ALPI FLEXIBILITY
ALPI NEW GENERATION
Welcome to New Jersey
WAYFARER: Holland
New opening in Prato
SPECIAL RALLY: Tobia Cavallini
CLEAN ENERGY
ASIA & FAR EAST WITH ALPI
Alpi Foundation
ALPI Services
In this issue, I want to introduce the “third generation” of the Albini and Pitigliani family who assist my brother Nando and me in the management of the company (pag. 4/5).

Our company has recently expanded its activities to the logistic sector, and you may see the description of the new warehouses that we operate in

NEW JERSEY (pag. 8/9)
AMSTERDAM (pag. 10/13)
PRATO (pag. 14/15)

for the handling of this new business.

I take this opportunity to thank the management of CELINE and BULGARI who have entrusted us with their global logistics business.

Starting with this issue, we would like to give further information about our network, and I believe we should begin with Alpi Netherlands B.V., which 27 years ago was our first investment outside of Italy. (pag. 10/13)

Finally, on page 26 you have the opportunity to read about the activities of The Sandro Pitigliani Association, which is named after the person who, together with my Father, created Albini and Pitigliani 67 years ago.

Enjoy the issue!

Piero Albini
INTRODUCES

THE NEW

GENERATION
From the left side standing: Lorenzo Albini, Nicola Albini, Alessio Albini, Edoardo Albini, Francesco Sini and Sandro Pitigliani.
Flexibility in the context of business processes can be defined as the ability of an organization to change its processes and procedures in response to changing business needs. Since we are a middle-size company, what drives us is not efficiency per se, but Customer Satisfaction; we are Customer Driven and adapt our Processes and Procedures to our Customers’ requests.

**Commitment**
To our job and to our Customers

**Passion**
We won’t let you down; our family passion has been transferred to our staff. At ALPI We Care!

**Flexibility**
Since we are a middle-size company, what drives us is not efficiency per se, but Customer Satisfaction; we are Customer Driven and adapt our Processes and Procedures to our Customers’ requests.
Flexibility in the context of business processes can be defined as the ability of an organization to effect changes in the process components (activities, inputs, resources, information etc.) in a timely manner usually in response to changes in business environment and stakeholders’ needs. The term business process flexibility is used generally both with respect to products and processes as well. However for academic interest, they can be seen from different perspectives. Product flexibility is the ability of the organization to produce multiple products with minimum wastage and the term generally is used with respect to manufacturing process. Business process flexibility enables an organization to be more innovative and responsive to customers. Product flexibility results basically from the availability of production equipment and its layout, which enables multiple and customised products on the same production lines with minimum overheads due to changeovers. Business process flexibility results from ability to incorporate changes in policies and procedures quickly and proactively in response to or in anticipation of changes in external environment.

An important point to note is that process flexibility entails trade-off in the operational efficiency of an organization – typically between cost and customisation. Even in a simple manufacturing process, through which an organization plans to produce customised products, the trade-off involved is overheads incurred in shifting between assembly lines or other equipment. Similar effect can be seen for business processes delivering highly customised services, which may incur expenses in employing people with diversified expertise.

More importantly flexibility of business processes in any organization is a function of its organizational structure. Organizational structure, though an ingredient of process environment in any process centric organization, represents the component which has huge inertia to change. For business processes to be flexible, the accompanying organizational structure needs to be more informal in nature. Such informal relationships are characterised by leadership, knowledge and trust rather than control, rules and supervision. Informal structure enables seamless changes in the process, roles and responsibilities to cater to the business and customer needs, and thus achieving high levels of responsiveness towards customers.
ALPI USA INC. was established in Chicago, IL in 1990 as an International Freight Forwarder. Our parent company, ALBINI PITIGLIANI SPA, was established in 1945. They are the largest privately owned forwarder in Italy based outside of Florence in the textile center of Prato. ALBINI PITIGLIANI SPA has over 400 employees within Italy in their wholly owned offices and warehouses in Prato, Florence, and Milan. The ALPI group in Italy includes ALPI offices in Rome, Como, Reggio Emilia, Civitanova Marche, Bari, and Naples, as well as strategically placed agents throughout Italy bringing cargo to our centralized loading facilities in Prato and Leghorn for consolidation. Our trucking consolidations to and from every major city throughout Europe, as well as Turkey, enable us to bring goods for consolidations going to the U.S., Asia, Central and S. America, Australia, the Middle East, and Africa. We are also well situated to handle European distribution for companies with customers throughout Europe. ALPI USA has offices and agent affiliations strategically placed worldwide. We specialize in air and sea consolidations to and from the USA, as well as full container deliveries. Our specialty is providing a well-connected European service to the United States. We also have a network of agents in Asia, and South America. We take pride in providing services tailored specifically to the client’s transportation requirements, as well as competitive pricing. We focus on communication between the factory and the client, keeping you up to date on the readiness of the shipment and the movement to destination. We offer daily warehouse reports with the ability to pull freight for our air and ocean consolidations. Drop shipments can be arranged from Europe to anywhere in Europe, North America, Asia, Africa and South America. The ALPI USA staff is competent, friendly and courteous offering the best price, transit time and service that your company deserves.
ALPI Logistics just opened a 50,000 square foot warehousing and distribution facility conveniently located off the New Jersey Turnpike with close proximity to NY and NJ ports. This facility offers temperature controlled and ambient space for all of your storage needs. This warehouse is fully racked and is a certified food grade facility. At Alpi Logistics we are dedicated to a superior customer experience and exceptional customer satisfaction. Advanced Warehouse Technology - Alpi Logistics Warehouse Management System (WMS) manages receipts, orders, inventory control and billing. The warehouse is fully automated with RF bar code scanning capability and an auto put-a-way system. Online Visibility – Our WMS has a web interface that allows our customers to view their inventory on a real time basis 24 hours a day. You will have the ability to provide pre-alerts, place orders against your inventory and view billing details through this system. Nationwide LTL and TL Transportation - Our facility has partnered with local and national carriers to provide temperature controlled and dry distribution all over the United States at a cost savings to our customers. Value Added Services - The warehouse has a specific area dedicated to our co-packing operation. Building displays, repacking materials, and special labeling are a few of our value added service options. Cross Docking - We can arrange for drayage of your container and distribute your product through our network for a fast turnaround of shipments. Freight Forwarding & Brokerage - Alpi USA can arrange ocean and air transportation through our established contracts with selected carriers from anywhere in the world.
ALPI Netherlands B.V. is part of Albini & Pitigliani, a logistic company with the head office in Prato (Tuscany), Italy.

Albini & Pitigliani is a family company and over 60 years well known in Italy and abroad. Our group offers a worldwide network of own offices and affiliated agents, located on all continents, in all major cities and close to the main ocean- and airports. ALPI Netherlands B.V. in Zaandam believes in practical solutions, based on the requirements of the client! Flexibility, direct communication lines and thinking about solutions together with the client are main goals for us.

We are located in the direct area of Amsterdam close by the major highways. The port of Amsterdam as well as the national airport Schiphol are within the immediate area, whilst there is very good connection to the ports of Rotterdam and Antwerp. Whether you want to transport 1 kos or 200,000 kos, import or export, within Europe or all over the world, you want to store your products in a bonded warehouse, need sorting, repacking or distribution in or outside the Netherlands...

This department of Alpi takes care of the interests of clients with combined logistic disciplines. For example, goods coming from the Far East by air or ocean, cross docked at our warehouse, cleared customs, sorted, eventually repacked and distributed over Europe.

We are specialized in Fiscal representation. In this department Alpi offers you 1 appointed contact person that takes care off ALL your interests. With Alpi you will NOT be connected to all the different departments and persons, that do not know your interests.

Alpi Logistics offers you an excellent service in all logistic activities. We control your stock, prepare your orders and arrange delivery all over the world with our enthusiastic, well trained staff and in collaboration with the other departments.

We are also the right company if you need any Value Added Logistics before shipping your goods. All this is done with a modern fleet of (internal) transport equipment and excellent facilities. Also the security of your goods has been taken care of. With a security facility up to classification IV (which is the highest security before permanent guards) we can offer you excellent solutions for storage of high value products. Of course we can also offer you the possibility to store your goods under customs bond.

We handle all your shipments from 1 kos up to 24,000 kos! We have groupage services with short transit times and several departures per week to and from the following countries:
ITALY
Own offices and warehouses all over Italy. Arranging transports to and from Italy, including the islands. Distribution all over Italy and the Netherlands (incl. sample shipments) Daily departures from a great number of places in North and Middle Italy, 3 times a week from the Netherlands. Direct traffic lines from Italy to production countries like Rumania, Bulgaria, Poland, Turkey etc.

PORTUGAL - own offices and warehouses in Porto and Lisbon – 2 times per week groupage SPAIN - regular departures to all major cities MOROCCO – offices/bonded warehouses in Tanger, Casablanca, sea-and Airport Marrakech TUNISIA - offices/bounded warehouses in Tunis en Rades TURKEY - own offices and warehouses in Istanbul, Izmir and Bursa - also transports for GOH (Garments on Hanger) ESTONIA - LATVIA - LITHUANIA - own offices and warehouses in Tallinn, Riga and Vilnius - distribution network all Baltic countries.

WE ARE LOCATED IN THE DIRECT AREA OF AMSTERDAM CLOSE BY THE MAJOR HIGHWAYS.
WITH CARE ALPI style in Holland

3000 m² CACAOWEB
Quality, security & design
WEST PORT AMSTERDAM
With care ALPI new opening in Prato

4000 m² PRATO

Alpi Logistics offers both standard and customized integrated logistics solutions, from warehouse outsourcing to supply chain management up to BPR consulting.
Warehousing

- Raw Materials
- Semifinished Products
- Finished Goods
- Quality Control

Special operations and value added services:

- Co-manufacturing
- Assembly
- Ticketing
- Transportation and Delivery
Call him “The Independent” in the sense that he has done it all by himself!!!
Call him “The independent”. In the sense that he has done it all by himself!!!
Tobia Cavallini, born in 1973, is from Cerreto Guidi, near Florence, an area which hosts good wine and olive oil. He has made his mark for several seasons in the Italian Rally Championship, and is one of the most outstanding and renowned icons of this category of drivers. He lines up many kilometres to create, organize and manage every small step of his sporting activity. Year after year he grows, proving to be fast and professional, this enables him to work also on one-off occasions with works teams such as Subaru and Peugeot.
A simple person who loves the places where he was born and where he returns to restore body and soul, he has been working for many years as a driving instructor at the Speed Control school. He has undertaken his commitment to sports with great professionalism, always taking great care of communication and public relations, believing that the world of rallies has a great image potential. “We go to visit ordinary people - he says – those who every day drive cars similar to ours, we often pass in front of their homes. This is the great potential of rally, this is the characteristic that makes it unique and captivating for everyone”. His father, torn between his passion for hunting and for motoring, has never urged him either to carry a rifle or to hold a steering wheel. He did everything by himself. As a child he got up at dawn to watch the Tirrenia Rally, an icon of Italian rallies in the eighties which, by coincidence, passed right in front of his house.
I began to follow rallies with some friends older than me - he says as his eyes shine with enthusiasm - and I was struck. The first time I saw the Sanremo Rally was in 1989, when the legendary Lancia Delta 16V made its debut. Coming home from school I got off the bus and my friends were already in the car waiting for me, to go to Santa Luce, near Pisa, where there was one of the most beautiful and spectacular special stages in the world. It was an incredible, unforgettable feeling”. Who knows what fantasies this unleashed: “Only one, almost a promise I made to myself: that once I had my driving licence I would have done my best up to race in rallies”.

1992, Rally of Montecatini Terme, near Pistoia, your official debut in a rally. Not with the steering wheel in your hands, but as a copilot, on board a Renault 5 GT Turbo. Then, the “promise” made to yourself in the year of “San Remo” was not kept. “I did not have the finance to do it as a pilot, but I quickly realized that was not for me. The role of the codriver is essential and should be done with dedication and passion, qualities which I did not have, I wanted to drive”.

The driver’s career started at last the following year. The debut is with a Gr.N Renault Clio at the Pistoia Rally. A good start, as he finishes second in the one-make standings for the drivers of the French car which, in that same year, begins its great career as a thoroughbred racing car.

Then it is the one-make trophies which mark Tobia’s sporting growth, as he spends three years in the Fiat Cinquecento Trophy before moving to the Citroen Trophy and finally the Seat Trophy. In 2000 the switch to World Rally Cars, the latest produce of rallying technology, with the debut on board an Impreza in the Monza Rally and then with the great performance at the Bologna Motor Show which seeds him as a “top driver” after defeating, as a true outsider, the ambitions of famous champions. “Through rallies I have had the opportunity and luck to turn my passion into a job, especially as a driving instructor, an activity which I have been doing for many years. This allows me to always be in contact with the world that I like most”.

In 2007, after several years of useful experience, punctuated by small and large satisfactions despite the few resources available, comes the big step:
The Italian Rally Championship. First with a Subaru, then the Peugeot 207 S2000, and it is from these seasons in the main national series that he stands as one of the best Italian “independents” (In 2008 he ends second in the Italian Championship) and his business takes a very professional attitude. He takes care of the relations with the press and his partners with meticulous care, not surprisingly many of them, like AL.PI, follow him with passion and extreme attention since a long time.

2010 A “GREEN” PHILOSOPHY
2010 is the season for which an ambitious project in sporting terms and with an important philosophy has been built around him, wishing to highlight one of the biggest global problems today: the preservation of the environment we live in. “The project, which also gives its name to the team, called EnergyStar-Canado Club, created together with a selected group of partners who, before all, are friends”.
Almost a provocation: Motorsport, which inevitably produces fumes which harm the environment, marries a cause that seems to be the antithesis. “The sport of rallying, amongst motorsport disciplines, is the one most in touch with the people - Cavallini continues - and it is not just a matter of image. With a livery visibly inspired from the environment, we are carrying on a series of activities which seek to raise awareness towards the issue amongst those who follow us and to maintain the habitat in which we live as “green” as possible”.
The atmospheric pollution produced by human activities is altering the climate and the environment in which we live. Something must be done to reduce such pollution, together we can do a lot to change the fate of our planet. The EnergyStar-Club Canado Team brings this philosophy in the Italian Rally Championship. It produces “green” energy with solar panels on the service trucks, uses recycled and recyclable products. “To prove that each of us - he ends - can make a small difference to help maintain the beauty of our world”.

With CARE clean energy

THE CLEAN POWER OF WIND

How would you like swarms of kite-like airborne turbines spinning at high altitudes sending power down via nano-tube cable tethers to generate power for your community? This could very well be a true picture of future power harvesters according to NASA. A federal fund of $100,000 is being reserved for exploring these high-altitude, nano-tube cable tethered, above-ground wind farms. The project will check all aspects as well as weigh the pros and the cons of a wind farm such as this one.

Yes, as of 2011, The Empire State Building, one of the world’s largest buildings has achieved the distinction of becoming the largest buyer of green renewable wind power. The Empire State Building will be using more than 100 million kWh of wind energy in the coming couple of years approximately. It will be totally - 100% - wind-powered from now on! This is not the only feather in the lofty Empire State Building’s green cap. Already the tall building has executed the refurbishment of fitting of all its - some 6500 or so - windows with a unique type of insulating glass for power savings. Some $13.2 million very well spent in boosting the green credentials.

New York City’s Brooklyn Bridge Park is getting even greener with the addition of a solar powered electric vehicle (EV) charging station – the first of its kind in New York City. Brooklyn Bridge Park has already added a number of green areas with lush grass, making it a great spot for both locals and tourists to enjoy the fabulous view of Manhattan and this EV charging station is the latest and unique green energy addition. The station will likely reduce the carbon emission inside the park to a great extent.

There have been various methods tried for reducing fossil fuel dependency and containing carbon footprints for a healthier and more eco-friendly future. Corn-produced ethanol has been used for mixing with gasoline but there have been side effects like corrosion from ethanol. Also huge tracts of precious farmlands need to be diverted for corn production. But now new research has thrown up results that show common algae can be used for biofuel production.

Just like wind mills and wind turbines that generate power and electricity from the wind, scientists are now working to generate power from the sea. Stephen Wood, an assistant professor of marine and environmental systems at Florida Institute of Technology’s College of Engineering is working on this technology for its advance and proper use. This technology will use Wing waves in a very efficient way to generate electricity and power from the sea.
Wind power is a clean, domestic, renewable energy source that can help the United States meet pressing environmental and economic challenges. Modern wind turbines capture the energy in our nation’s winds to produce clean, reliable electricity while providing substantial economic benefits to surrounding communities and the nation as a whole. The wind industry’s rapid expansion in the past few years underscores the potential for wind energy to supply 20% of the nation’s electricity by the year 2030.

Emissions-free electricity
- Job creation benefits, especially in the construction and manufacturing sectors
- Rural economic development including increased tax bases for local governments
- Reductions in water use by traditional electric generating facilities
- A domestic power source.

Overcoming barriers to deployment:
The program works with states and other stakeholders through its Wind Powering America outreach and education initiative as well as forums such as the National Wind Coordinating Collaborative. In order to overcome barriers to the expanded use of wind technology, the program provides objective information on wind energy policy, siting, and the economic benefits and challenges of wind development.
The American Reinvestment and Recovery Act provided investments in wind energy that began to bear fruit in 2009 and will have significant impacts through 2012 and beyond. Incentives for wind power authorized by the Recovery Act include a three-year extension of the production tax credit, alternatives to tax credits for renewable energy systems, and a 30% investment credit. Recovery Act funds also support wind energy through new research and development projects and wind turbine testing facilities, loan guarantees for renewable energy, efficient electrical transmission, and the Advanced Research Projects Agency-Energy.
Goldman Sachs predicts that China will overtake the U.S. as the world’s largest economy by 2027. That is a reversal from 2009, when 45% opted for the U.S. and 34% for China.

With Japan facing one of the gravest crises of its history and still struggling to come out of, analysts think China will overtake Japan as the second largest economy this year.
India has a tough time seeking any recognition for its achievements. That is India’s Prime Minister view also. He expressed his misgivings about it recently. China gets all the cheers, even though their achievements are a bit phony. With $1.5 Trillion economy in Year 2012, the third largest in the world, India will be in the lead over and above most of Europe and Japan. With high valued merchandise and services exports of $300 Billion, India will be in a better shape than China, financially. China may have $800 Billion in merchandise exports, but these are low margin low value merchandise with poor quality and poor durability rating. Their export numbers may look attractive, but return is poor. Low return is the price they have to pay for a huge capital input. In the end it leaves them nothing to crow about. All arguments about poverty and under privileged people in India, although true, are a broad sword, which the West uses to discredit India. They miss out on achievements and successes. They have to look at their own poverty and under-privileged class before they criticize India.

China became the second-largest economy last year, overtaking Japan, which had held that position since 1968. China’s 2010 GDP came in at $5.88 trillion compared to Japan’s $5.47 trillion. By some economic measures, the gaps between the world’s leaders are even wider: China’s per-capita GDP is about $4,000, compared with Japan’s $42,000 and the USA’s $47,000. India will quickly overtake the United States as the world’s most powerful economy.

India’s economy expanded 7.9 percent in the second quarter of 2009-10 and is expected to grow over 7 percent in the whole fiscal. According to the key policy makers of Prime Minister Manmohan Singh’s government, India would return to 9 percent growth trajectory in two-three years.
Many people with epilepsy experience their first seizure before the age of 20. So, if your child has developed epilepsy, you are not alone and, these days, there's a good chance that her/his condition can be kept well under control.

**What causes epilepsy?**

In many cases, the cause of epilepsy is unknown. In others, the epilepsy may be linked to an illness such as meningitis, a malformation of the brain, problems with a child's metabolism or damage to their brain. This damage can be caused by such things as a severe head injury or a difficult birth.

**Why has my child developed epilepsy?**

Most parents seek to find a reason for their child's epilepsy. They wonder if it could be their fault, or whether it has been passed down through the family. The inheritance of epilepsy is a complicated issue. Even where a genetic link has been discovered for a particular type of epilepsy there is often no other family member with the condition. Your doctor may be able to shed more light on why your child has developed epilepsy but it is worth remembering that for many, many children, it is just 'one of those things'.

**Is it my fault?**

Like many parents you may wonder whether something you did or failed to do sparked off your child’s epilepsy, and searching for a cause is part of your attempt to come to terms with your child’s condition. However, it's highly unlikely that anything you did is responsible for your child’s seizures and, in many cases, the cause of epilepsy is a mystery.

**Spotting epilepsy in childhood**

It can be very frightening to see your child having what appears to be a seizure. However, it's important to keep calm so you can describe exactly what happened to the doctor. Epilepsy is often difficult to diagnose, and it is not always clear whether a child has had a seizure. If your child collapses for any reason at all contact your doctor. Children, like adults, can have either generalised or partial seizures. Other conditions can sometimes be mistaken for epilepsy and it’s important for the doctor to exclude these. They include febrile convulsions and breath-holding attacks.

**Febrile convulsions**

These convulsive seizures are caused by a rapid rise in temperature linked to childhood illnesses such as tonsillitis and teething. Fortunately, most children grow out of them by the time they start school.

**Breath-holding attacks**

These are an extreme reaction to shock or frustration. Instead of screaming with fear, pain or anger, the child screams once, draws a huge breath as if to carry on and then holds it for so long they pass out. This causes the child to stop holding their breath. Although alarming to witness, your child can’t do himself lasting physical harm during such an attack.

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**A.I.C.E. Associazione italiana contro l’epilessia**

Regione Toscana Onlus section

[www.aice-epilessia.it](http://www.aice-epilessia.it)

The provincial office of Prato is located at the CROCE D’ORO

Contact the Chairman, Lydia B. Albini on 335 6187589 for all information and subscriptions.

To become an A.I.C.E. member, just pay the annual fee of 20 euro to the A.I.C.E. account at the Istituto San Paolo di Torino, branch of Prato.

IBAN IT36 RO30692150010000 0013437

To donate 5% IRPEF to the A.I.C.E. you must sign your name in your income tax statement in the box “in support of the voluntary work of non-profit socially useful organisations...”.

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Difficult to control epilepsy - ‘epilepsy plus’

Although the outlook is good for most children with epilepsy, some children have severe forms of the condition which are difficult to control with drugs and continue having seizures. They can include various ‘syndromes’. A syndrome is a group of symptoms. The medical specialist can identify an epilepsy syndrome by the type of seizures your child has, when they develop them and other identifying signs and symptoms. Children with difficult to control epilepsy may have other problems, such as delayed development and learning difficulties and for this reason doctors sometimes use the term ‘epilepsy plus’.
The Association “Sandro Pitigliani for the fight against cancer” was founded (according to the wishes of family and friends) after the death of Sandro from this illness. The Association began in 1979 with the aim of giving to the residents of Prato affected by this illness the possibility of appropriate oncology care in the local hospital, and therefore close to their homes and those of their families. The aim of the centre has been to provide all therapy that in some way may help to overcome or improve this illness. The residents of Prato have shared and supported this initiative with donations over the years that have allowed, with permission by the Hospital, the dedicated reconstruction of a building adjacent to the hospital, and construction of outpatient clinics, a day hospital designed for outpatient administration of chemotherapy and finally an inpatient ward, inclusive of sterile rooms.

In recent years the Association, as well as financing building restructuring and acquiring equipment to improve the facilities and make more comfortable the stay of the patients, has undertaken, with Hospital Management, to create a Sandro Pitigliani Centre of Research. This last achievement has allowed the Department of Oncology to feature as one of the few oncology units in Italy to undertake research within the hospital environment.

In 2008, in ongoing collaboration with Hospital Management, the research unit became the “Centre of Oncology Research Sandro Pitigliani”. With Declaration N. 334 del 08/04/2009 from the Hospital of Prato Management USL4, the Translational Research Unit (TRU) was activated. The aim of the TRU is clinical research, aimed at rapidly transferring discoveries from the laboratory to the clinical setting (the “from the bench to the bedside” approach).

The objectives of the research emerging from the TRU are (a) to individualise molecular profiles predictive of a response to medical treatment, and (b) to identify molecular markers associated with the presence of residual microscopic disease. Breast cancer is the principal focus of the research being undertaken in the TRU. The TRU operates within the ‘Istituto Toscana Tumori’ and benefits from collaboration with other organisations of the ‘Istituto’, and with the Scientific Director and Operations Director of the ‘Istituto Toscana Tumori’.
Research equipment has been acquired thanks to a donation received by the Association Sandro Pitigliani and to grants offered to Hospital Management from: Cariprato, Fondazione Cariprato and Unione Industriali di Prato. This equipment allows the study of DNA, RNA and proteins, in tumor tissue and circulating tumor cells. The addition of a genetic analyses platform and a section dedicated to cell culture is under way for next year.

Notably in 2008 the TRU received a prestigious 5 year grant titled START-UP (750,000 €) from the Italian Association for Cancer Research (Associazione Italiana Ricerca Cancro (AIRC)). The TRU was one of few Italian research units to receive a START-UP grant. The staff of the TRU are supported financially by scholarships and contracts from Pharma, our association, AIRC in Milan and the Breast Cancer Research Foundation in New York.

2010 was a year exclusively focused on the endorsement of the research activity. From the beginning of 2010 the TRU, which was formally institutionalised by Hospital Management in 2009, is operational and a young Italian doctor has been appointed as director. Prior to his arrival, he was working at the University of Houston, an important medical research centre in Texas. The Association has subsequently financed equipment and material for the ongoing conduct of clinical research, focused on rapid transfer of discoveries from the laboratory to the clinical setting.

To sustain this important medical research on improving therapy and personalising care, seven scholarships are financed for young researchers (medics, biologists and technicians), amongst whom is an Oncologist from Australia, and a geriatrician who is specifically studying tumours in older people. Collaboration with foreign universities has been intensified (Houston, Wisconsin, Yale, Michigan) with results reported at various international conferences. It is noted that Dr. Di Leo, through the Association, has obtained grants from ‘Associazione Italiana contro il Cancro’, and other prestigious foundations and pharmaceutical agendas, including BCRF (Breast Cancer Research Foundation), MSKGC (Memorial Sloan Kettering Cancer Center), GSK (Glaxo Smith Kline) Pierre Fabre e Komen Cure.

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