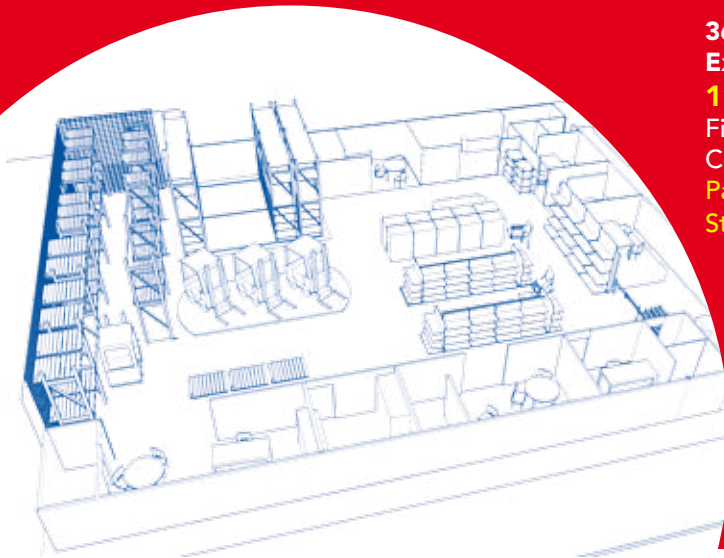


A **1.000 m²** space dedicated to innovative solutions aimed at company management and sales.
Warehouse integrated logistics, traceability and transport systems, sales tools and solutions suitable for enhancing showroom activities.

VISIT **ANGAISA** **TECNO** **POLIS** WHERE YOU WILL FIND NEW IDEAS FOR YOUR COMPANY!

36th Mostra Convegno
Expocomfort
11th-15th March 2008
Fiera Milano Exhibition
Centre in Rho (Milan)
Pad. 18 Expobagno
Stand A03





The 2008 ANGAISA event will take place during the 36th Mostra Convegno Expocomfort from 11-15th March 2008 in Pavilion 18 Expobagno, stand A03, at the Fiera Milano Exhibition Centre in Rho.

ANGAISA will create an operational space where it will present innovative systems for managing and developing the various activities and roles of a distribution company in the sanitary, plumbing and heating sector; from counter, self service or showroom sales to warehouse logistics. Leading companies from various sectors and some important institutions will collaborate in the creation of Tecnopolis.

An interactive route through applicable and future innovative technologies in the field of the sanitary, plumbing and heating sector. RF and RFLd, new generation tags and barcodes, operational self-service area and warehouse fitted with specific, static and compactable storage and sales equipment. Trolleys for integrated internal transport with software for logistics and management, special applications for managing coding and the company list, clients, credit, B2B, deliveries and company transport. Marketing solutions and tools aimed at enhancing the showroom.

Registration at the reception desk is required in order to receive the badge that grants access to the various information points; an itinerary will lead visitors through the individual information points presenting different novelties, while an audio-guide will provide detailed explanations concerning the different themes.

Two prestigious institutions will be present at Tecnopolis to explain the technological innovations developed for logistics: RFLd Solution Center, the design and testing centre of applications developed by the Milan Polytechnic RFLd Solution Center, and the EPC Lab, the technology testing laboratory created by Indicod-ECR. Both institutions share the objective of favouring the introduction of innovative technologies for coding and logistical treatment of products.

Acoustic sound diffusion in Tecnopolis is provided in collaboration with Esarc – Hi Tech srl, through specific magnetorestrictive devices.



TECNO POLIS RECEPTION.

Visitors registration; handing out of the personalized badge, informative material and audio-guide.



Everything starts with the research and coding of products.

Eureca: the first online information service that combines, standardizes and organizes information in an integrated, global, efficient and optimized process. Developed by Platino srl, and taking an ANGAISA idea as a starting point, it has acquired the presence of 130 manufacturers with a total of over 600,000 listed articles; the prospects for 2008 are to double the number of articles and companies.

www.angaisa-eureca.it

eureca@angaisa.it



Prevention is better than cure.

The main activity performed on behalf of businesses relates to backing for credit management before, during and after the sale; services range from commercial information for evaluating the degree of client reliability online and offline, the continuous monitoring of existing clients, the evaluation of suppliers-partners, collaborators etc., and legal and out-of-court credit recovery; furthermore, on the theme of risk management, the Fox&Parker Group offers advice for credit insurance, pro-solute factoring and irrecoverable credit transfer. Through the "My Rating" division, Fox&Parker aspires to become an E.C.A.I. (External Credit Assessment Institution) and thus provide the qualitative evaluations set by Basilea 2 in support of banks and direct support of companies.

FOX & PARKER spa - www.fox-parker.it

info@fox-parker.it



IT dedicated to the management of company data and logistics.

Aive Business Solutions is the AIVE Group Business Unit that addresses SME (Small and Medium Enterprises) in Manufacturing, Services and Distribution. Aive Business Solutions' core business consists in the provision of IT solutions principally based on international ERPs (Enterprise Resource Planning) and the subsequent computerization of all client processes through vertical and specialized solutions.

AIVEBS spa - www.aivebs.com

sales@aivebs.it



The wireless company.

SAIV is a leading cabling company: from traditional telephone installations to more evolved and innovative telephony systems; CTI and VoIP solutions; structured cabling in copper or fibre optic; Wireless networks; video-communication systems; advanced automation in buildings, with video-surveillance systems for areas and perimeters, control of any kind of passage, monitoring of people and vehicles; multi-media rooms; Data Processing Centres.

SAIV spa - www.saiv.it

info@saiv.it



Warehouse terminals and solutions.

Uni Sistemi studies and creates systems for the automatic identification, collection and management of data by designing hardware and software solutions; the activity, in strict synergy with DATALOGIC Spa, is aimed at the distribution, integration and programming of their data collection products. The hardware proposal includes: the printing, scanning and collection of data through the use of fixed or portable tools, the use of radio frequency technologies, RfId, GSM and GPRS; the logistics software suite proposes a range of scaleable solutions for managing preparation and shipments, traceability, end of line, integration with automatic warehousing systems, specific label generation connected to logistics/production flows, control of logistics/production flows from/to contractors.

UNI SISTEMI spa - www.unisistemi.it

info@unisistemi.it



Planning the future of logistics.

The RfId Solution Center is the RfId centre of expertise, born from a collaboration between the Milan Polytechnic (and its two constituents: the School of Management and the Electronics and Information Department), HP and Intel. Italy's first example of a "complete" centre, the RfId Solution Center unites management and technological expertise, university research and company advice for the research, development and application of RfId technologies in different applicative fields and sectors. The heart of the RfId Solution Center activity is represented by RfId Assessment projects aimed at demonstrating the technological feasibility and economic value of RfId applications.

RFId Solution Center - www.rfidsolutioncenter.it

info@rfidsolutioncenter.it



Touch the future with your hands.

The EPC Lab is an EPC/RfId technology testing laboratory created by Indicod-Ecr and the Milan Polytechnic School of Management in collaboration with Italian Hewlett-Packard and Telecom Italia, with the objective of carrying out feasibility studies and testing the implementation of EPC technology in the field of operative processes in the supply chain. EPC - Electronic Product Code™ - is the RfId international standard for the supply chain managed by the EPCglobal Inc structure and the national GS1 organizations. The EPC Lab testing activities allow EPC users to access objective elements in order to verify the performances of technological equipment, evaluate the actual potential of EPC applications, arrange for their best implementation and management, and identify and develop specialized knowledge.

EPC-Lab INDICOD-ECR - www.indicod-ecr.it

info@indicod-ecr.it



FILOMARKET To stay on the wire

Filomarket operates in the large distribution sector with shopping trolleys and other products made from metal wire; today the company holds the top position in the production of shopping trolleys for supermarkets, with 120,000 units produced annually, and is one of the European companies that collaborated in the wording of regulation EN 1929/1 on production criteria and testing methods of the same. Besides shopping trolleys, which represent 40% of production, there are also 1,072 types of products all aimed at the world of food and non-food.

FILOMARKET srl - www.filomarket.it 
filointcomm@filomarket.it



Double solution for drivers.

Traceability of deliveries and vehicles on the move; TRK is focused on fleet management solutions and supplies two solutions to the Italian market: MASTERNAUT which allows the optimization of the transport of mobile resources and TOURSOLVER, a planning and optimization system of rounds and deliveries that is simple, reliable and easy to use.

TRK srl - www.trkitalia.it 
info@trkitalia.it

JUNGHEINRICH Masters of internal transport.

Italian Jungheinrich is a branch of Jungheinrich AG, a German multi-national and leader of warehouse logistics in Europe. It has been present in Italy for 50 years and provides the widest range of products on the market, from transporters to all types of elevators, from trilateral to automatic trasloelevators, from warehouse management software to radio frequency data transmission, from pallet shelving to self-supporting shelving. As an alternative to purchasing, Jungheinrich offers different solutions designed to satisfy the specific requirements of individual companies. With over 3800 vehicles, it has the broadest fleet of trolleys for short-term hire in Italy. The "Used Trolley Service" offers trolleys with a guarantee and "First-hand" bargain trolleys. Moreover, it has the most widespread and organized direct servicing network in Italy with over 415 specialists and a trolley-operator training course service. To complement the programme, Jungheinrich also supplies a series of financial options that are decidedly flexible and designed to meet all needs.

JUNGHEINRICH ITALIANA srl - www.jungheinrich.it 
sede@jungheinrich.it



We give you self service.

Cefla Arredamenti Group is the leading Italian company in the production of shelving, checkout counters, integrated racks, PoP, scenery and furnishing systems for modern layouts. It offers a complete range of furnishing products, services and solutions for all sales outlets of every format and product, from the small convenience store to the large Hypermarket, from Foodstuffs to Do-It-Yourself, from Electronics to Fabrics. At Tecnopolis Cefla Arredamenti presents CARGO, the new integrated rack system that allows commercial surfaces to be doubled creating an open service sales area, thanks to the integration of System25 shelving, and a comfortable and capacious storage area above.

CEFLA s.c. - www.ceflaarredamenti.com 
ceflaarr@cefla.it

Logica

Logistica & Qualità

Logistics & quality.

Logica develops advisory activities aimed at the Wholesale and retail Distribution sector, providing advisory services in the logistics field. In particular, the designing and sizing of sales and storage spaces, stock management systems, location and traceability systems, transport systems, internal operative procedures and organization conceived with integrated logic and cutting edge technological solutions.

It also provides a service relative to the design and implementation of Company Quality Systems, in accordance with regulation ISO 9001/2000, and Environmental Systems – ISO 14001/2004 aimed at obtaining Certification.

LOGICA' di Marco Barbetti - www.logica2005.com 
logica2005@katamail.it



B2B – dear supplier, how much will you cost me.

The ANGAISA e-commerce platform for commercial transactions and the inter-exchange of documents.

ANGAISA has created a platform of standard record layouts with 5 template documents: electronic list, order, order confirmation, shipping notice and invoice; by interfacing these layouts with a company software business applications, the distributor and manufacturer can develop their respective commercial transactions with substantial savings in resources, time and money. The system, which has been tested over time, is currently being distributed throughout the entire sector and, thanks to its standard reference function, has created synergies in company software.

www.angaisa.it 
info@angaisa.it



Esarc - Hi Tech, how to transform surfaces into an orchestra.

Using the principles of magnetostrictive materials, ESARC Hi-Tech operates technology capable of amplifying a sound signal by using a special alloy that stresses the surface to which it is applied, transforming the latter into a loudspeaker. The homogeneity of the resulting sound gives rise to effects that are unimaginable with traditional sound diffusion systems. The objects can speak, sing and play music, and with the technologies made available by ESARC Hi-Tech, even water can be used as a sound transmission medium, and in water the diffusion effect can become not only a useful but even an exhilarating experience.

The magnetostrictive materials are “intelligent” materials: they have the capacity to emit sound through vibrations and also absorb the vibrations produced, thereby producing a silencing effect and, if desired, they can convert the vibration into electrical energy.

ESARC HI TECH srl - www.esarc.com 
info@esarc.com



The one and only tailor-made show-room solution for you.

Exhibitions, show-rooms and events: this is when being is opposed to appearing; images speak, the exhibition style evokes emotions and so appearing becomes necessary in order to being.

We devise show-room and exhibition solutions able to dress the inside and the outside of your ambients with tailor-made clothes made especially for you. The whole design process is based upon the study of your product and your service, so that the mounting and installation may reflect your style with furnishings suitable for your way of communicating.

Experience and solidity are the qualities which allows the specialized staff to express your identity through materials, shapes and colours.

Service efficiency, quality and punctuality are the tools used by our tailors for sewing together the different parts of your dress and ensure an excellent and innovative result. To provide you with the one and only tailor-made show-room solution has always been our goal.

When image is worth more than 1.000 words, choose a tailor-made product.

Fontemaggi snc - www.fontemaggi.it

info@fontemaggi.it



blu&rosso, Tecnopolis' media partner.

Blu & Rosso is ANGAISA's official house organ directed at dealers in distribution, production and the sanitary, heating and plumbing market. It deals with bathroom furniture, living comfort, showrooms and retailers, coverings, finishes, energy saving and building automations, it involves wholesalers, manufacturing companies, international specifiers, representatives, designers, architects and design engineers, and tackles air conditioning, heating and refrigeration themes.

blu&rosso is a monthly publication (9 issues per year) with a circulation of 13,800 copies. blu&rosso is published by DDE srl.

The editorial staff is active at Tecnopolis

DDE DESIGN DIFFUSION EDIZIONI srl - www.designdiffusion.com

dde@designdiffusion.com



ANGAISA, ideas and services for companies in the Sanitary, Heating and Plumbing Sector.

Since 1956 ANGAISA has been the Sector's National Association of Wholesalers operating in the Sanitary, Heating and Plumbing Sector. Market, Technological Innovation, Laws, Regulations and Training: for over 50 years ANGAISA has offered to Wholesalers and Manufacturers a wide range of services, plans and initiatives aimed at the cultural growth of the entire sector. With 300 distributing member companies, numbering a total of 818 sales outlets in Italy, ANGAISA represents a turnover of over 4.98 billion euros in the Sector, equalling 41% of the whole Italian turnover of Sanitary and Heating distribution.

The association is a member of ConfCommercio (the Italian Commerce Confederation) and is one of the founding members of FEST (European Federation of the Sanitary and Heating Wholesale Trade) which assembles associations from 16 European countries.

ANGAISA also incorporates, with the status of Supporter Members, 125 Manufacturers and 6 distribution groups.

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