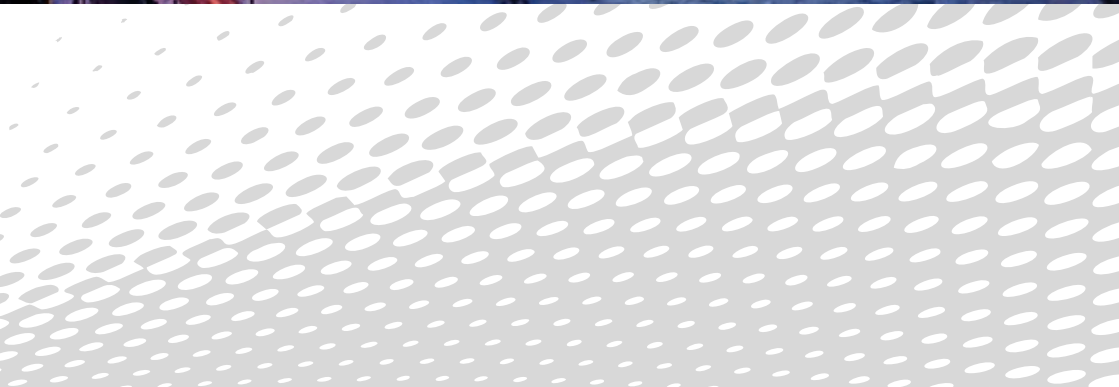


TRIESTE

YOUR NEW CRUISE OPPORTUNITY

FRIULI VENEZIA GIULIA

YOUR CRUISE INDUSTRY CLUSTER



2012 will be the fifth year that **Aries**, the internationalization Agency of the Trieste Chamber of Commerce (Italy) in collaboration with the **Chamber of Commerce of Friuli Venezia Giulia**, will guide a group of companies from the Friuli Venezia Giulia region at **Cruise Shipping Miami**.

This year, thanks to the contribution of the **Autonomous Region of Friuli Venezia Giulia**, the aim is to present the joint regional cruise industry system. Moreover, thanks to the management of **Ditenave**, Technological Naval and Nautical District, this sector is distinguished by high-standard levels in Research, Innovation and Education.

Nine companies, which, under the name "**Trieste, your new cruise opportunity – Friuli Venezia Giulia your cruise industry cluster**", will represent one of the most important sectors in Friuli Venezia Giulia: the **shipbuilding industry**.

Some of them are attending this important event for the fifth or fourth time. A close - knit group of specialized companies who have contributed to the growth of the shipbuilding industry in recent years.

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FRIULI VENEZIA GIULIA INDUSTRY CLUSTER

The economy of the **Friuli Venezia Giulia region** is based on many different sectors, but the sea is one of the most important, specially in **Trieste**, where the shipbuilding industry has a relevant weight in the local GNP.

80% of the value of the ships coming out from the **Fincantieri Shipyards** is generated by the work of companies operating in the shipbuilding sector other than Fincantieri.

During the last decades, a large number of specialized companies, about **550** in the whole Friuli Venezia Giulia region, with a **350 million euro turnover**, helped the entire shipbuilding sector create a success story in this field.

The aim of the **Chamber of Commerce of Trieste** and the **Chambers of Commerce of Friuli Venezia Giulia** and of the **Autonomous Region of Friuli Venezia Giulia**, along with other bodies and institutions is to support this SMEs in becoming stronger and more competitive on the international market, promoting their products and services abroad, helping in making contact with other shipyards, ports, ships owners. Around 70% (average) of the turnover of these companies is generated by Fincantieri's orders. The strategy pursued is therefore to increase the number of their clients.

Along with manufactured products, a wide range of services are also covered by Trieste's companies: large scale import-export activities, transport of oversized loads (propellers, engines...), tailormade insurance, naval engineering software.

SAFETY



DESIGN



RESEARCH AND INNOVATION





World leader from more than 20 years in design, production and installation of signage for passenger ships, Holiday has supplied more than 60 passenger ships and ferries, in new builds and **refittings**.

Features a well-established relationship with the most important shipowners (Princess Cruises, Carnival, Costa Cruises and RCCL) offering a qualified team of technicians able to intervene all over the world.

Holiday guarantees a full service from graphic design, production and installation of every type of signage and Low Level Lighting system.



HOLIDAY

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IXBOND® produces mosaics and composite coverings in noble metals, custom made for internal walls. Embossed and engraving procedures create effects of shiny and opaque contrast.

The first product line was thought and developed to meet the needs of naval and nautical industry: in that case we use AISI 316 L stainless steel combined with high performance expanded structural foam, which is fire resistant, has low emission of toxic and dense smoke, is light and soundproof. We also developed copper models, gold and silver coated ones.

Ixbond allows you to completely customize your mosaic coverings: drawing, tesserae shape, holding material, resins and also the possibility to apply crystals of any form or color.



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P.M. & C.

P.M. & C. S.r.l. – Project Management & Contract began in July of 2004 and its headquarters is in Monfalcone Area but the company works throughout Italy and all foreign countries.

The activity is principally:

- Cruise Ships interiors outfittings and furnitures and technical furnitures for ships;
- Luxury hotels interiors and furniture;
- Engineering and achievement of Wellness centres and relevant advanced technical furniture.

P.M. & C. S.r.l. puts his experience at disposal directly to the Owners (as Owner supplier or consultant), to shipyards (as "Turn Key contractor") but also to the Architects and "main contractors".



P.M. & C.

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PRAGOTECNA®

"Pragotecna" consolidated important exclusive rights with selected companies specialized in the ceramic and glass branch and resilient flooring, taking care of the distribution of their products on the Italian market. Pragotecna developed a solid collaboration with several main Italian firms in the ceramic branch, offering to its clientele a very large range of choice, which can be installed and laid by specialized workers on demand.

Pragotecna in 2010 delivered different projects in the shipbuilding sector. Among these we can mention the followings:

- Ezarri Mosaics for the main and aft pool in antiskid surface for the Queen Elizabeth of company Cunard construction 6187;
- Developed in collaboration with company Demont and based on the selections of Arch. Mortola the wall tiles in 4th firing and the floor tiles in ceramic wood for the Carnival Magic construction 6167;
- Refitting with Teak floors for the Island Princess Victoria;
- Refitting with technical 15x15 R13 floor tiles from company Deutsche Steinzeug for different Carnival Group Cruise Ships.



PRAGOTECNA

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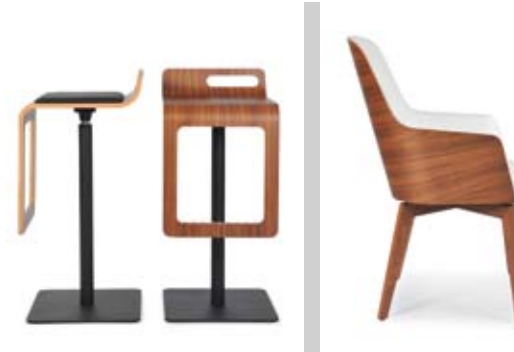
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ILS COLLECTION
RICCARDO RIVOLI DESIGN

Riccardo Rivoli is an industrial designer promoting his "Made in Italy" style on international markets for contract furnishings. Riccardo started his own studio encompassing all processes from product-planning to marketing. Emphasis of production is in the enhancement of local expertise with valuable materials and fine craftsmanship.

Interested parties can be confident of getting a high degree of attention by an experienced designer for all demanding requirements.

Riccardo Rivoli is able to develop fully customized and new products according to individual requirements also on account of the cooperation with other designers, architects and planners.



RICCARDO RIVOLI DESIGN

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SeaNet is a private company with a long tradition and worldwide reputation in custom marine solutions.

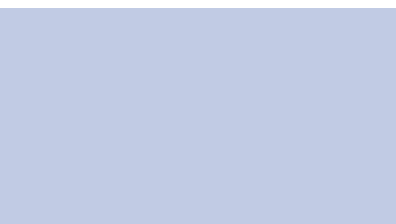
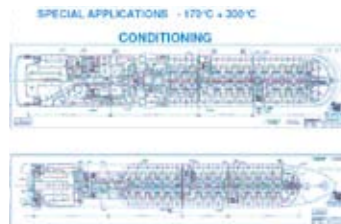
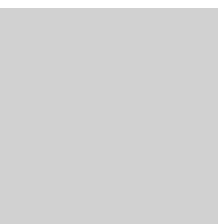
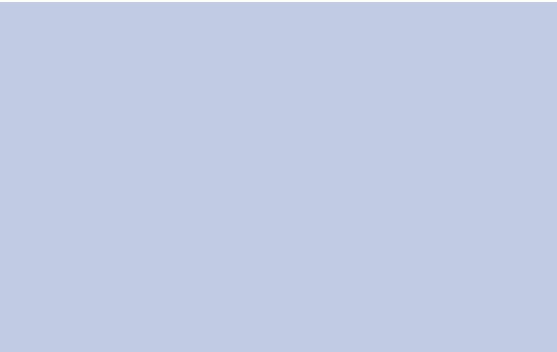
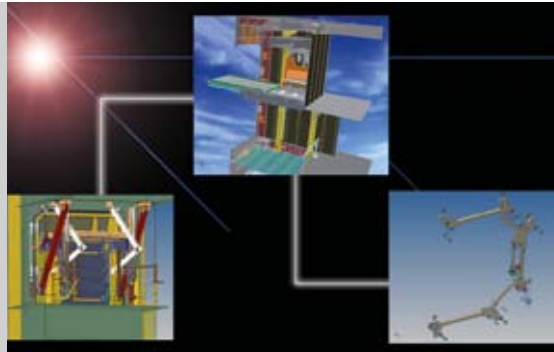
Headquartered in Genoa (Italy) in the port at the heart of the city (offices and workshops), our structural steelwork facilities are located in Morgano (TV), a branch office is in Monfalcone (GO) and our US office in Miami.

SeaNet assists ship owners and shipyards with a complete range of constantly-updated products and solutions, from feasibility studies and 3D full design to turnkey systems and services throughout the operational life of their ships.

Since 1975, over 4,000 SeaNet systems have been installed on cruise ships, yachts, ferries and navy vessels all over the world, helping our customers ensure their vessels are operable, efficient and fully compliant with safety and all other regulations.

Working closely and flexibly with our customers as partners, we have accumulated industry-leading expertise in SAFETY SYSTEMS and PASSENGER & CARGO HANDLING SOLUTIONS, together with a deep understanding of the processes that enable us to meet their needs effectively and efficiently.

It is this know-how that enables us to develop unique, advanced solutions to the most complex challenges, dependably delivering the highest quality and safety standards at a competitive price.



SEANET CUSTOM MARINE SOLUTIONS
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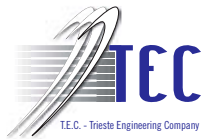
SULTAN
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Web: www.sultansrl.it



Sultan srl, has emerged in 2003 involved high skilled ship manager and workers. Over the past nine years, our company has experienced great growth. We have expertise in the processes of assemblage and have established partnerships with operating companies specializing in production.

Our experience, specialization and professional relationships allow us to provide our customers with the highest standard of quality, including thoughtful service and timely delivery.

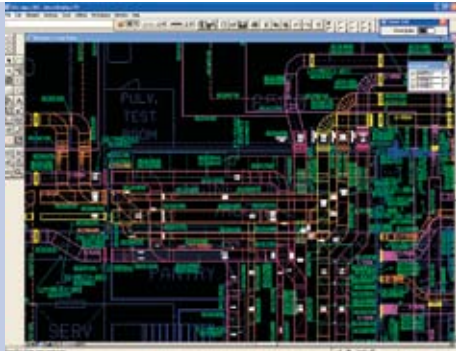
Sultan srl, also provides assistance, maintenance, repair and refitting of ship electrical systems during the Cruises or D.D. and technical appraisal and supplies of electrical and mechanical components.



T.E.C. - is specialized in electrical and automation basic and detail engineering with custom tailored design and is equipped with the most up to date and innovative system which are operated by fully trained and highly experienced staff.

Present from 16 years on the market of the planning, is taken advantage of the consolidated experience that its founders and of the presence of professionals who have known farces to be worth in this field through the acquired experience in the years. In these years has become one company leader in the field of the planning, always satisfying the expectations of the customers on the land of the reliability, the rapidity and the precision.

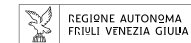
T.E.C. - Trieste Engineering Company is contraddistinguished also for the attention turns to the needs of its customers with which it tries to maintain a relationship of tight and friendly collaboration, we think above all of having expert persons but of confidence to which making reference. Constantly modernized with software and hardware of last generation, the development of our projects is always to the TOP of the quality.



T.E.C.-TRIESTE ENGINEERING COMPANY

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Organizing secretariat:



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