ALPI UK

ALPI PADANA

Mobile App Marketplace

Alpi Worldwide Convention
September 17, 2011

New business opportunities: the Meatpacking district

ALPI EXPO
The Dubai experience

ALPI FOUNDATION

PROMO SPORT & ALPI
A.I.C.E. Associazione italiana contro l’epilessia
Regione Toscana Onlus section

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.

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In this issue at page 10/11 you can see the management of our company with the “new entries” Serena and Federico Albini.

Continuing the explanation of our network at pages 3/4/5 you will find ALPI PADANA that was established in December of 1989, while at pages 16/19 ALPI UK LTD, established in June 1990.

Every year in September we hold the “ALPI CONVENTION” gathering the managers of all our offices and the representatives of our agents. Some highlights of last year’s Convention at pages 8/13.

Finally, we started a new department “ALPI EXPO” to handle exhibitions taking place in different parts of the world.

Enjoy the reading.

Piero Albini
ALPI SERVICE

Alpi Padana is part of the group Albini & Pitigliani and for over 20 years has been committed to offering a highly reliable service of national and international shipments, thanks to a network of offices in the main industrial regions of the world.

Strongly rooted in the territory where it had its first historical site – Rubiera (Reggio Emilia) – Alpi Padana has always been oriented toward local production, collaborating with local companies. This is aimed at following and supporting our clients, providing high standard services.

In June 2011 it obtained ISO 9001:2008 certification.

OUR PARTNERS

Albini Pitigliani has opened across the country and in the main international centers since 1945.

Our customers appreciate the quality, the rapidity, the pricing, the system of communication and security.

Company with decades of experience in the field of industrial coating, packaging, passivation treatments and washing of the components, in particular for the mechanical and mechatronics, in addition to the traditional activities of storage, transportation and integrated logistics. In June 2008 it obtained the ISO 9001:2008.

TRANSPORT BY LAND

Thanks to many years experience in this specific sector, as well as an extensive network of partners in Europe, we can offer highly specialized services to our customers and competitive rates. Our company, with a highly qualified staff, can meet all our clients’ needs.

TRANSPORT BY SEA

Working in close collaboration with the partners of the group and with the major shipping companies, our overseas department is able to excel both in quality and rates. The main traffic directions are in fact served with the attention of a group of people who have their own professional style accuracy. In the era of standardization our unique ability to anticipate customer needs is the main objective of our business.

TRANSPORT BY AIR

The great potential of the company and care of the craftsman. This is the spirit that distinguishes our services. Through the Albini & Pitigliani network, Alpi Padana has been successfully operating in the market for FCL and LCL transportation to and from the main areas of economic interest.

The large amount of goods transported, our company also offers our customers not only competitive prices but the highest level of assistance, using of the major airlines.

SPECIAL SERVICES

Alpi Padana founded the Alpi Service in 2001, in order to support its customers and partners with competence and professionalism in all activities related to industrial production and logistics. The industrial activities include painting and packaging, cleaning and passivation treatments. Logistics activities include storage, kitting, quality control activities according to customer specifications, preparation of orders handling and shipping.

CUSTOMS SERVICE

The internal logistics center can supply any kind of operation from customs clearance to Bonded warehousing.

LOGISTICS SERVICE

Alpi Padana and Alpi Service provide a wide range of services such as reception and storage of goods, order picking, documentation and national and international distribution.

The strength of our logistics service is the high degree of competence in managing a high volume of goods, very different one from another: from fashion to mechanics, from plastics to high-tech furnishings, up to consumer goods. The logistics combines national and international transport, full loads and groupage and dedicated service with vans and trucks.

This synergy between integrated logistics and international transport provides a great advantage for our customers, both in the timing and prices.
THE NEW LOCATION
The new location in Lemizzone, Correggio, surrounded by the green countryside of Reggio Emilia, spread over an area of 130,000 square meters, and over 16,000 are covered. For its implementation the utmost innovative and environmentally friendly technologies have been applied. The new platform is capable of providing logistics services “tailored” to support the “supply chain” of our customers in various industries with a wide range of interfacing with their systems management:
- Transport management Vendor
- Unloading containers / trucks
- Quality control
- storage
- Coordination and management of deliveries for Kanban Lean Production factories.

BRANCHES AND AGENCIES
ITALY
Lemizzone of Correggio (RE)
Rubiera (RE)
Bologna
EUROPE AND REST OF WORLD
A worldwide presence with dozens of offices and representatives in all continents.

MOBILE APP MARKETPLACE:
$17.5 BILLION BY 2012

According to a study commissioned by mobile application store operator GetJar, the mobile application market will reach $17.5 billion by 2012. By then, the number of mobile application downloads will have also grown to nearly 50 billion from just over 7 billion in 2009. Although those numbers may seem high, they line up with other estimates, such as those previously reported by analysts at both Gartner and research2guidance.

The GetJar study, run by independent consulting firm Chetan Sharma Consulting, noted that over the past year, the number of app stores grew from 8 to 38 and that there are even more in the works. Apple’s iTunes store leads the way with a reported 150,000 mobile apps and 3 billion downloads to date. Google’s Android marketplace is growing fast as well, and now has more than 30,000 mobile applications that run on devices like the Droid, the myTouch 3G and the Nexus One, among others.

However, as GetJar founder and chief executive officer Ilja Laurs told the BBC, feature phones should not be ignored either. “It is almost as if these phones don’t exist. We know smartphones are an extremely important phenomenon, but in terms of consumer mindshare and revenue share, feature phones represent 90% of the global market compared to 10% for smartphones and data cards.”

He also made the bold prediction that “mobile apps will eclipse the traditional desktop Internet,” even going so far as to say that “mobile devices will kill the desktop.”

Just the Stats.
Here are a few other highlights from the report (via Paid Content and TechCrunch):
The annual growth rate for mobile app downloads is 82%. By 2012, off-desktop, paid apps will be the biggest source of revenue.
In 2009, mobile operators accounted for more than 60% of apps’ revenue. By 2012, mobile operators will account for less than 25% of apps’ revenue.

The app store growth (8 to 38 by 2012) is an increase of 375%.
Average app selling price is $1.09 in North America, $0.20 in South America and $0.10 in Asia.
Revenue opportunities in Europe will grow from $1.6 billion in 2009 to $8.5 billion in 2012.
Revenue opportunities in North America will grow from $2.1 billion to around $6.7 billion in 2012.
Apps are most popular in Asia where they account for 37% of global downloads this past year.

Users spent the most for apps in North America where they account for over 50% of revenue.

Analysts Agree: Apps are Big Business.
A report earlier this year from research firm Gartner predicted that application stores are expected to generate revenues of nearly $7 billion over the course of 2010. That figure is a combination of the $6.2 billion spent purchasing the mobile applications themselves combined with an additional $4 billion generated through advertising revenues from in-app ads. The Gartner analysts also predicted that mobile application stores’ revenue will grow to $29.5 billion by the end of 2013.

Although these aren’t exactly apples to apples comparisons, the overall trend is apparent: app stores are growing rapidly and generating massive revenue streams.

Steve Jobs
1955-2011
“The world rarely sees someone who has had the profound impact Steve has had, the effects of which will be felt for many generations to come,” Bill Gates said.

Facebook founder Mark Zuckerberg had kind words for the man he called his mentor.
“Steve was among the greatest of American innovators — brave enough to think differently, bold enough to believe he could change the world, and basked enough to do it,” Obama wrote.
The gala dinner celebrated the end of our Alpi Worldwide Convention of 2011, which was held near our international Headquarters in Prato, Italy.
Left to Right:
The Meatpacking District
NEW YORK CITY
WHERE FASHION MEETS STYLE

In 1900, Gansevoort Market was home to 250 slaughterhouses and packing plants, but by the 1980s, it had become known as a center for drug dealing and prostitution.

By 2003, only 36 of the 250 slaughterhouses and packing plants remain in the area.

In 2007, the Meatpacking District website opened to serve the community and those wanting to know more about the area.

The site is intended to provide general news and business information. The district was listed on the National Register on May 30, 2007, with 140 buildings, two structures, and one other site included.

In June 2009, the first segment of the High Line linear park, a former elevated freight railroad built under the aegis of Robert Moses, opened to great reviews in the District and the southern portion of Chelsea to the north as a greenway modeled after Paris’ Promenade Plantée.

Thirteen months earlier, the Whitney Museum of American Art announced it would build a second, Renzo Piano-designed home on Gansevoort Street, just west of Washington Street and the southernmost entrance to the High Line.

Welcome to the quintessential 24-hour neighborhood. The Meatpacking District is a 20 square block, 24-hour neighborhood on the West Side of Manhattan, flanked by Chelsea Market to the north and Horatio Street to the south. Fashion and graphic designers, architects, artists and creative industry corporate headquarters have moved in alongside meatpacking plants, creating a destination known for cutting edge fashion, design, food, and culture. The Meatpacking District is an epicenter of activity; with a wide range of restaurants and nightlife venues. People seeking quality food, music and atmosphere flock to the neighborhood. Yet the area retains its character; historically through its architecture and cobblestone streets, and generally, with its eclectic mix of businesses and a nearby community of active residents and visitors from every community in New York City and around the world.
ALPI UK

Energy and enthusiasm for what we do means we work even harder for our clients.

Alpi UK Limited is an international freight and logistics company in the UK. Working with a network of professional partners across the world, Alpi UK Limited is an import and export Operator.
We are experts in major Global trade markets and specialists in Europe, China, South East Asia, Americas and The Indian Subcontinent. At Alpi UK Limited we pride ourselves on our experienced, knowledgeable, dedicated teams, selected from the finest in the industry to provide the best service and advice to you, across all modes and aspects of transport, import and export procedures.

**Why choose Alpi UK Limited?**

- Major purchasing power achieved from our strong relationships with partner carriers, market knowledge and volume business
- Flexibility and initiative providing cost-savings to clients
- Very low staff turnover and a company structure with minimal layers, reducing overheads and lowering costs
- Entrepreneurial spirit across the business environment.
- Judged on performance - not under contract.
- Directors and senior management have a hands-on approach.
- A ‘can do, will do’ attitude.

We will work with you to find the most cost-effective solutions to your freight and logistics requirements. We bring vast knowledge, experience, professional skills, partner carriers, freight service ancillary facilities and hardworking, honest people to your organisation.

We have built our business on imagination, initiative, energy, discipline, experience, knowledge and passion for what we do. We have an in-depth knowledge of local markets and trends and base our planning on foresight and understanding of your business. We are proud to employ experienced professionals who are amongst the best in the industry enabling us to run a disciplined round-the-clock service of the highest standards.

Energy and enthusiasm for what we do means we work even harder for our clients. By using imagination and initiative, we constantly strive to find better solutions for our clients.

Our Outstanding Reliability: At Alpi UK Limited we offer exceptional performance day in and day out through contracted space allocation with major air and shipping carriers, especially during peak seasons. Alpi UK Limited is a premier operator and our reliable, customer-focused service, based on integrity and straight-talking, delivers what you need and gives Alpi UK an unsurpassable relationship with our customers and our partners.

**The Port of London lies along the banks of the River Thames from London, England to the North Sea**

The port can handle cruise liners, ro-ro ferries and cargo of all types including containers, timber, paper, vehicles, aggregates, crude oil, petroleum products, liquified petroleum gas, coal, metals, grain and other dry and liquid bulk materials. In 2008 the Port of London handled 53.0 million tonnes of trade (up from 52.7 million tonnes in 2007), including 2,007,000 TEUs and 20.5 million tonnes of oil and related products. The port is not located in one area - it stretches along the tidal Thames, including central London, with many individual wharfs, docks, terminals and facilities built incrementally over the centuries. As with many similar historic European ports, such as Rotterdam, the bulk of activities has steadily moved downstream towards the open sea, as ships have grown larger and other city uses take up land closer to the city’s centre. London Heathrow, Europe’s third largest cargo hub, handled 119,097 metric tons in September leaving traffic in the first nine months 1 percent lower at 1.1 million tons. London Stansted, a freighter and express hub, reported traffic down 4.1 percent in September at 17,490 metric tons.
Be confident. With care.

The Alpi Group welcomes you to its new division called “TRADE FAIRS IN THE WORLD”. This is a further step towards our increased global presence via an innovative channel to contact new suppliers, clients, and friends.

In keeping with our primary role as international forwarders, with this new division we are determined to further develop our activities of the organization of Trade Fairs throughout the world. We strive to provide our “KNOW HOW” to assist all the way from the arranging of transport documentation up to the transport of your merchandise to the Stands. We provide our qualified personnel at Fairs, as well as all things necessary to assure that your participation at the Fair results in future business development for you and for our benefit.

Along with the staff of our local offices, we are present at the Fair location two days before opening. We make sure your merchandise has arrived at the Stand and guarantee our customers the full organizational assistance necessary.

One of our strengths is in the personalization of costs. We furnish ad hoc estimates calculated by routing and by the quantity of materials to ship. We seek to develop customer loyalty by always performing to our maximum capacity in terms of competence, punctuality, and reliability.

Fairs have become increasingly important events for companies engaged in all sectors. The evolution of the contemporary market is towards total globalization. Therefore, it is no longer possible to prosper in business without becoming recognized outside of the local market.

For this reason, Fairs are the best occasion to look for new clients who normally would be difficult to contact. This is even more so at large International Fairs, especially in the “business to business” field. At such Fairs, one often has the occasion to set up business transactions that can completely change the course of a company and project that company toward more advantageous horizons.

With more than 60 years of history, Albini & Pitigliani (the acronym ALPI comes from this name) has proven its “BEST PRACTICE” in the road, the air and the sea freight transportation sectors, in the customs operations sector, and in the SUPPLY CHAIN management sector.

The ALPI story begins in the postwar period when Albo Albini and Sandro Pitigliani decided to open their first office in an area which was to become Italy’s first Fashion District. They transported cargo to southern Italy. It was an immediate success, and within a few years branches were opened throughout the country.

1984 marked the international turning point with the opening of the Amsterdam office, and thereafter the creation of the European network.

1990 signaled the opening of the first American branch in Chicago, followed by the establishment of many Asian partnerships and joint ventures in Korea, Taiwan, and all the way to China. The new century has been characterized by the ALPI Group’s presence on all continents.

ALPI is a 3PL (third party logistic service provider), preferred by thousands of companies all over the world. The ALPI logo has crossed millions of kilometers, much to the satisfaction of our clientele.

Even though we have grown to over 1000 employees worldwide, we are still a family style company. For this reason our families, management, and employees take care of the business with the same attention and motivation as 60 years ago when we were still a small carrier in a country in need of reconstruction.

With unchanging passion we try to balance a growing company in a highly competitive field with family ethics and social responsibility. We are connected with our community and we work to protect its environment.
Dubai is a 21st century city
Emerging as a regional business alongside London, New York, Hong Kong and Singapore, Dubai has developed a vibrant entrepreneurial environment through the government’s progressive development strategy. The city has now firmly established itself as the financial, commercial and e-business focal point of the Middle East region. With freehold property laws boosting its investment and economic potential, Dubai has witnessed sustained growth and incredible developments in public transport, communications infrastructure and public facilities.

Business relies on people
Expediting business success, Dubai boasts unparalleled infrastructure to enable ease of movement into, and around, the Emirate.

Dubai International Airport is a global hub, served by over 100 airlines. The newly opened Dubai Metro system will serve approximately 1.2 million passengers per day once fully completed. DWTC has its own convenient metro station - ‘Trade Centre Station’ adjacent to the Dubai International Convention & Exhibition Centre (DICEC).

Our services at international and intercontinental Trade Fairs:
• Collaboration with our qualified personnel to draw up documents before sending them to destination
• Shipment of the merchandise by sea, by air or by truck, and notice of delivery of the merchandise
• Readiness of the merchandise
• Customs clearance of the merchandise
• Setting up at the Stand
• Assistance at the Fair by our personnel two days prior and until closing to assure your success at the Fair, and to assist exhibitors with a possible reentry of merchandise
• Re-delivery of merchandise once it is returned to Italy
• Forwarding of the goods wherever you want
• And, we offer all around assistance for anything the exhibitors require

We are able to guarantee you all of this thanks to the direct connections we have created over the years with official fair agents of various shows the world over.
Activities report of the Sandro Pitigliani Association, now known as the Sandro Pitigliani Foundation, for the period October 2009 through October 2011.

The following activities have been carried out in the last two years:

Use of funding from the New York Breast Cancer Research Foundation and from Susan G. Komen for the Cure (Dallas). Contributions received from many people, the majority citizens of Prato Italy, as well as from public and private institutions to support the development of clinical studies. Such donations were then assigned to the Department of Oncology of the Prato Hospital.

Projects financed:

"Clinical activity of DNA damaging and non-damaging chemotherapy regimens in advanced breast cancer patients with different biological sub-types defined by bio-marker evaluation on circulating tumor cells"

"Identification of metabolic signature predicting for clinical response to Lapatinib"

"A target approach to DNA damaging and non-damaging chemotherapy regimens in advanced breast cancer patients"

15 scholarships granted for the following professionals:

- Data-manager biologists in support of the starting up and operation of experimental protocols;
- Oncologists for activities carried out at the Medical Oncology Unit;
- Lab technicians for research activities carried out at the Translational Research Laboratory Unit;
- Biologists involved in translational research lab activities;
- Geriatricians for clinical activities at the Medical Oncology Unit;
- Anatomical pathologists for research in the translational lab;
- Economic support for a two year training oncologist scholarship holder at the Department of Medical Oncology at the University of Michigan in Ann Arbor (USA).

Sponsoring the arrival of Fellows from abroad for research conducted in the Prato Department of Oncology for drafting of manuscripts, study protocols, data analysis and interpretation, etc.

Creation of a Secretariat at the Medical Oncology Unit, in support of their administrative activities and for the organization of its operations;

Restructuring of the patients’ wards and family areas and the creation of a multimedia room with PC and HDTV. This room is also available for nationwide and worldwide video conferences;

Promotion and development of a psycho-oncology project in support of cancer patients during the entire course of clinical treatment. The goal was, and still is, to offer a haven where patients can express their doubts and fears during the phase between prognosis and treatment, and to effectively and actively endure the therapeutic course.

Acquisition of a Cell Search System for the Prato translational research lab. This instrument, one of the few in Italy and in Europe, is able to isolate, count and characterize circulating cells;

Renovation of Research Lab facilities and the preparation of a bona fide laboratory capable of studying RNA, DNA and protein in tumoral tissue.

Acquisition of high level technical equipment for the evaluation and analysis of nucleic acids, for their quantification, and for quality identification;

The contribution of kits and materials for these studies.

The acquisition, in the near future, of highly sophisticated instruments for the complete identification of nucleic acids applicable to tumor cells to determine molecules for therapeutic procedures.

Prato, 10 October 2011

Scientific Adviser

Prof. Salvatore Sini
WITH CARE  SPORT & ENTERTAINMENT

PROMO SPORT & ALPI
Promo Sport Company was founded in 2005 and markets businesses in the fascinating worlds of MotoGP Motorsport and International Motorcycling. The many successes of the company are due to the instinct and passion of its manager Marco D’Agiu. As an expert in communication, he consistently succeeds to improve businesses that participate in his sporting adventures, and he always looks for new ways to present the companies’ trademarks with energy, class, elegance, decision. Promo Sport has a long friendship with the Tuscan company Albini & Pitigliani, leader in the international transport field. Albini & Pitigliani has always appreciated the rightful recognition that Promo Sport has received. Promo Sport’s knowledge and experience in the sports marketing field has seen to it that an important group of supporters in the world of motorbikes share Promo Sport’s new proposal and has given resources and fresh ideas to the new communication and sports project. Promo Sport, who brought Andrea Ballerini to victory at the 2006 MotoGP 250, has also had a long alliance with Scuderia Corsa and riders like Gianluca Nannelli in Superbike. Many are the seasons with the Campetella Team and riders like Danilo Petrucci, Fabrizio Lai, Manuel Poggiali, and Taro Sakiguchi in the Italian speed championships and the Motomondiale 125 and 250 classes. Promo Sport has worked with Alexander Micheluzzi’s Improve Team, with riders like Lorenzo Alfonsi, Ilario Dionisi; the VR Team, and the X One Team which had great results in the Endurance. The rebirth of the Ancillotti trademark and the development in the motocross and speed sector; the HTR Team with Francesco Iandolo; the Trasimeno Team directed by team managers Moreno Bacchini and Flavio Egidi and their old and new riders: Riccardo Russo, Austin DeHaven, Daniele Beretta, Gianluca Vizzello, Juan Felipe Velasco, Jonathan Illcox, Niccolò Antonelli, Danilo Petrucci. There’s a lot to be said, but what counts most is the sincerity and enthusiasm that Promo Sport puts into bringing meaningful advantages for the supporters of International Motorcycling concerning image and more concrete opportunities. And not lastly, for the pure satisfaction of the sport.
SKYTRAX World Airport Awards™ are the most prestigious recognition of quality for airport operators across the world. It is 100 per cent independent of any airport control or input, and delivers survey accuracy and award impartiality that is unmatched worldwide.

FLY LIKE A PRESIDENT

WORLD’S BEST AIRPORTS 2011

1. Hong Kong International Airport
2. Singapore Changi Airport
3. Incheon International Airport
4. Munich Airport
5. Beijing Capital International Airport
6. Amsterdam Schiphol Airport
7. Zurich Airport
8. Auckland International Airport
9. Kuala Lumpur International Airport
10. Copenhagen Airport

WORLD’S BEST AIRPORT HOTELS 2011

1. Regal Airport Hotel Hong Kong
2. Crowne Plaza Changi Airport
3. Sofitel London Heathrow
4. Kempinski Hotel Airport Munich
5. Fairmont Vancouver Airport
6. Langham Place Beijing Capital Airport
7. Pan Pacific Kuala Lumpur Airport
8. Hyatt Regency Incheon
9. Stamford Plaza Sydney Airport Hotel
10. Novotel Suvarnabhumi Airport Bangkok

WORLD’S BEST AIRLINES 2011

1. Qatar Airways
2. Singapore Airlines
3. Asiana Airlines
4. Cathay Pacific Airways
5. Thai Airways International
6. Etihad Airways
7. Air New Zealand
8. Qantas Airways
9. Turkish Airlines
10. Emirates
THIS IS TO CERTIFY THAT
ALBINI & PITIGLIANI
ARE A MEMBER OF
TAPA EMEA
AND ARE COMMITTED
TO ESTABLISH AND
MAINTAIN BEST PRACTICES
OF
ASSET PROTECTION
WITHIN THE
SUPPLY CHAIN INDUSTRY

WITH CARE

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ALPI SEA
ALPI GROUND
ALPI LOGISTICS
ALPI EXPRESS
ALPI & YOU

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