



## 20 JUNE 2024: Assembly raises a toast to President Gabriele Moretti

A historic date for SAIMA MECCANICA and SAIMA SICUREZZA: with compliments and congratulations from the entire Assembly and the Board of Directors for the generational change that has brought President Gabriele Moretti to the top of the two companies with the new Board of Directors. Despite the difficult times, SAIMA SICUREZZA and SAIMA MECCANICA, which today are seeing the second generation of partners engaged in great synergy, are going through a moment of important innovative strategies, with a new technological language aimed at the future of the Group. Gabriele Moretti thanks everyone for the trust placed in him, along with Vincenzo Scoscini (Board Member), Federico Rinaldi (Board Member), Emiliano Rinaldi (Board Member) and Orietta Malvisi (Board Member) on both Boards of Directors. A new season of commitments, and new business that foresees major investments in step with the times of a technological revolution that today, in addition to large companies, also offers the services of Artificial Intelligence to medium and small enterprises. The President and the outgoing Board are happy and confident about this new corporate structure because, over the years, they have been able to verify the commitment, ability, professionalism and seriousness of this new generation. The "children of the partners" who are responsible for leading the top management of the two companies are competent and synergistic in occupying the top positions in the new structure. Engineer Paolo Moretti will remain chairman in the SAIMA SPA holding company, with directors Rinaldo Rinaldi and Paolo Scoscini available as possible advisors in the operating company.



Pictured here, with the first generation that led the group, is the new full Board of Directors, including the Auditors.

## AI: A WILD HORSE TO TAME

But in this now more present than upcoming future, are we really going to live on bread and artificial intelligence? The meeting organised by Studio Ambrosetti for the permanent update of companies involved an important number of managers and entrepreneurs, all of whom were very interested in this new and timely technological revolution in the way of “doing business”. How can we introduce AI into our companies while taking the human factor into account? We talked with Barbara Carfagna (RAI anchorwoman and digital culture expert) about the applications of AI around the world: from Brazil to Singapore, where the results are extraordinary and evident. (But so are the dramatically increasing cases of suicide). The speech by marketing professor Stefano Puntori was very technical and for “insiders”, but the one who impressed us most was Roberto Tundo, who informed us on how, for about a year now, AI has entered and innovated the Ferrovie dello Stato Group. Man is no longer at the centre. Instead, the relationships between humans and machines are at the centre of all innovation. Singapore is now a born-digital “city-state” with a technologically-driven government that nevertheless is seeking to redevelop itself into a green city-state. Man - Technology - Environment is the change of the digital era we are living in. And man is no longer at the centre.

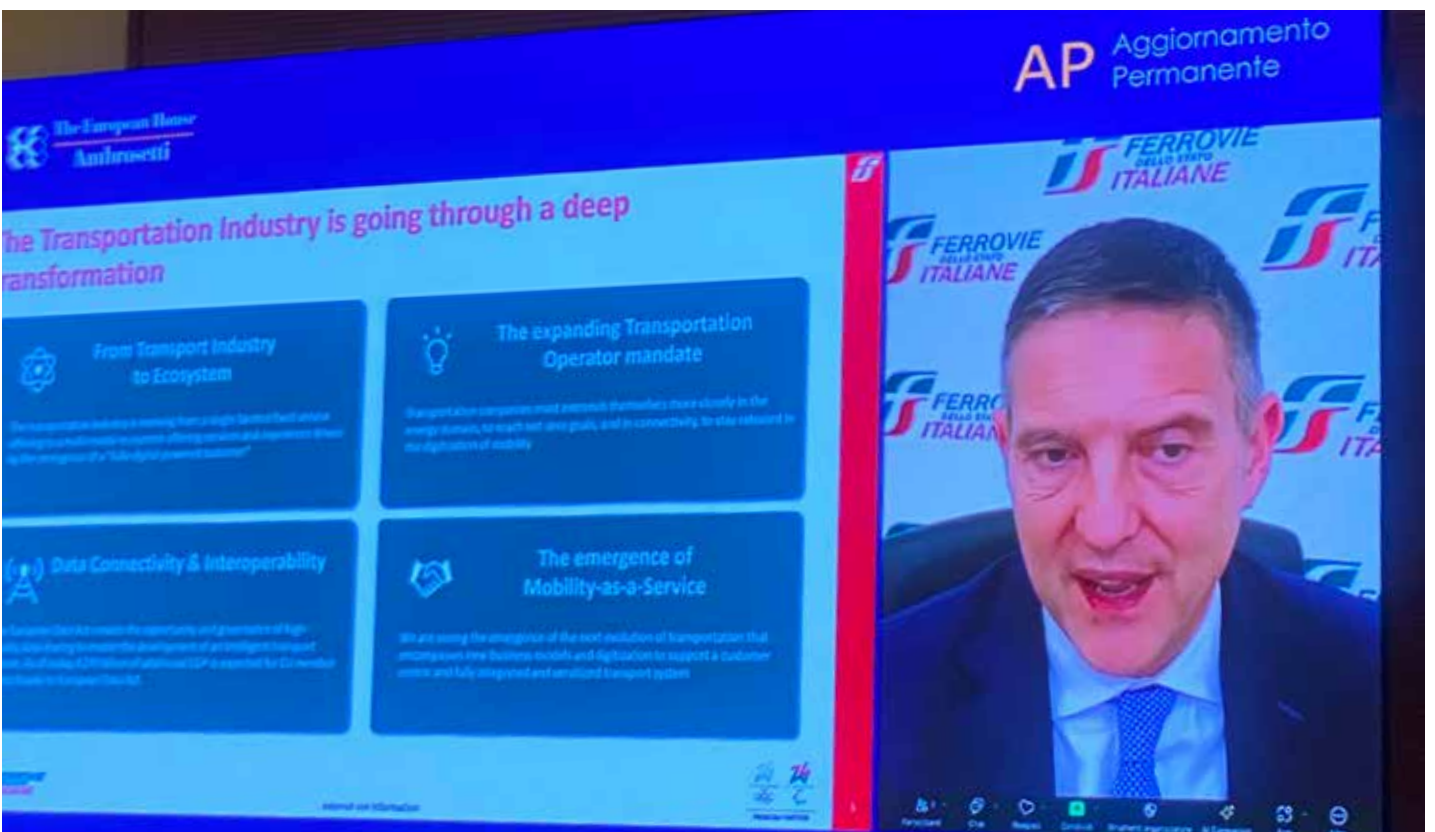


AI is going to change the way we do and think about things. We are globalising the world and the various cultures and societies together. Nowadays, everything is in our cell phones: medical records, identity cards... all the data that concerns us. Including APPs for emergencies. The current example of Korea is staggering. It is an over-speeded society: there is a “metaverse” working there. Better to look, perhaps, at Singapore where a “Govtech,” (technologically-driven government) triumphs which, for example, has made great strides in the medical field. Procedures in hospitals are guaranteed over long periods and there are no longer any queues and waiting lists no longer exist in the medical-specialist field. The extraordinary speech by Roberto Tundo Chief of Technology, Innovation and Digital Officer of the Ferrovie dello Stato Italiane Group emphasised AI innovation and not only in Italy. This is because the Group operates throughout Europe, including in the freight and special projects sector. “What is the biggest obstacle to the introduction of AI in the company?” Roberto

# TO MAKE THE COMPANY RUN



Tundo responded: “The collection and analysis of data!” Certainly, in the Ferrovie dello Stato Italiane Group, new AI-related tools can be used to improve their work, but “company data” is highly confidential and as such must remain and not be “thrown into the hands of AI”. An important distinction, made between non-generative AI and generative AI. The former is much simpler and the costs are also more limited (unlike generative AI). One thing is certain for Roberto Tundo: “IA governance is essential within the Company,” he says, “to define the strategy. The Ferrovie dello Stato Italiane Group has a very important role in our country and AI must improve the future, not cause problems. We have to “manage ‘and not “suffer” AI. But don’t panic! We need an open and positive mindset with a global view on the world. A question among the audience in the room makes us think... “Human intuition will never be a quality of AI. AI will be able to give the best solution in certain cases... but where does the “meritocracy” of people in the company go?



## CURRENT NEWS

### Minister Casellati in Tuscany, requesting a meeting with women entrepreneurs and business leaders of AIDDA

Reform Minister Elisabetta Casellati meets with Tuscan women entrepreneurs at Chalet Fontana in Florence.

To applause from Antonella Giachetti, National President and Paola Butali, president of Aidda Tuscany, the minister began by saying: "In 76 years of republican history we have had 68 governments, lasting an average of 14 months! What our country, plagued by upheavals, technical governments and various shady deals, lacks is true stability, which would make us much more reliable and credible in Europe". There are two goals: first, to ensure the stability of our government in order to have more credibility internationally. Second, to give citizens a voice. She, the first woman President of the Senate and Reform Minister, is proud to be able to get to know so many women up close who, for more than 60 years, have been militating in AIDDA by pursuing their businesses with seriousness and courage. "Your Association," says the minister, "is a hymn to courage! The world of the 60s was not the world of today; I experienced it first-hand. At home, with three male siblings and a male chauvinist father, I had to fight my first battle right in my family. Women's evolution has not been equal to that of men. The celebration of March 8 should no longer exist, because we women should no longer be making the news". Her measured but clear and direct words went to the hearts of all the members present representing the various provinces throughout Tuscany and the different sectors of our businesses. "With the premiership," she continued, "we will give stability to the country and we need to give confidence to the Italian people, whom I consider mature, to be able to choose the prime minister directly. When asked how action will be taken on the famous "untouchable" judges, even when they make mistakes, Casellati responded with great frankness. "Not all

judges are equal! A very small part of the judiciary has acted politically. But it is not all of the judiciary. In the ashes of Tangentopoli, a part of the judiciary unfortunately replaced politics at a certain point: a real problem. Finally, in 2022 a bill on the separation of the careers of magistrates found Minister Nordio, who took the issue into consideration. She then mentions the "battle over justice" and the responsibility of judges, even if, so far and in spite of everything, nothing has been done about their direct responsibility. As a civil lawyer, she also stresses the issue of "certainty of punishment" and the importance of "separation of careers". Back in 2008, when she was in charge of civil matters, she herself had introduced a reform in financial law. Not surprisingly, she reminds us that every year the World Bank measures the justice capacity of each country also in economic terms. Finally, one of the entrepreneurs who spoke also pointed out the problem of the eons of time that it takes for civil justice which, today, still leave much to be desired. She replied that this has long been and still is a necessary to be faced and is not easy to carry forward....

A warm applause closed the very successful meeting, moderated with professionalism and style by La Nazione journalist Olga Mugnaini.



*Pictured: with Minister Casellati in Florence.*

## FUN FACTS!

**Thank you to JP Morgan Bank for the special invitation on artificial intelligence, cybersecurity, fintech and new technologies in Forte dei Marmi.**



An exclusive networking dinner where, in the presence of many Italian and non-Italian entrepreneurs, very current topics were discussed: AI, cybersecurity and new technologies.

This is the real “industrial revolution” of our time – this was the conclusion reached by this important meeting that included a panel of outstanding speakers with some of the leading experts in the field, organized by JP Morgan. After an aperitif by the sea in Forte dei Marmi, in the beautiful location of the Augustus Hotel, guests enjoyed a dinner with delicious oysters and appetizers. The heart of the evening included an extraordinary talk with Stefano Quintarelli, computer scientist, serial entrepreneur, and professor of information systems, network services and security. He is the founder of I.NET, the first Italian internet provider and “unicorn”, as well as the creator of the public digital identity system “SPEED”.

The next speaker was Uljan Sharka, founder and CEO of iGENIUS, the AI company that created Crystal, the first virtual advisor for “data intelligence”. A former APPLE consultant who now leads iGENIUS in its mission to reduce the distance between people and data.

Last but not least was the talk given by Augusto Di Genova, Chief Enterprise Officer of Fastweb and Chairman of 7Layers, the emerging cybersecurity company in Europe.

JP Morgan spends as much as 17 billion a year on research and computer systems and studies of the fast supercomputer. The real mission of AI, it is said, will have to involve all social classes. On the subject of cybersecurity, Augusto Di Genova’s words are precise and significant, as he informs us: “If we are all connected, then we are all at risk: and it is precisely “user behaviours” that make this happen...”. AI is the real social revolution for the next 20 years. We need to democratize knowledge for a new “digital renaissance”. The title Artificial Intelligence has become a buzzword and the emphasis has been on generative AI, which has thousands of words inside it and is a file! (GPS is already an example of AI). This is an epochal transformation: machines that “understand” people (even if there will always be someone speculating and profiting from it). During the meeting, the topic of “Digital Identity” was also discussed: have digital payments in China changed the face of this country and – probably – will they soon change the face of our Europe too? Let’s gloss over that subject...



# SAIMA CHANGES WITH THE TIMES TO MEET ALL TYPES OF NEEDS!

Like any self-respecting industry, security is always looking ahead. New technology, new designs, but, of course, also new needs and new services. Today, for example, more and more people are travelling with their bicycles, which they take everywhere and do not want to leave unattended. Not just the need of a few - on the contrary, in fact, there are many employees whose concern for the environment and sustainability is also shared by their employers. A vision that is more in step with the times; green by culture and necessity. This, in the world of access control that “clears” people with bicycles from entering their workplaces. This is another chapter in the important journey of sustainability that has also seen means of transportation such as trains and buses allow users to travel together with their bikes. One of our models came about precisely because of this and is also linked to a true and ecological tension that is typical of our time. Many employers are also looking at the well-being of their employees by considering how they get to their office. To meet these needs, **Gate Bike** was born. A product for “today’s knights” that tells a story of sustainability and attention. There is also the aspect of trust (you don’t even need to use a padlock inside the workplace) and of remodelling spaces, because you know that there is a big difference between having to set up a car-only parking lot instead of one where the vehicles to be “parked” are mostly two-wheelers. The interest in our **Gate Bike** is really growing, also in light of its potential. In fact, thanks to this type of “mantrap,” it could become increasingly easier to access both at train and subway stations with bicycles and the problem of vehicle abandonment, as often happens with “public” scooters, for example, would also be overcome.



## Current product news and fun facts: what's new in Saima SICUREZZA

Not only mantraps, though. Products that are always a step ahead of the others. This is precisely because in order to provide all-round service, SAIMA SICUREZZA measures itself with ever-new models designed for ever-changing customers.

The latest product, which has already met with the approval of our customers, is a gate designed to regulate the flow of users inside the restrooms of fast food chains, bars or restaurants that register a high flow of people entering, often just to use the facilities. This new gate made by SAIMA SICUREZZA, an updated and improved version of the "SWING GATE" line, was created specifically to meet the needs of customers working in the restaurant business



*Pictured is a rendering of the system designed for restroom access in food service establishments.*

who, almost everywhere (in Rome, Milan, or Parma), have requested to regulate and secure the influx of people to the restrooms of their facilities where people all too frequently stop in the toilets without actually consuming anything. Restroom facilities in food service establishments are often used inappropriately, especially in cities with high flow of tourists and/or visitors. Thanks to this new SAIMA gate, however, only those who will have consumed inside the establishment will be able to use the restrooms for free, while those who stop by the activities "only" in passing will be required to pay an entrance "ticket". Of course, there will be a choice of different solutions as to how access control will be implemented (tags, Q codes and of course badges or devices that accept coins), depending on the different types of users. So... Saima is also at the service of... restrooms! To meet the needs of both merchants and users!

Among the latest news from SAIMA SICUREZZA, we can't not mention the updates related to the supply made for the Milan Metro, where the new anti-crossing gates (thus with a greater height than other models) have changed the face of some of the most important Metro Milano stations. Started in November 2023, the planned installations have been completed and meeting the steps set in the design phase. In fact, the **SAN DONATO M3, DUOMO STATION M1 SAN BABILA SIDE, DUOMO STATION M3** stations, have recently been completed, while work has already begun on two new stations, **CADORNA M1** and **CADORNA M2**. The Vasari gates, made in collaboration with Pininfarina, allow the passage of able-bodied people, people with disabilities, wheelchairs and scooters.



*A detail of the new Vasari gate installation at DUOMO M3 station seconds before it went into operation*

## Saima Meccanica in the World

### THE LATEST NEWS FROM THAILAND

Today we are interviewing Vincenzo Scoscini, General Manager of Saima Meccanica, who has just returned from his trip to Thailand, where our importer Chanksem is active with many projects for old and new customers. We asked him some questions to learn more about this country.



*Moments during the visit to Thailand by Saima Meccanica General Manager Vincenzo Scoscini*

#### ***What's new in this market that has been giving us a lot of satisfaction for years?***

His answer was as follows “Thailand is trying to recover after the COVID epidemic which, even after some time, has left quite an aftermath. There are very good prospects, however, because the market is very solid and our importer has recently signed a very important exclusive contract with PPG, (paints) which is sure to bring good direct and indirect effects for SAIMA MECCANICA's paint plants as well”. Unlike China, at the moment in Thailand there are no duties paid on car imports, and this plays into the hands of a good part of the European market. This country, which lives mainly on resources related to the world of agriculture, is planning new solutions to modernise its infrastructure and to be able to compete with the organisation of other countries, first and foremost Vietnam, which is in great recovery. Within this phase of territorial “redevelopment”, there is naturally also a relaunch of the automotive sector, in which we are absolute protagonists, thanks to the professionalism, reliability and ingenuity of our importer Chanksem. Over the years,” Vincenzo Scoscini concludes, “mutual esteem as well as knowledge of the sector by both have allowed both Saima Meccanica and Chanksem to be ready for the revival of a market that once again will see us among the real protagonists.



*SAIMA installation in an official ISUZU workshop*



## Saima Meccanica in the World

### FOCUS ON JAPAN

During his trip to Asia, Vincenzo Scoscini also visited Japan, another traditionally important market for Saima Meccanica. Gathering impressions from this trip, however, he also focused on Vietnam, pointing out how today this country is increasingly a desired destination for the coolest tourists, adding, however, that our sector, automotive, is also experiencing an important commercial “renaissance” in this part of Asia.



*Pictured is Vincenzo Scoscini during his visit to the training centre*

Returning from Japan, the General Manager of Saima Meccanica proudly confirmed the success of Speedy, our historic Japanese importer for over 40 years. In this regard, he is particularly keen to praise the new centre that Speedy has made available for all current and future customers. It is a very well-built facility, modern and equipped with all the latest technological innovations and also attentive to design and that will set the standard in the bodyshop. The new centre, in fact, will be able to continuously present both training and refresher courses for the bodyshop world, as well as all our new products. The Japanese school is also looking forward

to excellent results this year, and while in Thailand we can say that our paint plants are particularly appreciated for their endothermic technology and for the reliability of our brand, in Japan, we continue to receive satisfactory approval for our equipment in a broader sense. So it really is the case to say that it is “Saima blue” colours that dominate the Japanese market, of which we have always been the leader. The country is finally recovering from the previous crisis due to Covid so, as Speedy’s top management confirms, the commercial prospects are truly excellent. However, if you ask Vincenzo who can be given the success of our brand among importers in the world, he smilingly answers that “the USA, with the strong collaboration and success of the Pippa team, always remains – indisputably – in first place.”



*Detail of a SAIMA MECCANICA SPA paint plant*

# Did you know?...



## SAIMA SICUREZZA

will participate in the upcoming fair  
**Inno Trans Di Berlino**  
**24-27 September, 2024**

We look forward to presenting you with the latest news on mobility.

Next 2 Me the totem for Telemedicine produced by Saima Sicurezza is also coming to **Italian prisons**. This device, which allows remote consultation with the doctor present in many RSAs and Health Centres, will also allow inmates to be better cared for even within the prison facility. Next 2 Me is one of many healthcare devices that will be increasingly linked to technology in the future. **Saima Sicurezza** together with its partner **KELL**, which has specialised in Telemedicine for over 40 years, will increasingly be able to offer efficient and safe devices to help people live better lives.

**SAIMA**  
Next To Me



Today the magic of Rotary sees Pietro Belli as the new governor D. 2071. Here we see him in the centre with Past President Tonelli (right) and new Fiesole Rotary Club President Manila Peccantini. The passing of the famous symbolic "collar" was celebrated at Villa Viviani in Florence. Also pictured are Past Governors Arrigo Rispoli and Ferdinando Damiani

# Did you know?...

Stefano Cosi has joined Saima Sicurezza, adding his experience to the Sales Department. Stefano is passionate about running, MBK and basketball. We wish him all the best for an increasingly fulfilling job.



We received a visit at Saima Sicurezza from an important delegation from the Philippines. Together with Gabriele Zeni, some insiders discovering some of our most representative and well-known models that have merited the journey from Asia to here.



Florence's first female mayor: Sara Funaro. Dario Nardella, outgoing mayor, had recently spoken to us about a true "smart city," a Florence that has long been investing in facilities to promote tourism and mobility. On this occasion he had also pointed out that Florence is the first city in digital with APPs on mobility, recalling the no less than 1650 surveillance cameras scattered in the various neighbourhoods (always, however, respecting privacy). Finally, he also recalled the bids won with 100% participation of the PNRR. A "GREEN CITY" par excellence. With Sara Funaro, today's Florence will be absolutely innovative in other respects as well. For the first time, a woman mayor is leading the city government. That this happened in one of Italy's



most iconic cities for its history and culture is very important. This is because, outside of all political alignments, Sara Funaro's appointment will succeed in making a difference by inspiring many women who today, more than ever, are working to assert their voices. Her women's mission is already dialogue and advocacy against inequality.

# A touch of Tuscany...

## Pieve S. Stefano: The City of Diaries

Known internationally as the “**City of Diaries**”, Pieve Santo Stefano lies in the northeastern part of the Tuscan Valtiberina.



Simply “Pieve” as its inhabitants call it, it represents Arezzo’s last bastion toward Romagna. A bulwark that is lost in the green Apennines and oozes with history to be discovered among its streets and small squares. A place that boasts ancient origins (findings dating back to the Neolithic and Bronze Age have been found) and worth visiting for the perfect combination of history and scenic beauty that make it up. A strategic area, crossed by important roads, even in Roman times. For example, the Via Ariminensis which, served as a link between Arezzo and Rimini through the Viamaggio Pass. Pieve was often subjugated or destroyed: remember the flood of 1855, the earthquakes in the Tuscan-Romagna Apennines (1917 - 1919) and World War II, which saw it on the German Gothic Line. After World War II, however, Pieve Santo Stefano managed to rise again, and so much of its past is well preserved today. There are many places of interest for a tourist within its historic centre. These include the 14th-century Palazzo Comunale (Town Hall) where Girolamo della Robbia’s “Samaritan Woman at the Well” (1511) is featured, or the Palazzo Pretorio. Also from the 16th century, it is now home to the Small Diary Museum and the “Dina Dini” Centre for Historical Documentation of Rural Civilization. The municipal territory of Pieve S. Stefano includes several ancient villages and absolutely splendid natural environments, such as the Riserva Naturale di Popolamento Animale di Formole (Animal Population Nature Reserve), a protected regional area where an equestrian selection centre for the Carabinieri has sprung up, dedicated to the Maremma and Haflinger breeds. On the scenic road that runs along the western shore of

Lake Montedoglio (built between 1977 and 1993 by damming the course of the Tiber), you come to Sigliano and the splendid Basilica of Santa Maria della Pace built in the Neo-Byzantine style and built on the remains of an ancient parish church. Next is Tizzano, a small village where Etruscan artefacts have been found and the 12th-century Brancialino Castle which rises above the entire reservoir giving tourists extraordinary views. On the other hand, only the memory remains of the small nucleus of Madonnuccia, having been submerged by construction of the reservoir. There are also many artistic beauties or more “spiritual” places such as the Hermitage of Madonna del Faggio or that of Cerbaiolo, which are all worth a visit. One of the reasons why Pieve S. Stefano is known worldwide however is its Little Diary Museum.



An unparalleled museum that has been an extraordinary and unique place in Italy since it was inaugurated in 2013. Divided into four rooms, it contains thousands of autobiographical testimonies, epistolary letters, diaries and memoirs. Documents that represent a cross-section of the lives of so many citizens. These documents have all been donated and can be consulted in the archive through a truly fascinating interactive, multi-sensory tour. The National Diary Archive, founded by journalist Saverio Tutino in 1984, consists mainly of the writings that, thanks to the “Pieve Prize - Saverio Tutino,” have been brought together in this special place over the years. Since 1991, the Fondazione Archivio Diaristico Nazionale (National Diary Archive Foundation) has been working to safeguard and enhance a heritage that will grow in cultural importance and quantity over time. An invaluable work that contributed to making Pieve Santo Stefano so famous.