulgaria
and North Macedonia

Bul. Knyaghinya Maria Luisa, 2
Business Center TZUM, 5° piano
1000, Sofia - Bulgaria
T +3592 9861574/ 9861624/ 9861618
F +3592 9817346
sofia@ice.it
skopje@ice.it

Tirana Office
competent for Albania
and Kosovo

Pallati i Kulturës, (K.II)
Sheshi Skenderbej,
Tirana - Albania
T +3554 2251051/ 2251036/ 2251034
tirana@ice.it
pristina@ice.it

Zagreb Office
competent for Croatia
and Bosnia Herzegovina

Masarykova, 24 P.O. Box 288
10000, Zagreb - Croatia
T +3851 4830711
F +3851 4830740
zagabria@ice.it
sarajevo@ice.it