

Nordimpianti System Srl, 66013 Chieti (CH), Italy

Market strength in the Middle East

Nordimpianti System Srl has a long tradition in the manufacture and supply of machines for the production of hollow core and precast industries. Founded in 1975, Nordimpianti today boasts of a full line of innovative machines specifically catering for turnkey factories of hollow core and precast production set-ups. Its new state-of-the-art factory on the Adriatic Coast specializes in manufacturing both Slipform and Extruder technology. Significantly all the machines are produced in-house in Pescara, Italy, therefore sustaining and nurturing the pride of signature Italian design and manufacture.

"Nordimpianti System today has garnered over 30 years of production experience and at present we are further consolidating both our marketing and after sales in the Middle East which has become a very important market for us," affirms Mr Gianpiero Gagliardi, Managing Director of Nordimpianti System. "We as Nordimpianti System today have over 200 factories running in over 30 countries spread across five continents. Some of our most recent sales are in new markets such as Ukraine, Russia, India, UK, Spain, Malta, and others while the Middle East is an area where our company excels. Moreover, following the setting up of our sales office out of Dubai, we are operating with the philosophy of creating and after sales network and also technical value for our clients."

This philosophy is amply manifest in the way Nordimpianti manufactures all types of systems to produce prestressed elements utilizing the Extruder and Slipform methods. These two options give their clients the customized choice making sure that what they purchase is perfectly in line with the diffe-

rent characteristics each production system possesses. Nordimpianti's Extruder machines come with a number of added features that showcase the company's expertise built over the past 30 years. A definite highlight are the chains that operate the screws which are continuously enclosed within a bath of lubricating oil. Apart from keeping the compartment clean, this particular feature has drastically reduced the amount of spare parts required to keep such a machine running and it has also axed maintenance time. The ensuing economic viability is precisely what customers are after.

Besides focusing on quality machinery, Nordimpianti is a firm believer in after sales. This latest emphasis has led Nordimpianti to team up with an international key player in the marketing and technical spheres in the concrete industry in the Arab world. Together with Philip A Tabone that has been working closely with Nordimpianti for over 15 years they are offering a complete service out of Dubai to service the Middle East. Philip A Tabone International has over 40 years experience



Signing of contract between Mr. Abdulrazzak Dejani, GM Xtramix (part of Al Jaber Group) and Mr. Gianpiero Gagliardi, CEO Nordimpianti.

in the concrete industry, with stable markets in Malta and also North Africa. Today with an office based in Dubai complemented with a number of sales and after sales engineers operating in a number of GCC countries, Philip A Tabone International is offering a one stop shop within the Concrete Industry.

"In recent years Nordimpianti has gone from strength to strength and continues to make big strides in the Middle East" Mr Gagliardi confirmed that "in 2008 Nordimpianti will be commissioning a good number of plants including a full factory in Abu Dhabi for Xtramix Concrete Solutions (part of Al Jaber Group - Abu Dhabi), and another turnkey plant such as for Fara Esquire Cement Products LLC in Ras Al Khaimah. Others that are at present on the factory floor awaiting delivery are bound for: Aqaba - Jordan; Dammam - Kingdom of Saudi Arabia; Teheran - Iran, Mina Abdulla - Kuwait and elsewhere.



Extruder technology from Nordimpianti at High Slant Precast, Kuwait

Nordimpianti System's success story stems from setting standards that are not only dic-



Slipform technology at from Nordimpianti at Locrete Industries, Kuwait

tated by mass production, but by also offering a fully personalized product that meets specific customers' requests. Nordimpianti products are highly sought after all over the world and this encourages the company to pump in constant funds in R&D, quality and safety standards while sustaining an excellent after-sales service.

Nordimpianti System will be present at the Big 5 Show in Dubai in Pavilion H291 and PMV Stand No 40.

FURTHER INFORMATION



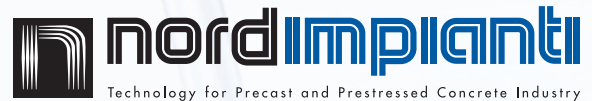
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