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Alpi Magazine 09  
Art Work Gerecon Italia  
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June 2016

# INDEX



FOR THE FIGHT AGAINST CANCER

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A NON PROFIT ORGANIZATION

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## EDITORIAL

Last December 19<sup>th</sup> in Italy we celebrated the 70<sup>th</sup> anniversary of Albini & Pitigliani with our staff. It was a memorable evening for all of us and I am sure we will remember this event for a very long time. Highlights of the celebration can be seen at page 10 and the following pages.

Beginning with this edition we are starting a special section called "News&Events" to give informations about ALPI people, places and events, such as new services we're offering, recently hired employees, retirement announcements, etc... Please see page 4.

We hope you will take interest in spotlight reports focusing on certain offices within our network, appearing in this edition as follows:

- MA.RA Logistics p.16
- ALPI Eesti p.18
- ALPI Baltika p.20

Enjoy the reading.

Piero Albini



**ALPI DENMARK**  
**Party Moments**



Managing Director's 60 years party



Celebrating 60 years



Party moments



Managing Director's speech



Party moments



Edoardo Albini & ALPI  
Denmark's Managing Director

**Sponsor Race  
Across America**



ALPI in Denmark is proud to be announced as the main sponsor for the 43 years old Dan Nielsen, who takes part in the world's most extreme cycling race, Race Across America, in June. The route goes across America, from California on the West Coast to Maryland, South of New York. The race has a total distance of 4,860 kilometers through deserts and over mountains. US is a very important market for ALPI worldwide. We have 9 offices in US and we all look forward to following Dan at his preparation as well as in the race in June. Good luck, Dan!

**ALPI EESTI**  
**Certificate Successful  
Estonian Company 2015**

Excellence certificate



**New warehouse /  
Work in Progress**



Warehouse top view

**ALPI CHINA**  
**Sandro Pitigliani and Angelo Algerini  
trip to Hong Kong**



Hong Kong group photo



**ALPI UK**  
25<sup>th</sup> Anniversary

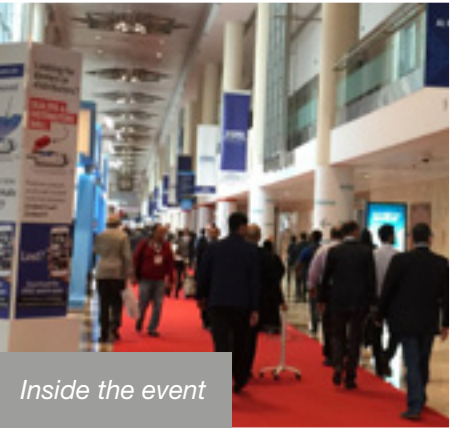


On January 29th 2016, ALPI UK enjoyed a celebratory dinner for the 25<sup>th</sup> Anniversary. It was the occasion to a special farewell to mr Martin Reeves, former partner and managing director at ALPI UK, who after a long carrier in the group has taken the decision to retire. Being a great cricket fan he was donated a tailored celebrative cricket bat with the signatures of all ALPI Family members.

More than a hundred people came from all across the United Kingdom to share these moments at Crondon Park in Essex. Almost every ALPI UK employee from Manchester, Coventry, Heathrow and Basildon were present. In 25 years in business ALPI UK has become one of the stars of the ALPI Network and on this special occasion we celebrate the past, the present and our future.



**ARAB HEALTH 2016**  
ALPI in Dubai





## ALBINI & PITIGLIANI

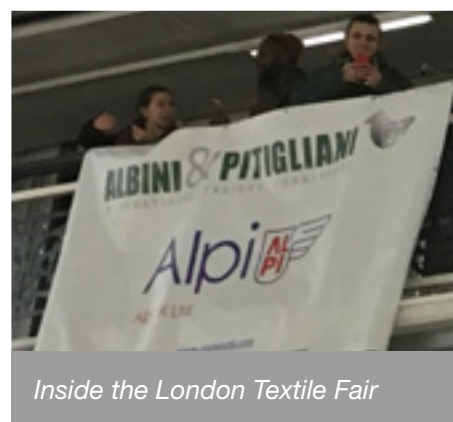
### Various

#### ALPI CASE STUDY

On our website it's been published the first ALPI Case study, reported by Massimo Agresti. The article focuses on a real event, in particular how Albin & Pitigliani managed to find a pratic solution to satisfy a big client need. Keep in contact if you want to share with us a particular case and make ALPI Case Study bigger and better!



London Textile Fair, January 2016



Inside the London Textile Fair

#### ALPI EXPRESS

Albini & Pitigliani and ALPI Express become official partners of Pratotrade which has recently launched the new [pratoexpo.com](http://pratoexpo.com) portal, a virtual market to sell and to buy directly online fabric materials. Our role is to deliver every order and to provide our global network and our 70 years of experience. We are proud to support our city, Prato in this internationalization and modernization process.



Elisa Campagna, 25 years in ALPI



ALPI Netherlands cooking lesson



#### MA.RA LOGISTICS & GALATA

Following a meeting in Istanbul between the sales team of MA.RA Logistics and Galata Tasimacilik we started since the beginning of March 2016 our direct groupage services Turkey – Romania – Turkey. This was possible after a long term collaboration. During this time the high potential of the market made us unite our knowledge in order to develop together this commercial relationship. Our departures are scheduled every Wednesday and Friday for Import and every Tuesday and Friday for Export.

Visit: [www.maralogistics.ro](http://www.maralogistics.ro) and [www.galpi.com.tr](http://www.galpi.com.tr)



Monica Falsarella, Sales Coordinator, went to Puerto Rico and Santo Domingo to meet our colleagues and partners. She found a beautiful weather: sun and 30°. Not so bad for a business trip!

# SAVE THE DATE 23 – 25 SEPTEMBER 2016 ALPI CONVENTION

ART HOTEL MUSEO CONVENTION CENTER IN PRATO, ITALY



ALPI Portugal was once again at GDS Duesseldorf, Global Destination for Shoes and Accessories, promoting our services to our customers, not only for the German Market but also to other countries where we actually offer services. Being footwear a classic export commodity and on the other hand leather an import significant commodity, we take the opportunity to contact not only the Portuguese stands who are mostly known to us, but also companies selling to Portugal. By doing this we also create business opportunities to our actual customers and open doors to prospective ones. No matter the GDS fair was not as strong as in other years, maybe because being so close to another very strong shoe fair at Italy - Micam, it is always positive to be in contact with our customers and to feel how the industry is developing within a worldwide scenario.

See you again next year!



Albini & Pitigliani: 70 anni di storia, spedizioni e logistica



La costruzione di un Network consolidato

#### PARIS DEPARTURES

We can proudly announce that with effect from Monday, April 4th, 2016 we have expanded our services: we offer daily departures from our offices in Prato and Vignate (MI) to Paris. For more information visit our website and contact us: [www.alpiworld.com](http://www.alpiworld.com)



This month we promote ALPI Servizio Moda - Logistics division of Albini&Pitigliani. Services include Logistics and Value Added Operations for the Fashion Industry. Number and Size of Sites: 6 warehouses in Prato area worth over 30,000 sq meters. The warehouse here presented is a dedicated premise for a high end fashion brand and it counts 10,000 sq meters in one of the most secure and exclusive zones in Central Italy. Employees: 23 on site Warehouse Operators: 35 FTE and over 1 milion pieces handled in 2015.

#### INTERNATIONAL EPILEPSY DAY

Castello dell'Imperatore in Prato and monuments of other major cities shine of violet to celebrate this important day.



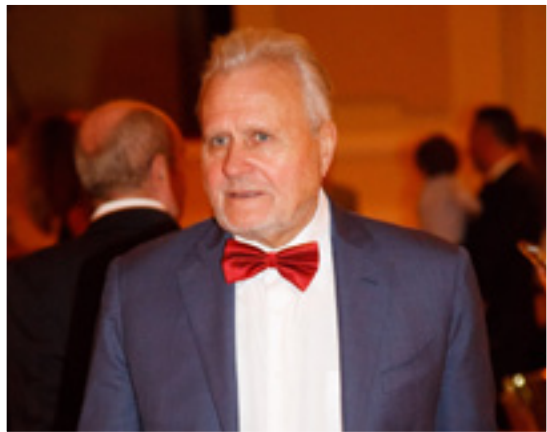
ALPI Soccer team



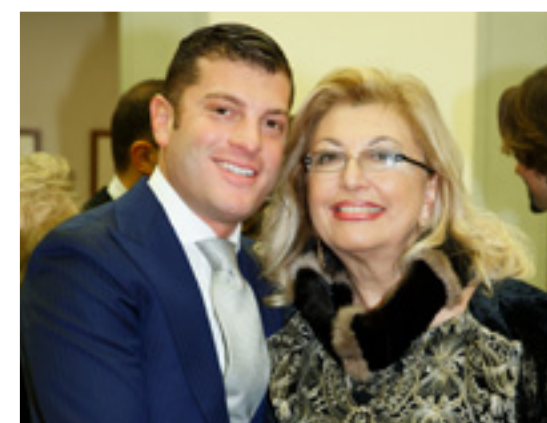
# 7<sup>th</sup> THE EVENT















# MA.RA LOGISTICS

MORE THAN TRANSPORT

We are proud to say that our knowledge and constant business increase is taking place due to Albini & Pitigliani. They also supported us completely since our starting point till now and we are definitely looking forward to maximize our development in the future.

MA.RA Logistics Quality consolidated the Fashion Logistic Sector, and we are recognized today by a great number of garment manufacturers in Romania, as reliable partners in organizing the shipments of textiles and garments on hangers.


In recent years the fashion industry in Romania has grown continuously and factories that provided manpower, now produce their own fashion products and export them to major brands such as Burberry, H&M, Massimo Dutti and Inditex Group, and many other important brands. The fact that these clients rely on our support on the import of fabrics and export of the finished garments means that our fashion logistic sector is a good ally to their development.

We transport goods in Less than a Truck Load (LTL) - we collect the goods using the Order Management System, which organizes the transport of goods with the same destination. For large quantities or volumes of goods (FTL), we offer support on procedures, documentation, type of truck and necessary equipment to ensure the transit time and service quality.

We organize also air and sea freight. When a delivery is urgent we provide the Air Express Service, with reduced transit time and direct flights to the destination. Regarding the sea transport we organize LCL – Less than a Container Load and also FCL – Full Container Load.

Our main office and warehouse are located in Bucharest with easy access to the city belt of Bucharest and to the Highway A2. The clients can also rely on our warehousing services to store their goods safe and organized even for longer period of time.

We want to empower right now the direct groupage services with Turkey, UK, Germany, Moldavia, and also increase our already developed groupage lines.



Romania has been one of the best-performing economies in the European Union in 2015, with a GDP growth rate for the whole year estimated at close to 4%, and its performances may continue to improve this year, due to tax cuts and salary increases, which may further boost domestic consumption and may bring new investors to the country, Konieczny thinks.

“We expect further acceleration for 2016, backed by the expansion of domestic consumption, investments supported by improved absorption of EU funds and low level of interest rates. Domestic consumption has picked up significantly in 2015 (nearly 5% growth) and it should further accelerate this year as a result of lower value added tax (VAT) and of salary increases in the public sector. As a result, the growth rate might even exceed 5% this year,” Fondul Proprietatea’s manager writes in an outlook piece.

He points out that Romania’s economy is in good shape after the agreements it had with the International Monetary Fund since early 2009: the debt is less than 40% of the GDP, the budget deficit has been under control for several years, the current account deficit for the first time in 25 years is less than 1% of GDP and inflation is, as well, at record lows.



# ALPI EESTI

## 10 YEARS OF QUALITY!

Estonia, most northern of the Baltic states, is located in a superior place logistically, on the shore of Baltic sea – connecting Western- and Eastern Europe and Northern and Southern Europe as well. Alpi Estonia operates in two offices – our head office and warehouse is situated within just 10 minutes drive from Tallinn Airport, city centre and port. Our second office is in Tartu. Alpi Eesti employs a total of 27 people.

About 90 % of our business comes from road transport, which covers most of the European countries. We transport regular - ADR goods and offer courier and thermo transports. Thanks to our advantageous location we are able to offer good overnight connections to Sweden, Southern Finland (90 km) and Russia, especially to St. Petersburg, that is located only 400 km from us. Our daily shuttle service is between Baltic capitals – Tallinn, Riga and Vilnius. We also handle air and ocean exports and imports.

Alpi Eesti office and warehouse combine together for 5400 m<sup>2</sup>. On daily basis we operate regular-, custom- and excise warehousing. ALPI Eesti recently introduced modern warehouse management software that enables our customers to see goods' real-time inventory and to place a dispatch order via the programme. As a result, we are providing a more efficient service to our customers. In addition, we are also working to integrate online-store solutions.

Alpi Eesti likes to present itself as a one stop shop. Our business is based on understanding the key processes of our clients and on our highly skilled and experienced workers.







ALPI Baltika was established on the 28th of April, 2006. Our head office and terminal (1500m<sup>2</sup>) are on the highway between Vilnius (the capital of Lithuania) and Klaipėda (Lithuanian seaport). ALPI Baltika has a smaller terminal which is located in Kaunas. Our company consists of 23 employees.

ALPI Baltika is concentrated in transportation of various cargoes. One of the advantages of our service is the respective terms of transportation; therefore, the main customers are manufacturers who value the quality, accuracy, and the time of delivery. The main facilities of the company enable transporting the goods in different types of packaging – pallets, rolls, sheets or boxes. The geographical position of the company allows carrying the goods from Western Europe to CIS countries with the exceptionally convenient conditions.

## THE MAIN SERVICES OF ALPI BALTICA

- Road, air, and sea transport – in Europe, Asia and Far East, North America, etc.
- Local distribution and collection of shipments in Lithuania;
- Warehousing (Customs warehousing as well);
- Customs brokerage services;
- Cargo insurance;
- The strong points of ALPI Baltika:
  - Transportation from/to Eastern and Western Europe;
  - Transportation from/to Russia, Kazakhstan, Belarus;
  - Transportation from/to Sweden (delivery time – 48 hours);
  - Transportation from/to Norway (2 departures per week);
  - Transportation from Turkey (2 departures per week);
  - Transportation of hanging garments.





# WITH ALPI IN



Tourism in Dubai is simply dazzling and extraordinary. From spectacular beaches, to opulent hotels and resorts, the city boasts a veritable myriad of tourist hot spots and events. However despite the richness, very few places in Dubai can match the grandeur of The Mall Dubai, considered by many to be one of the top tourist destinations of the UAE.



This is a city of the super rich and the super poor. You are unlikely to see a place where the divide between the “have nots” and the “have yachts” is so apparent. The local-born Emiratis, who make up about 12% of the population, are typically extremely wealthy, but the town was built on the backs of a huge working-class population predominantly from the Indian subcontinent and from less prosperous areas of the Gulf. Sitting between the two groups is a burgeoning band of expats, mostly from the West, who are profiting to varying degrees from the city's modern day Gold Rush.

The thing about shopping in Dubai is that the actual shopping is average, but the experience is intriguing. If you've shopped in New York or Paris, Dubai's malls will be a disappointment. Most of the shops are familiar and no cheaper (though you may find the odd bargain on electronics) than in other places in the world. But store trawling is only the tip of the Dubai shopping experience. Malls in this city are realizations of unrestrained fantasy, offering surreal attractions to lure you (and your credit card) in.

The most audacious of all of Dubai's megaprojects is the collection of reclaimed islands just offshore. First came the palm-tree shaped Palm Jumeirah, which the city bills as the eighth wonder of the world. And there are two more islands, Jebel Ali and Deira, in varying stages of development. In an outlandish stroke, Jebel Ali will feature a breakwater that spells out a line of poetry by Dubai's ruler Sheikh Mohammed bin Rashid Al Maktoum (“It takes a man of vision to write on water”). Last, but certainly not least, is The World, an archipelago of islands that forms a world map in miniature; the islands are for sale, so if you can afford it, you can buy a “country” for yourself.



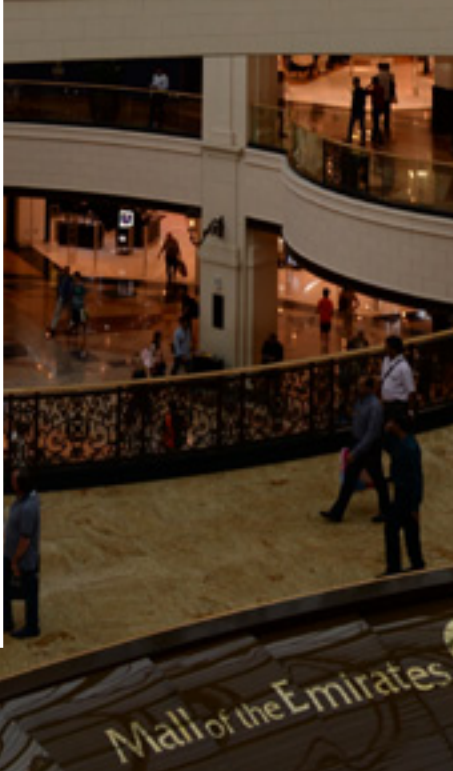
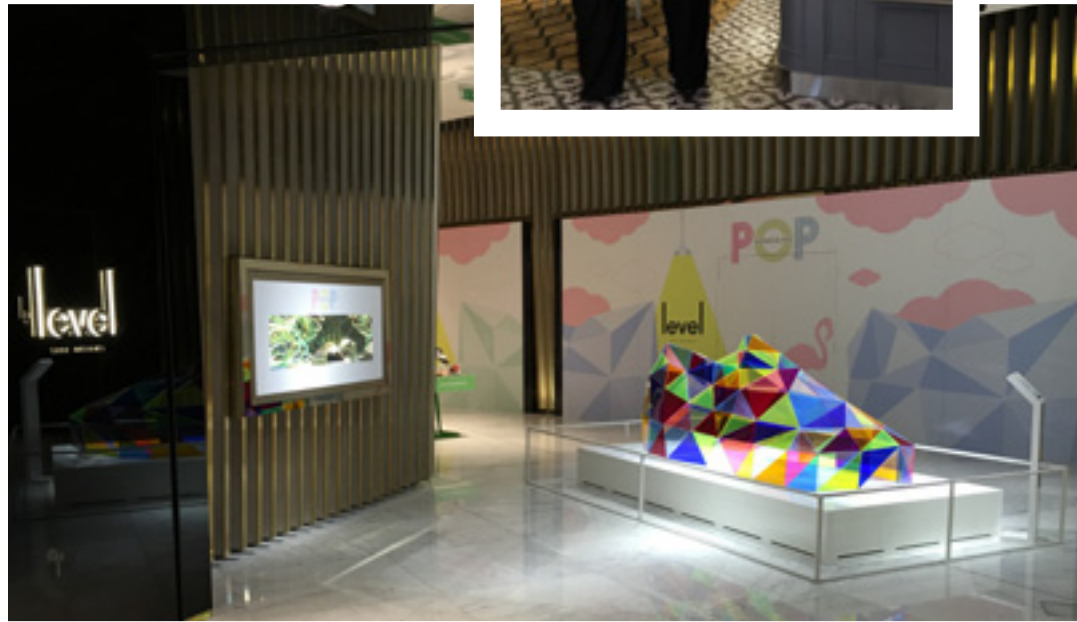
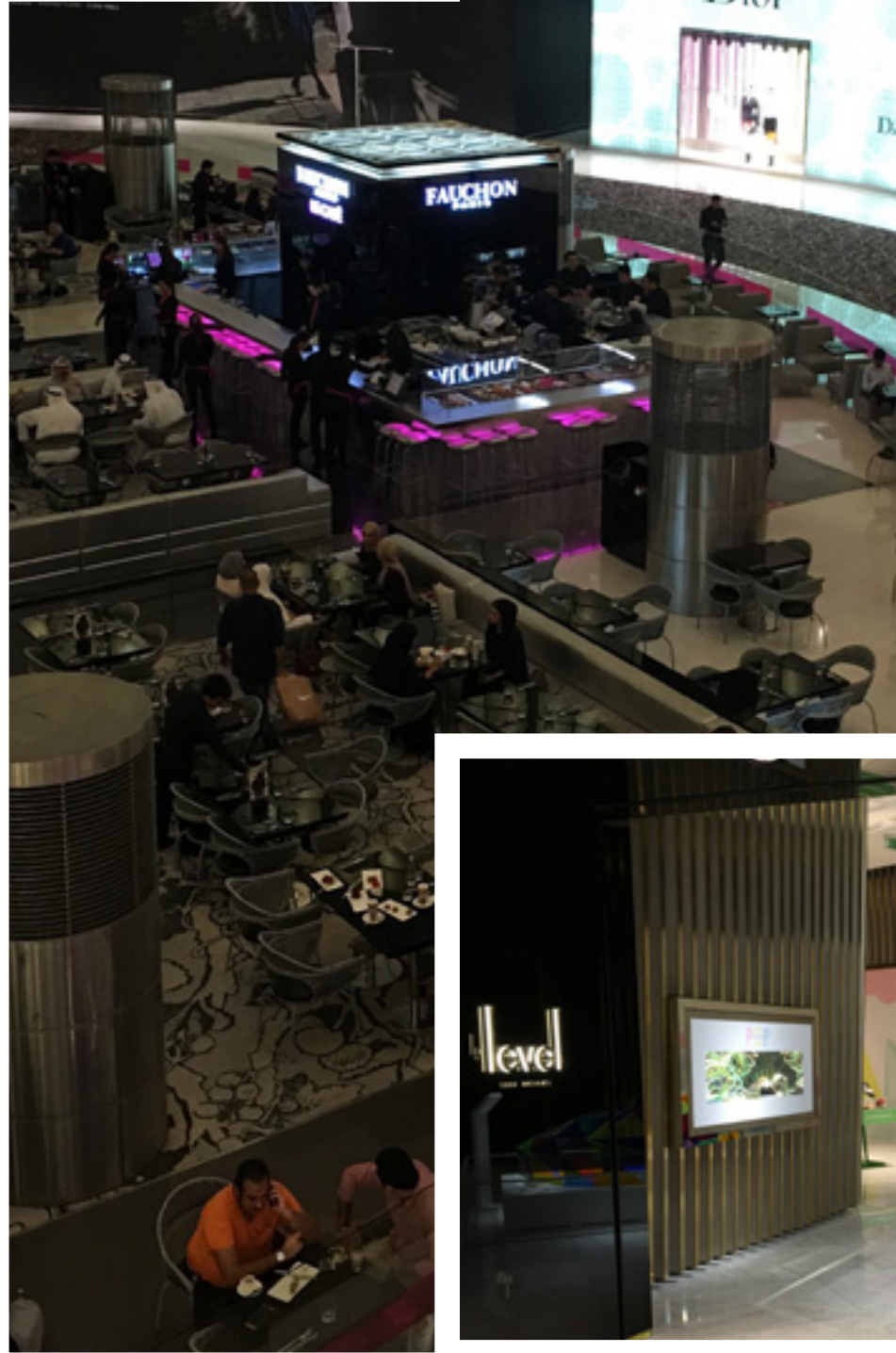




## THE DUBAI MALL

The Dubai Mall offers an amazing mix of world-class shopping, dining, entertainment and leisure attractions, all designed with an eye to revolutionize the concept of the shopping malls industry. Some of the features that make The Dubai Mall the best tourist destination of Dubai include:

- 9 Million sq ft of prime shopping space with more than 1200 stores
- The Souk with 220 retailers
- Fashion Avenue with 70 stores dedicated to haute couture
- The Address Dubai, a 5-star hotel with 244 guestrooms
- Dubai Aquarium and Underwater Zoo
- An Olympic-size Ice Rink
- Oasis Fountain Waterfall
- WaterFront Atrium
- SEGA Republic
- 22-screen Cineplex
- 120 restaurants and cafes







# WORK WITH US IN DUBAI

ALPI IS YOUR  
BEST PARTNER

In order to support the continuous growth of both Arab Health and MEDLAB, we will be making a significant change to the exhibition next year. Arab Health 2017 will take place from 30 January - 2 February 2017, and MEDLAB 2017 will run as a separate event from 6-9 February 2017 – one week after Arab Health. Both events will take place at the Dubai International Convention and Exhibition Centre on their respective dates. By having the two events running independently, more exhibition space has become available to allow new exhibitors to take part in Arab Health.



## MEDLAB EXHIBITION 2017

MEDLAB Middle East - the dedicated IVD and laboratory section of Arab Health will run as a separate event in 2017 from 6-9 February – one week after Arab Health.



info@alpiworld.com  
expoalpi@alpiworld.com

## ARAB HEALTH EXHIBITION 2016

The 2016 exhibition showcased more than 4,000 companies exhibiting their latest innovations to more than 130,000 healthcare professionals attending from 163 countries.





# WITH AT PITTI IMMAGINE FILATI

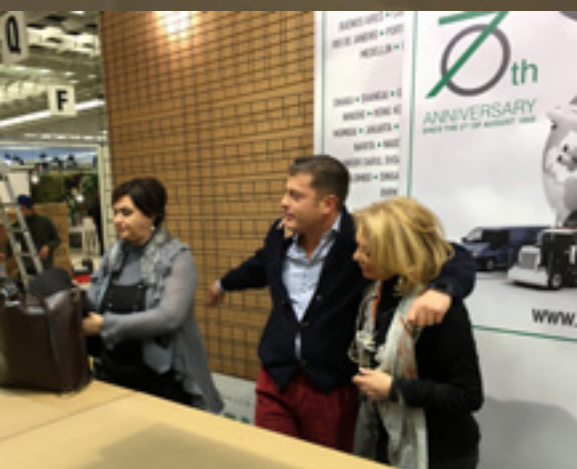


## PITTI IMMAGINE FILATI, THE KEY INTERNATIONAL EVENT FEATURING YARNS FOR THE KNITTING INDUSTRY

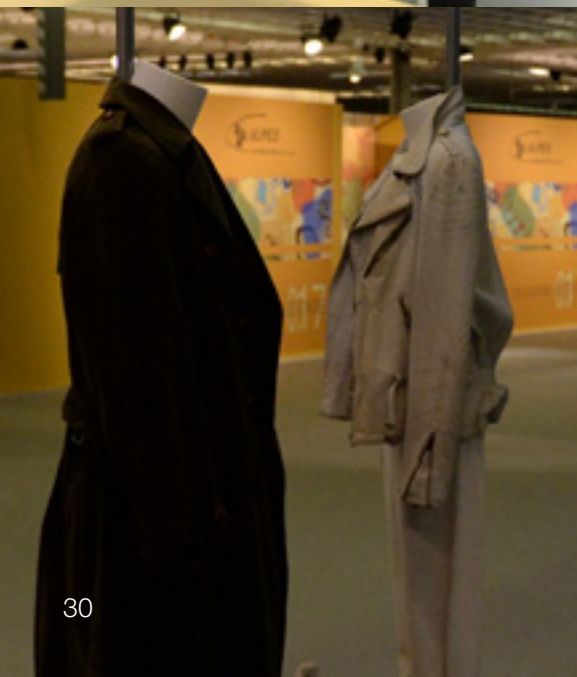
will be held at the Fortezza da Basso in Florence from tomorrow 27 January to Friday 29 January. Both a dynamic research lab and an authoritative global observatory that looks onto lifestyle trends for the future, Pitti Filati presents world-scale excellence in yarns to its audience of international buyers and designers from the biggest names in fashion who come to Florence looking for creative inspiration. This, the 78th edition, will feature previews of yarns for the 2017 spring-summer season in a continuously evolving setting that combines culture and entertainment to make doing business a pleasure.

The feedback was very positive from the members of the trade and public of enthusiasts who visited the Stazione Leopolda for Vintage Selection n.27 (Florence 27-31 January 2016) with regard to the garments and accessories proposed and the vintage culture input presented by the 60 exhibitors at this edition, as well as for the quality of the calendar of events and special projects that enriched the fair, all of which were characterized by the surpassing of traditional generational barriers in contemporary fashion - a tribute to the title-theme of Pitti Filati "Pitti Generation(s)". Over the five days that the event was open to the public, the market-fair featuring vintage fashions, miscellanea and culture as well as quality remakes registered good attendance, with figures in line with the last winter edition in terms of members of the trade (stylists, designers and the style bureaus of the big fashion labels), and setting a new attendance record for the public of enthusiasts, confirming the event's key role for vintage in Italy.





In fact, the public attending Vintage Selection greatly appreciated the jam-packed calendar of events proposed over the five days of the fair. In particular, the Swap Party organized by Lungarno, the monthly publication devoted to art and culture in Florence. The TAF – DENIM LAB project that offered the public a chance to work on a panel of denim, personalizing it according to their own tastes and creating a regular vintage “tapestry”. The visitors were also accompanied by DJ-sets with playlists created ad hoc for the occasion. And last but not least, the exhibition-installation at the Leopolda - “VVV VERY VINTAGE VISION” – inspired by “V Generation”, the title-theme of Vintage Selection – also presented at the Fortezza da Basso on the occasion of Pitti Filati, was a great success as well. With the concept and art direction by Angelo Figus, VVV VERY VINTAGE VISION showcased various outfits which were supplied by the exhibitors participating in Vintage Selection.



## “A TRULY GREAT EDITION OF VINTAGE SELECTION HAS JUST COME TO AN END”

says Agostino Poletto, sole director of Stazione Leopolda. “Every season the fair is increasingly confirmed as a research laboratory for the most important international fashion designers and fashion style bureaus which travel to Florence in these days for Pitti Filati 78. The synergy with this event, as we have also seen from the common theme, is becoming increasingly well-established. And, with the record participation of this edition we have welcomed a high quality public of enthusiasts who are interested in discovering regular cult and signature items, who also got fully involved in the packed program of fringe events focused on vintage culture and its myriad lifestyle permutations”.





# THE BRAND NEW WEBSITES



***"WE ARE EXCITED TO  
ANNOUNCE THE LAUNCH  
OF OUR NEW DESIGNED  
ALPIWORLD WEBSITE"***

The new website is faster, easier to navigate, more user friendly and mobile friendly. We have introduced our complete logo which explains our business philosophy: the "with C.A.R.E." concept. You'll find our new site divided into the same five main sections.

We also wanted to give our customers and partners an opportunity to know us better; there is a new entire section dedicated to NEWS concerning our company. Our website will be updated on a regular basis, with new events, investments, partnerships and other new content. We will work all together to publish interesting and usefull information.

Furthermore we are working on the online integration of ALPI offices in the world.

The first step is the new ALPI USA website, that is a mini-site within [www.alpiworld.com](http://www.alpiworld.com) and can be accessed via either [www.alpiusa.com](http://www.alpiusa.com) or at [www.us.alpiworld.com](http://www.us.alpiworld.com).

- 1**  
**ALPIWORLD**  
Contains our mission, our values and our long history.
- 2**  
**SERVICES**  
Describes our offer and our processes.
- 3**  
**NETWORK**  
Includes all our offices throughout the world with all the information you need to contact them.
- 4**  
**VERTICAL SOLUTIONS**  
Presents our professionalities and expertise at your disposal to meet your request.
- 5**  
**INTERACTIVE PART**  
To request a quote, have a tracing and visibility of your shipments and download relevant documents.



**VISIT THE NEW WEBSITES**

[www.alpiworld.com](http://www.alpiworld.com) & [www.us.alpiworld.com](http://www.us.alpiworld.com)



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# MARCH 7<sup>TH</sup> 2016

ALPI USA, Inc. is launching its newly redesigned website making it easier for clients and associates to contact us, link to helpful trade and transportation sites, and download important documents online.

The new site is a mini-site within [www.alpiworld.com](http://www.alpiworld.com) and can be accessed via either [www.alpiusa.com](http://www.alpiusa.com) or at [www.us.alpiworld.com](http://www.us.alpiworld.com).

[www.alpiusa.com](http://www.alpiusa.com) is now directly linked to the worldwide site of our parent company, Albini & Pitigliani of Prato, Italy, offering up-to-date news, access to all of our overseas ALPI Group offices and agents, and links to our Facebook and LinkedIn pages.

- 1
INTERACTIVE MAP
Locate the proper office to contact depending upon the location of the client or the goods.

2
WITH CARE
Learn about company history and philosophy.

3
DOWNLOAD
Documents, use tools & resources.

4
CONTACT US
Easily request a quote and contact us.




5
SERVICES
Explore ALPI Services – shows our main services.

6
ALPIWORLD
Visit the main ALPIWORLD website.

7
NEWS
Albini & Pitigliani news relating to all ALPI Group offices.



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EXPO IN THE WORLD

# Be confident. With care.

Our services at international and intercontinental Trade Fairs:

## COLLABORATION

with our qualified personnel to draw up documents before sending them to destination

## SHIPMENT

of the merchandise by sea, by air or by truck, and notice of delivery of the merchandise

## READINESS

of the merchandise

## CUSTOMS CLEARANCE

of the merchandise

## SETTING UP

at the Stand

## ASSISTANCE AT THE FAIR

by our personnel two days prior and until closing to assure your success at the Fair, and to assist exhibitors with a possible reentry of merchandise

## RE-DELIVERY OF MERCHANDISE

once it is returned to Italy

## FORWARDING

of the goods wherever you want

## AND, WE OFFER

all around assistance for anything the exhibitors require

We are able to guarantee you all of this thanks to the direct connections we have created over the years with official fair agents of various shows the world over.

**ALBINI & PITIGLIANI**  
INTERNATIONAL FREIGHT FORWARDERS

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[www.alpiworld.com](http://www.alpiworld.com)