

## The secrets of world leadership

**Cinzia Schiatti was selected to fill the position of President of the Board of Directors of GIMAV, the Association of Italian manufacturers and suppliers of machinery, accessories and special products for glass processing, that is currently the guiding force for the entire industry in Italy and abroad.**



Once again, Cinzia Schiatti demonstrates her passion for and dedication to the glass industry: after studying languages abroad, and 23 years as sales manager for a company (founded by her grandfather, Elia Schiatti, after WWII) that manufactures machinery for flat glass processing, she has earned one of the most prestigious positions in GIMAV.

With her experience in foreign trade, Cinzia Schiatti reinforces GIMAV's reputation for providing an extremely high level of representation of the entire glass processing supply chain, which is also fortified by its participation in the leading international trade fairs. The new President of the Board of Directors of GIMAV confirms her strategy for the 2008/2010 2-year period: «The Board of GIMAV, under the previous presidents, has always employed effective strategies to promote MADE IN ITALY products and the global dissemination of its entrepreneurial culture. During my tenure, I will endeavor to continue in this vein and further develop this policy».

«The ability of Italian businesses lies precisely in knowing how to manufacture high tech machinery and accessories, flexible enough to meet the needs of the end user - continued Cinzia Schiatti - Reliability, latest-generation technologies, and ease of use are the strengths that have placed Italian goods in a global leadership position, without having to worry about competition from the more recently emerging countries». The vitality of the Association is also corroborated by the successful performance of the entire sector in 2007 – in fact, in 2007, Italy's machinery, accessories and special products for glass processing industry posted a 12% increase in exports, valued at more than 1 billion Euros, and revealed itself as one of the most vibrant sectors in Italy's economy.

## **GIMAV**

GIMAV is the Association that for 28 years has brought together Italy's manufacturers and suppliers of machinery, accessories, equipment and special products for glass processing. Thanks to its membership in Confindustria, Federvarie and Federmacchine, GIMAV has taken on a leading role in representing the entire glass processing supply chain, as its spokesperson in relations with both public and private organizations. Sales of GIMAV member firms currently accounts for approximately 80% of the total industry turnover and 72% of the exports labeled Made in Italy.

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