



Confederazione Nazionale  
dell'Artigianato e della Piccola  
e Media Impresa



**EURODOMUS 2004**  
**14TH – 15th October 2004**

**ITALIAN PARTICIPANTS (42)**

**Aggio Mario**

*Contact:* Aggio Mario

*www.aggiomario.com*

*Business language:* Italian

*Established in:* 1983

*Turn over:* -

*% export:* 95

*Workforce:* >20

*Production:*

Production of house and office lamps and chandeliers.

*Co-operation required:*

Creation of a sales network.

**Allibardi Salotti Snc**

*Contact:* Allibardi Caterina

*www.allibardi.it*

*Business language:* Italian, German

*Established in:* 1972

*Turn over:* 700.000

*% export:* 5

*Workforce:* >10

*Production:*

Sofas and armchairs. The sofas and the armchairs are also available in modern style divan version with fabric leather upholstery (also removable). Tailor-made on request.

*Co-operation required:*

Search for business agents and retailers.

acquire distribution network.

**Archimede Srl**

*Contact:* Bortolomei Daniele

*www.archimede.biz*

*Business language:* Italian, English

*Established in:* 1991

*Turn over:* 3.000.000

*% export:* 0

*Workforce:* >30

*Production:*

Serial production based on customers' design of: furnishing accessories, counters, tables, displaying systems for offices and banks, totems, signage, identification plates. Everything is realised in plex and aluminium. Displayers for jewelry, cosmetics, spectacles, telephones, pharmaceutical products, food industry products and various gadgets.

*Co-operation required:*

acquire plexiglas, transfer of finished products , transfer distribution network.

### **Arlux light design**

*Contact:* Beccaro Elsa

[www.arlux.it](http://www.arlux.it)

*Business language:* Italian

*Established in:* 1990

*Turn over:* -

*% export:* -

*Workforce:* >10

*Production:*

Interior decorative lighting: chandeliers, ceiling lamps, lamps, appliques, fix recessed alogen spots.

1) Classic and modern pieces with sober and fine design in glass and crystal work plate. 2) Fix recessed alogen spot with decorative elements in crystal, glass plates and hand decorated ceramics.

3) Modelled metal with fantasies and applications in hand decorated ceramics.

*Co-operation required:*

Importers, wholesalers, interior designs, distributors, architectural interior design studios. transfer of finished products.

### **Arredosistem Snc**

*Contact:* Favero GianFranco

[www.paginegialle.it/arredosistem](http://www.paginegialle.it/arredosistem)

*Business language:* Italian, English

*Established in:* 1981

*Turn over:* 400.000

*% export:* -

*Workforce:* >10

*Production:*

Modular bookcase furniture finished in various ways, wood structures with light or strong design.

*Co-operation required:*

Acquire raw materials (iron and wood) and transfer finished products.

Acquire raw materials, transfer of finished products, transfer distribution network.

### **Arthenova Snc**

*Contact:* Deri Civiero

[www.arthenova.it](http://www.arthenova.it)

*Business language:* Italian

*Established in:* 2000

*Turn over:* 200.000

*% export:* 5

*Workforce:* >10

*Production:*

High quality classic style and period style furniture, built with the most valuable wood essences and finished with bee's wax. Particularly developed in the commerce of bedrooms and in the realisation of kitchens, modular walls and boiserie based on customer's design.

*Co-operation required:*

Retailers, shops, sale representatives, architects.

Transfer of finished products, transfer distribution network.

### **Bamstil Srl**

*Contact:* Marini Luciano

[www.bamstil.it](http://www.bamstil.it)

*Business language:* Italian, English, French

*Established in:* 1975

*Turn over:* 3.500.000

*% export:* 98

*Workforce:* >30

*Production:*

Metal furniture for home and office: wardrobes and closets, file folders, dressers, light bookcases for archives and libraries, file systems in general. Writing desks, tables and dressing rooms.

*Co-operation required:*

Importers, wholesalers and department store, office furniture.

Acquire distribution network, joint venture.

### **Bellart Snc**

*Contact:* Bellesso Erica

[www.bellart.it](http://www.bellart.it)

*Business language:* Italian, English

*Established in:* 1975

*Turn over:* 1.500.000

*% export:* 60

*Workforce:* >20

*Production:*

Wrought iron lamps, classical and decorative style, medium-high target. Only Murano glass is used. High quality artisan workmanship, also on customer's project and custom tailored.

*Co-operation required:*

Shops, wholesalers, architects/designers, medium-to-high-level clients. Also, an organized sale network.

Acquire distribution network, transfer of finished products.

### **Bello Sedie Srl**

*Contact:* Bello Lorenzo

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

*Business language:* Italian, English, Croatian

*Established in:* 2003

*Turn over:* 3.000.000

*% export:* 50

*Workforce:* >30

*Production:*

Planning, production and commerce of chairs, tables and furnishing accessories.

*Co-operation required:*

Manufacturers, Importers, commercial agents, architects, consultants, both furniture and contract suppliers.

acquire distribution network, acquire manufacturing machines and equipments, transfer of materials and raw materials, joint venture.

### **Belluco Snc**

*Contact:* Belluco Isidoro

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*Business language:* Italian

*Established in:* 1981

*Turn over:* 630.000

*% export:* 80

*Workforce:* >10

*Production:*

Pieces of furniture in classical style and in firwood.

*Co-operation required:*

Furniture dealers and shopkeepers.

Transfer of finished products.

## **Bettin Lino e Figli Snc**

*Contact:* Bettin Enzo

[www.bettin.it](http://www.bettin.it)

*Business language:* Italian

*Established in:* 1981

*Turn over:* -

*% export:* -

*Workforce:* >20

*Production:*

Metal furniture, chairs and armchairs for office, schools, communities, cinemas and theatres.

*Co-operation required:*

We are looking for partners to sell our products in new markets.

Transfer materials, transfer of finished products, transfer distribution network.

## **BTC International Srl**

*Contact:* Arnese Vanna

[www.btcinternational.it](http://www.btcinternational.it)

*Business language:* Italian, English, French, German, Spanish

*Established in:* 1987

*Turn over:*

*% export:* 90

*Workforce:* >20

*Production:*

Classic style furniture including dining rooms, bedrooms, kitchens, living room, furnishings accessories, upholstered furniture and suites.

*Co-operation required:*

Acquiring a distribution network through wholesalers, shopkeepers and agents. Supply contracts for hotel. Transfer of finished products.

## **Ca' Onorai Interior Design Spa**

*Contact:* Tombolan Sandra

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

*Business language:* Italian, English, French

*Established in:* 1972

*Turn over:* -

*% export:* -

*Workforce:* >-

*Production:*

Office furniture. The range of furniture revolves around ten product lines running from operative, technological and traditional furniture and cabled lines to managerial complex, covering both basic

and top-of-the lines units for each sector. Our architects can provide 3D design services even for contracting project.

*Co-operation required:*

Create a sale network through retailers, importers, architectural/interior design studios dealing with furnishings for offices, banks, private parties, contractings, etc.

Acquire distribution network.

### **Callesella Srl**

*Contact:* Callesella Giuseppe

[www.callesella.it](http://www.callesella.it)

*Business language:* Italian, English, French, German

*Established in:* 1991

*Turn over:* 10.000.000

*% export:* 20

*Workforce:* >100

*Production:*

Solid wood bedrooms, kitchens and living rooms, made using Swedish pine and European cherry.

Classical and modern style.

*Co-operation required:*

Agents and/or clients, furniture and/or kitchen shops.

Acquire distribution network.

### **Cignus/Di Notte Snc**

*Contact:* Ceccato Adriano

[www.dinotte.it](http://www.dinotte.it)

*Business language:* Italian, English

*Established in:* 1985

*Turn over:* 6.000.000

*% export:* 5

*Workforce:* >50

*Production:*

Mattresses in latex and geoflex; springs; pillows; spring units; padded beds, normal and fire-resistant.

*Co-operation required:*

Importers and/or retailers, bedroom producers and/or a sale distribution of: furniture, contract-hotels, hospital and communities.

Acquire distribution network, transfer of finished products.

### **Classic Light Srl**

*Contact:* Voltolina Andrea

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

*Business language:* Italian, English, French, German, Spanish, Russian

*Established in:* 1995

*Turn over:* 3.900.000

*% export:* 45

*Workforce:* >20

*Production:*

Lamps and lighting equipment made in crystal, glass and Murano glass. All branched chandeliers are assembled through the new "Leonardo" system" which allows rapid and secure assembling.

*Co-operation required:*

Shopkeepers, department store, networks of sale agents/representatives.

Acquire distribution network, transfer of finished products.

## **Creiasco Illuminazione Snc**

*Contact:* Creiasco Giannino

[www.creiasco.it](http://www.creiasco.it)

*Business language:* Italian

*Established in:-*

*Turn over:* -

*% export:* -

*Workforce:* >10

*Production:*

High quality interior lighting equipment.

*Co-operation required:*

Transfer of finished products.

## **De Pieri Illuminazione**

*Contact:* De Pieri Bruno

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*Business language:* Italian

*Established in:*1985

*Turn over:* -

*% export:* -

*Workforce:* >10

*Production:*

Lamps and chandeliers. Artisan firm that produces interior lighting equipment using Venetian glass and metals such as galvanised brass. Specialised in lighting in the hotel sector and is also able to provide turnkey furnishing schemes as it works closely with design studios and craftsmen who produce furniture and curtains and offer painting service.

*Co-operation required:*

Transfer finished products. Acquire distribution network. Market products via specialist firms (shop, distribution, chain...).

Transfer of finished products, transfer distribution network.

## **DPR 2 di De Paoli Romano & C.**

*Contact:* De Paoli Romano

[www.dpr2depaoli.it](http://www.dpr2depaoli.it)

*Business language:* Italian, English

*Established in:*1974

*Turn over:* -

*% export:* -

*Workforce:* >10

*Production:*

Our production is divided in two lines: 1. ART 900 which gathers and constantly improves our first classic and period style models, such as dining rooms and individual pieces of furniture, furniture enriched with inlayings and other decorative elements; 2. ART TODAY consisting of our latest models, characterised by clear and essential design, which underlines the quality of high wood utilised. This line includes also kitchens, bedrooms and wardrobes which can be entirely realised custom-tailored.

*Co-operation required:*

Distribution groups and transfer of finished or semi-finished products. Partners searched: buyers, retailers, designers, importers or agents.

Acquire distribution network, transfer of finished products.

## **EIS Mobili**

*Contact:* Bebi Alberto

[www.eismobili.it](http://www.eismobili.it)

*Business language:* Italian, English, French

*Established in:* 1996

*Turn over:* 2.500.000

*% export:* 95

*Workforce:* >20

*Production:*

Chairs, armchairs and office furniture.

*Co-operation required:*

Importers, dealers, agents.

Transfer of finished products.

## **Formitalia Group Spa**

*Contact:* Overi Gianni

[www.formitalia.it](http://www.formitalia.it)

*Business language:* Italian, English, French

*Established in:* -

*Turn over:* 8.000.000

*% export:* 80

*Workforce:* >30

*Production:*

Total look in home furniture. Contract. Franchising. Marks: Tonino Lamborghini, Formitalia, Mirabili Arte d'Abitare, Didi Collection.

*Co-operation required:*

Importers, shopkeepers, franchisee.

Transfer of finished products, transfer distribution network.

## **Fratelli Fornasa Snc**

*Contact:* Fornasa Gianni

*Business language:* Italian

*Established in:* -

*Turn over:* 500.000

*% export:* -

*Workforce:* >10

*Production:*

Custom - tailored production: reception counters, platforms for business meetings.

*Co-operation required:*

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## **Fratelli Tavellin di Tavellin Gabriele e C Snc**

*Contact:* Tavellin Gabriele

[www.tavellinmobili.it](http://www.tavellinmobili.it)

*Business language:* Italian

*Established in:* 1980

*Turn over:* 400.000

*% export:* -

*Workforce:* >10

*Production:*

Bedrooms, single beds, wardrobes, dining rooms, kitchen furniture, entry furniture, individual pieces of furniture. Hotel furniture, tailor-made, especially walls.

*Co-operation required:*

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### **Frison Renzo mobili d'arte**

*Contact:* Veronica

www.frisonrenzo.it

*Business language:* Italian

*Established in:*1997

*Turn over:*

*% export:*

*Workforce:* >10

*Production:*

Furnishing accessories, including a wide range of windows displays, display cases, various types of desks, coffee table, telephone tables, cupboards.

*Co-operation required:*

Sale of finished products through wholesalers and retailers.

Transfer of finished products.

### **Interstyle Sas**

*Contact:* Vittorio Saoncella

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*Business language:* Italian

*Established in:*2000

*Turn over:* 716.000

*% export:* 69

*Workforce:* >10

*Production:*

Wooden bedrooms, dining rooms, hall furniture, in style. Furnishing accessories.

*Co-operation required:*

Importers and agents.

transfer of finished products, joint venture.

### **Kristallux Spa**

*Contact:* Antonio Massignani, Sabrina Alessio

www.kristallux.it

*Business language:* Italian, English, French, Spanish

*Established in:*1966

*Turn over:* 8.000.000

*% export:* 30

*Workforce:* >50

*Production:*

Furnishing accessories. Metal bathroom furnishing accessories.

*Co-operation required:*

Acquire distribution networks via importers and distributors.

Transfer of finished products, transfer distribution network, joint venture.

### **La Bottega della Sedia**

*Contact:* Carturan Tiziana

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*Business language:* Italian



*Established in:*2003

*Turn over:* -

*% export:* -

*Workforce:* >10

*Production:*

Chairs, armchairs and sofas. Period style reproductions. Artisan carving manufacturing. Production can be made in any type of woods and on customer's design.

*Co-operation required:*

Exporters, importers, dealers.

Transfer materials, transfer of finished products.

## **Lam Export Spa**

*Contact:* Marconato Francesco

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

*Business language:* Italian, German, French, Dutch, Portuguese

*Established in:*1979

*Turn over:* 6.800.000

*% export:* 70

*Workforce:* >30

*Production:*

Lamps and chandeliers divided in two product lines, with two separate catalogues: 1. Classic and country style 2. Decorative modern style. We offer complete collections with chandeliers, table and wall lamps, ceiling fixtures and standard lamps.

*Co-operation required:*

Dealers with their warehouse/show room, or agencies specialized on contract and supplies.

transfer of finished products, transfer distribution network, joint venture.

## **L'Artigiana di Faccin Roberto & C. Snc**

*Contact:* Faccin Luca

[www.lartigiana.it](http://www.lartigiana.it)

*Business language:* Italian, English, French

*Established in:*1972

*Turn over:* -

*% export:* 90

*Workforce:* >20

*Production:*

Furniture and furnishing accessories in classic style (art-decò, baroque, country, Louis XVI and other styles). Contract furniture for hotels.

*Co-operation required:*

Importers, dealers, shops, department stores, sale agents.

Transfer of finished products.

## **Luparense Srl**

*Contact:* Lara Toniato

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

*Business language:* Italian, English, French, German

*Established in:*1991

*Turn over:* 4.400.000

*% export:* 90

*Workforce:* >50

*Production:*

Chairs and armchairs for office use. Furnishing accessories.

*Co-operation required:*

Dealers, retailers, importers of chairs and sofas for office and furniture accessories.  
Acquire distribution network.

### **Massimo Griggio & C. Snc**

*Contact:* Griggio Massimo

www.massimogriggio.com

*Business language:* Italian

*Established in:* 1981

*Turn over:* 600.000

*% export:* 10

*Workforce:* >10

*Production:*

Beds, dressers, night tables, decorated coat-hangers, wardrobes and closets, with personalised finishes upon request. We use different wood essences, metals, fabric, eco-skin and leather, with artificial ageing, brushwork effects, white or colored varnish.

*Co-operation required:*

Wholesalers, dealers who buy at least a quantity of 3/5 pieces a product.

Acquire distribution network.

### **Mobili Chiavenato Snc**

*Contact:* Chaivenato Stefano

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*Business language:* Italian, English

*Established in:* 1977

*Turn over:* 450.000

*% export:* 50

*Workforce:* >10

*Production:*

Tables, occasional tables, console tables and various pieces of furniture in classic, modern and country style. Also on customer design.

*Co-operation required:*

Exporters of raw materials (wood): beech, pine tree, fir. Furniture importers to transfer finished products as well as unfinished pieces to assemble.

Acquire of raw materials, transfer of finished products.

### **Mobilificio Carretta Sas di Carretta Dario & C.**

*Contact:* Carretta Luciano

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*Business language:* Italian, English, French

*Established in:-*

*Turn over:* -

*% export:* 15

*Workforce:* >30

*Production:*

Bedrooms for hotels, communities, guest quarters and apartment hotels.

*Co-operation required:*

Tourist operators: hotels, tourist villages, farmhouses, communities and religious institutes.  
transfer of finished products.

### **Mobilificio F.lli Scattolin Srl**

*Contact:* Tommaso Scattolin

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*Business language:* Italian, English, French

*Established in:* 1980

*Turn over:* 900.000

*% export:* 0

*Workforce:* >20

*Production:*

Bedrooms and livingrooms in modern style; modular walls.

*Co-operation required:*

Importers and/or exporters.

Acquire distribution network.

## **Mobilificio Prealpi Spa**

*Contact:* Flavia Canal

[www.prealpi.it](http://www.prealpi.it)

*Business language:* English, French, German

*Established in:* 1972

*Turn over:* -

*% export:* 50

*Workforce:* >20

*Production:*

Mobilificio Prealpi Spa works since 1972 to find out alternative solutions which are always original, different particular and able to surprise. Bedrooms, closets, living rooms and furnishing accessories which not only follow but create trends thanks to their exclusive design and to the modern technologies employed. Prealpi, with a new design and materials of top quality offers to customers a series of additional proposal for their own home.

*Co-operation required:*

Sale agents, dealers, imports and/or retailers who already import furniture from Italy.

Acquire distribution network.

## **Morello Gian Paolo Sedie e Salotti**

*Contact:* Marilena

[www.gpmorello.it](http://www.gpmorello.it)

*Business language:* Italian, English

*Established in:* 1976

*Turn over:* -

*% export:* 80

*Workforce:* >20

*Production:*

Chairs and living room suites in classic style, upholstered in fabric and leather, unfinished or walnut finished and lacquered, models on request. Supplies also for hotels and restaurant.

*Co-operation required:*

Importers, sale agents, dealers.

transfer of finished products.

## **Nicos International Spa**

*Contact:* Pavarin Vittorio

[www.nicosinternational.it](http://www.nicosinternational.it)

*Business language:* Italian, German, English, French

*Established in:* 2001

*Turn over:* 6.000.000

*% export:* 10

*Workforce:* >100

*Production:*

Components for kitchens and bathrooms; basins, kitchen sinks, workbenches in new patented materials; baths, basins and other accessories in new patented materials: compounds of various minerals and polyester resin.

*Co-operation required:*

Sales agents to transfer bathrooms/kitchens, department store to transfer kitchen and bathroom accessories and furniture.

Transfer of finished products, transfer distribution network.

## **Podimar**

*Contact:* Marchi Lorenzo

www.podimar.com

*Business language:* Italian

*Established in:* 1963

*Turn over:* 400.000

*% export:* 10

*Workforce:* >10

*Production:*

Padded sofas and armchairs both in classic and modern style.

*Co-operation required:*

We are looking for buyers from East Europe countries included Russia and the Mediterranean area. acquire distribution network.

## **Sedital Spa**

*Contact:* Tatiana Faggion

www.sedital.com

*Business language:* Italian, English, Spanish, Slovak

*Established in:* -

*Turn over:* -

*% export:* 90

*Workforce:* >50

*Production:*

Chairs, tables and furnishing accessories in beech wood only. Classic and modern style.

*Co-operation required:*

Sales agents, importers, dealers, manufacturers of chairs, suppliers of cafes, pubs, restaurants, hotels, etc...

Acquire distribution network, transfer of finished products.

## **Silven Light snc**

*Contact:* Pegoraro Sergio

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*Business language:* Italian

*Established in:* 1979

*Turn over:* 600.000

*% export:* 0

*Workforce:* >10

*Production:*

Interior decorative lighting. In particular: lighting fixtures and tables lamps in classic and modern style.

*Co-operation required:*

Exposure and showroom of lighting dealing directly with the public.

Transfer of finished products.

### **Tappezzeria Artigiana Prane Milena**

*Contact:* Palliotto Francesco

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*Business language:* Italian

*Established in:-*

*Turn over:* 300.000

*% export:* 60

*Workforce:* >20

*Production:*

Artisan upholstery for home and office.

*Co-operation required:*

Retailers.

Transfer of finished products ,transfer distribution network.

### **V.M.G. Vecchio G. e M. Snc**

*Contact:* Vecchio Maurizio

[www.vmg.arezzo.it](http://www.vmg.arezzo.it)

*Business language:* Italian

*Established in:-*

*Turn over:* 350.000

*% export:*

*Workforce:* >10

*Production:*

We produce classic and country style furniture creating complete solutions and furnishing accessories. We mostly work for artisans, contract supplies, and privates realizing catalogue collections as well as furniture for private houses, hotels, holiday's farmhouses or for unique made-to-measure pieces.

*Co-operation required:*

We are looking for foreigners who are interested in our production.  
acquire distribution network.