ALPI FOOD IN JAPAN
THE ' SANDRO PITIGLIANI FOUNDATION
A NON PROFIT ORGANIZATION

ASSOCIAZIONE SANDRO PITIGLIANI
Chairman
Giovannella Pitigliani Sini
www.asspitigliani.it

A.I.C.E.
Associazione italiana contro l’epilessia
Regione Toscana Onlus section

The provincial office 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 free of 20 euro to the A.I.C.E. account at the Istituto 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 organizations...”.

Next to your signature you must indicate the A.I.C.E. tax code
97085130157

www.aice-epilessia.it
News & Events 2
ALPI Christmas Party 6
Pitti 12
Matec Pacific 16
Foodex Japan 2023 20
Iberica Logistics 26
Federico Albini 30
Alpi USA 32

TUSCANY IS BECOMING INCREASINGLY MORE CONNECTED COMMERCially WITH KAZAKhSTAN.

ASSOCIAZIONE ITALIANA CONTRO L'EPILESSIA SEZ. REGIONE TOSCANA ONLUS

Photo by Francesco Penni
After playing against each other numerous times, the team of ALPI UK, that was made up from the Basildon Office and Warehouse, won 3-2 against Acclaim Handling. It was a satisfying rematch!
Alpi UK football match played at Aveley Football Club, Essex on Friday 11th November 2022.

Cresce la forza nazionale di Albini & Pitigliani con la filiale Alpi Express di Reggio Emilia

Spedizionieri internazionali... e non solo!
Il nostro know-how internazionale incontra ancora una volta l’esperienza nazionale del team Alpi Express per dare vita alla filiale Alpi Express di Reggio Emilia. Alpi Express è una società del Gruppo Albini&Pitigliani, nata nel 1990 a Prato e specializzata nei servizi di trasporto nazionali ed internazionali espressi.
La filiale di Reggio Emilia rappresenta la seconda grande espansione di Alpi Express che, con Alpi Express Nord di Vignate MI, va a completare l’asset strategico Milano – Reggio Emilia – Prato.
Con la nascita della filiale di Alpi Express il Gruppo Albini&Pitigliani, già presente a Reggio Emilia ormai da decenni, intende rafforzare ancor di più la propria presenza sul territorio, integrando l’offerta di servizi internazionali groupage, via aerea e via mare con i servizi nazionali standard ed espressi, esprimendo appieno la propria capacità di Casa di Spedizioni. A partire da aprile 2023, Alpi Express Reggio Emilia si dedica alle spedizioni su tutto il territorio italiano per soddisfare qualunque esigenza di trasporto, dal singolo pallet al camion completo, con la tipologia di mezzo più adatta, e nei tempi di resa richiesti.
La filosofia ALPI WITH C.A.R.E. trova una nuova declinazione nazionale in Alpi Express, presente adesso anche a Reggio Emilia!

Contatto di riferimento:
info@alpiexpress.it
ALPI UK Charity Donations

2022 has been another difficult year for many and therefore, more so than ever before, it is important that at this time of year we make time for colleagues, friends, and family. This year Alpi UK once again asked their staff to nominate charitable organisations who may have personally helped and supported them or their families through a particularly difficult period of their life. The staff replied with an abundance of enthusiasm and the chosen charities for Alpi UK’s 2022 Charity Donations were: Maggie’s, St Luke’s Hospice, Forget Me Not Support Group and the Amputation Foundation. Alpi UK chosen employee nominations below:

Maggie’s
Maggie’s have centres up and down the country that help cancer patients and their families in all sorts of different aspects of living with cancer and dealing with the treatment. They were a great help to my dad and my family during his battle with cancer, especially during the covid years as they were the only place still open during the lockdowns to provide support. Maggie’s did so much for me and my family during my dad’s last two years.

Cameron Smith – Manchester

St Luke’s Hospice
St Luke’s is a hospice that provides care and support for people who have an incurable illness. For us as a family their support and amazing care was invaluable especially in the last year of my Mum’s life. My Mum had a stroke in 2016 which left her semi paralysed. She was diagnosed with heart failure and had significant breathing problems in her last year, this was a daily struggle for my dad. St Luke’s One Response Team supported my family throughout this time and most importantly supported with night care when they had availability. They also helped by sitting with my Mum once a week to allow my dad to either sleep or have some time for himself.

Jackie Gradwell – Basildon

Forget Me Not Support Group
I lost a baby at 6 months pregnant and then just recently my wife lost a baby with an ectopic pregnancy. Without the support of this charity, I am not sure where I honestly would be today. They have helped us physically and mentally through a time we really needed support. This wonderful group of people do outstanding work for so many, down to the wonderful baby loss gardens at Pitsea crematorium, and the forget-me-not room situated privately away from the wards at Basildon Hospital. This all enables families to say goodbye to their babies when they are born sleeping.

Nadia Molyneux – Basildon

Amputation Foundation
In 1978 my mother-in-law was on holiday in Tunisia with her family and was involved in a cycling accident. The accident resulted in a coach driving into her bike and she suffered a serious injury to her leg. She was taken into hospital, where they managed to try to save her limb. Diana nearly died at this point, and it was only by chance her parents got her back to the UK quickly and to Stockport Infirmary they identified that the leg was seriously infected and if they didn’t amputate immediately, she would die. Diana had a false leg at the age of 33 and had 2 children who were 4 and 10 years old. There was very little support as artificial limbs are expensive and take a long time to make. After seeing for myself the lack of funds available for the support of amputees, I don’t think people realise the suffering that amputees go through. Unfortunately, Diana has since unexpectedly and suddenly passed away making this charity close to my heart.

Anthony Lavell – Manchester
ALPI Portugal 30th Anniversary

It is with great pride and joy that we celebrate ALPI Portugal's 30th Anniversary, in full strength and vigor. Our appreciation goes not only to those that supported us over these last 3 decades but also to those who are still a part of our growth and winning path. Our commitment is to continue our daily work and to elevate our quality standards in the services provided.

Formazione Prince2 Innovation&Application

In Albini&Pitigliani crediamo nella formazione e investiamo continuamente in nuovi progetti formativi. Siamo felici di condividere il successo dei colleghi del reparto Innovation&Application, che hanno concluso il corso Prince2 volto a migliorare la gestione e l'organizzazione dei progetti aziendali.

Logistica, Trasporti e Spedizioni, pilastro importante dell'economia

Su La Repubblica Firenze e il Tirreno Firenze potete trovare un articolo relativo all’evento finale tenutosi lo scorso 13 dicembre per la consegna degli attestati ai partecipanti del Corso per addetti alle Spedizioni al quale Albini&Pitigliani ha partecipato con il contributo formativo di Sandro Pitigliani.

Ringraziamo QRP International per averci supportato in questo percorso insieme.
| Ideafil 2023 |

Also this year, Albini&Pitigliani sponsor of Ideafil, on 1-2 February at Barcelona’s Fair!

With the collaboration of ALPI Ibérica

| Alpi UK Apprenticeship Programme |

We have been working alongside South Essex College of Further and Higher Education on our recent Apprenticeship Programme and we are very grateful to have had the opportunity to create this video together, which showcases a true reflection of an Apprenticeship Journey with Alpi.

Our current Apprenticeship Programme is almost complete, and we are excited to announce that we are looking for more apprentices to join Alpi UK Ltd in 2023. Please follow the link below for further information and how to apply:

Apprentice Freight Forwarder / Customer Services Operator - Find an apprenticeship ([findapprenticeship.service.gov.uk](http://findapprenticeship.service.gov.uk))

| Arab Health 2023 |

Also this year Albini&Pitigliani at the international exhibition, Arab Health 2023!

| Corso Design Thinking |

In Albini&Pitigliani crediamo che la formazione sia di aiuto all’innovazione, per questo abbiamo scelto QRP International Italia come partner per il corso di Design Thinking, che si è tenuto nei nostri uffici dal 30 Gennaio al 1° Febbraio.
ALPI Christmas party
Pitti Filati is the center of the event, where Italian and international yarn manufacturers present their collections. The section features a diverse combination of big names, historic companies that have always supported the mission of the fair, along with new entries and manufacturers with a global reach. On the Ground Floor and Lower Floor of the Central Pavilion.

The fair ended with very high and very encouraging attendance figures: 13,500 buyers registered, 33% of which from abroad, over 18,000 visitors in total.

An extraordinary energy, a work and party atmosphere (helped by the weather!) and long forgotten attendance figures... These are the conclusions for the 103rd edition of Pitti Immagine Uomo, that ended in Florence (10-13 January 2023) with almost 800 men’s fashion, lifestyle and genderless collections at the Fortezza da Basso, an increasingly evolved exhibition layout and new sections like PITTIPETS and The SIGN. Plus the special events in other venues around the city: from the Martine Rose catwalk show at the Loggia del Porcellino to the Jan-Jan Van Essche show in the Santa Maria Novella Complex, together with all the other scheduled presentations and events that met with great approval from the press, buyers and guests who traveled specially to Florence.

The final attendance figures registered, in absolute terms, 13,500 buyers, representing 6,500 sales and distribution companies (boutiques, retail, multi-brand, department and specialty stores, chains, specialist e-commerce platforms), a 210% increase compared to January 2022: there were over 9,000 Italian (+ 190%), and around 4,500 foreign buyers (+260%), representing 33% of the total.

The overall number of visitors to the Fortezza at this edition exceeded 18,000.

**NB**

Last year there was a single registration for buyers at Pitti Uomo and Bimbo which were held concomitantly, both at the Fortezza da Basso.
The top 10 foreign markets with the highest attendance at this edition are: Germany (over 530 buyers), The Netherlands, Spain, United Kingdom, Turkey, Switzerland, France, United States, Japan and Belgium.

Finally, great satisfaction was expressed among all the exhibitors for the return of the best Asian buyers.

Over 190 buyers attended from Japan (there were 6 in January 2022), there were almost 140 from South Korea (compared to 5 in January 2022); similarly, there was also a return of buyers from continental China, China-Hong Kong, Taiwan, Singapore and Thailand, countries which were almost absent at the last winter edition.

Another interesting piece of information concerns the attendance of buyers from Nordic-Scandinavian countries (Sweden, Norway, Denmark, Finland), which reached the quota of 227 at this edition – there was a total of 60 last winter.

We should also mention the achievements of Israel, Mexico, Canada and Ireland, the big recovery of the numbers from countries in Eastern Europe and from the Middle East, and from the Azerbaijan - Uzbekistan - Kazakhstan block (there were 4 buyers from these countries last year, at this edition there were 43!).
Always willing to assist our customers with our expertise, when in March 2022 one of our Australian based customer reached out to Alpi Team, we were thrilled with the challenge ahead. Our client had just signed a contract to supply a Queensland based gold mine with a complete waste water filtration and purification facility, including a 17mt long filter press.

In the mining sector, the filter press is used for the tailing and concentrate. Mines have to deal with the problem of disposing of the uneconomic material, by-product of the mineral production. These facilities can dewater the waste fines suspended in water, recovering them, cleaning water and eliminating tailing ponds.

Planning went ahead for couple months, with Albini & Pitigliani joining forces with its strategic and long term logistic partner in Australia, International Cargo Express Pty Ltd. The complexity of this project resided in the amount of components to be shipped (over 1200 cubic meter and 350 tonnes of cargo), with some of these items being oversized. The final operational plan consisted in 13 containers 40FT Open top, and 4 Mafi trailers for the larger components to be shipped on Ro/Ro vessels.

Shipping began in September 2022 and stretched out for 8 weeks until the very last piece of this facility was dispatched to Australia.
It was particularly challenging to find a solution to carry out the mandatory BMSB (Brown Marmorated Stink Bug) treatment, required by Australian authorities. The oversized parts in particular had to be moved from factory to an approved premises near the port of Savona, to be treated in compliance with the Australian regulation.

Albini & Pitigliani experienced staff was on site to supervise the entire process and ensure everything would go as planned.

Once cargo was on board, International Cargo Express took over the consignments, working along with custom and the client to ensure all shipments were pre-cleared and ready for delivery as soon as arrived. It was not a simple task since this plant was to be delivered to a rural address and Australia has some of the strictest Bio-security requirements in the world. Ensuring adequate planning and timely cargo clearing was in place, formed a crucial aspect of the entire operation.
Asia, Japan, Tokyo
Foodex Japan 2023
Mar 7 - Mar 10, 2023

Foodex Japan is one of Asia’s largest international food and beverage exhibitions hosting 85,000 visitors with buyers from retail, HoReCA segments, and distributors / trading companies. Business Sweden Tokyo will be on site with a national pavilion showcasing Swedish food and beverage suppliers and providing support to Swedish exhibitors who are ready to find business opportunities in Japan’s exciting culinary scene.

Make the leap to one of Asia’s leading and vibrant food markets. We are inviting Swedish food and beverage companies to join us at Foodex Japan this year as we showcase the best of the best to Japan’s food industry. Your presence at Foodex Japan could be the start of your food sales journey in Japan!

What
Foodex Japan 2023 (The 48th International Food and Beverage Exhibition)

When
The exhibition is run over four days from:
• Tuesday 7th March – Friday 10th March 2023
• Opening times: 10am – 5pm daily
(On Friday, the final day, the exhibition will close slightly earlier at 4:30pm)

Where
Tokyo Big Sight, Tokyo, Japan

• Market your brand and company in the Japanese market
• Meet Japanese distributors, wholesalers, and retailers
• Benefit from a joint digital marketing and media campaign
Message from Chairman of the Executive Committee Mr. Nanao

Has been the leading food industry’s global event since its inception in 1976. The main theme of the 48th FOODEX Japan is “Total Solution of Food”. Recent years, frozen foods, and food technologies including alternative foods have been gaining popularity due to socio-environmental changes such as increasing number of working women, and considerations for environmental sustainability.

I am very excited to see a wide range of problem-solving, and intriguing products & services by a myriad of organizations to all those involved in the food-related businesses: food ingredients, food-processing machineries, agricultural products, seafood, livestock products, processed foods, and beverages.

FOODEX JAPAN 2023 Executive
Albini&Pitigliani present at Foodex Japan, one of the main world food fairs, where join companies and buyers from all over the world. A showcase of the Asian reality, which affirms the international vocation of our company. It confirms our commitment to foreign markets for a growth and business development strategy.
At ALPI IBÉRICA (company that belongs to ALBINI&PITIGLIANI Group), we understand the importance of logistics and transport in today’s world. And we know that adequately integrating land transport in any organisation is a decisive success factor. The key to our success is to offer a land transport service that efficiently and effectively connects all points in Europe. Our resources, our infrastructure and our human team are the three pillars that ensure that we fulfil our commitments to our customers. But we do much more than offer competitive rates and a broad range of route options. What makes us different from the rest is how we make difficult things easy. Complex land transport solutions adapted to the customer’s needs are standard practice, handled efficiently, promptly and transparently by our professionals.

ALPI IBÉRICA’S MISSION AND VISION

Our track record has been built from more than 100 years of experience. During all these years, our customers’ trust has been vital. But we also look to the future, applying continuous improvement to become an industry leader in land transport and logistics.
La posibilidad de ofrecer un completo servicio de transporte terrestre, sólo es posible teniendo presente en todo momento nuestros valores. Los valores de ALPI IBÉRICA son aquellos que perviven en las relaciones que mantenemos con nuestros clientes. El compromiso, el trabajo en equipo, la flexibilidad y la pasión por aceptar nuevos retos marcan nuestro camino en todo momento.
ALPI IBÉRICA is a specialist in transporting all sorts of dangerous goods (ADR). We ensure that the goods reach their final destination safely and in accordance with legal requirements. Rendering a quality service requires keeping up to date with legislative changes.

Our ADR goods service performs annual real-life drills with the Fire Brigade and authorities; we have first aid, occupational health and safety teams, as well as providing in-house training. Being specialists in the carriage of ADR goods requires ensuring compliance with the highest geolocation standards, an adequate surveillance system and fully equipped vehicles.
TUSCANY IS BECOMING INCREASINGLY MORE CONNECTED COMMERCIALLY WITH KAZAKHSTAN.
As an entrepreneur, you are also active in the institutional sector and recently you were appointed as honorary consul of Kazakhstan for Tuscany. What does this assignment represent for you?

I consider it proof of esteem, gratitude and trust in me and my work by the Kazakh and Tuscan authorities, without forgetting the support of Confindustria Toscana Nord for which I am responsible for the logistics and transport sector.

You work in a historic family-run business. What company values have helped you to become the ideal candidate for this diplomatic role?

The spirit of service and the desire to challenge myself to always new adventures that may have a positive impact on the community. What are the main elements of your plan?

Tuscany is becoming increasingly more connected commercially with Kazakhstan.

Our manufacturing sector such as textiles, mechanised textiles, and of course fashion have already been fully operational. Thanks to this mandate, which is not a legacy but arises precisely from my appointment, we will focus on these sectors that already connect Tuscany and Kazakhstan with the aim of extending this relationship also to other sectors such as culture, tourism, plant nurseries and services.

The seat of the Honorary Consulate of Kazakhstan overlooks the Lungarno Vespucci.

Can you recommend three interesting locations?

Harry’s Bar, a place where you can eat good food that I know well and cherish, as they even dedicated one of their dishes on the menu to me: Rice with king prawns Chicco style. Try it! You won’t be disappointed. The Teatro del Maggio Musicale Fiorentino. And lastly, not an address, but an experience: admiring the River Arno at sunset when the last rays of the sun fill its waters with golden reflections, a breathtaking view.

Tks Firenze Magazine
Beginning in 2022, Alpi USA made a dedicated effort to establish route development with Germany, Spain, and Portugal. Three of our most experienced and expert sales members have been dedicated to take the necessary time and resources to build up lanes for Alpi USA. In addition, Alpi USA continues to expand its work on building up the Foodstuff trade from Italy. For 2023 Alpi USA is initiating a 4PL program to allow foreign start ups in the USA to use our Accounting services and representation.

Spain and Portugal

Ms. Andrea Kurko and Mr. Chris Bernic of Alpi New York traveled to Spain and Portugal in 2022 with the sole purpose of setting up consolidation services from those two countries to the port of New York. Their efforts have paid off nicely as now we are moving a consolidated container a week from Leixos, Portugal to New York. The highly experienced and cooperative team in Porto have given their full cooperation to the project and have successfully loaded and shipped many consolidated containers since the start of the initiative. We’re fortunate to have our dedicated staff of Alpi Logistics to take the containers in and devan them with experience and care. With Alpi Logistics, we’re sure to keep the costing competitive and ensure that the cargo is handled a minimum of times before delivery to the ultimate consignee.

Chris and Andrea will go back again in April and will work to canvass for more and more customers to build this service up.

For any enquiries on this service, please email: Chris.Bernic@alpiusa.com and Andrea.Kurko@alpiusa.com

Germany

Alpi Germany is one of the newest additions to the Albini & Pitigliani group. Opening their doors during 2022, Alpi Germany has become another great potential partner for ALPI USA. Since its opening, there have been joint efforts to make German business expand all over the United States. Germany is the largest exporter in the whole European Union, which makes it one of the most attractive countries and markets to do business with. Mr. Dirk Eller, Managing Director of Alpi Germany, has helped this transition to be as smooth as possible and brings high hopes for the German market. Along with our German Route development manager, Mr. Jorge Alvarado, there have been many activities to kick off the sales support in building our new trade lane with our main goals of building our first consolidation by the end of 2023.

In the summer of 2022, our first Sales meeting took place at our Burlington, NJ facility with Mr. Dirk Eller’s first international trip to visit ALPI USA. There were initial discussions on how the trade lane was going to work and a storm of ideas on how to focus on the German market. Having met with the whole USA Sales team, a kickoff plan on starting sales efforts for the upcoming months with our Germany team was made.

Many requests and approaches to German companies within the US, have been taking place in the last several months.

Mr. Jorge Alvarado, made his first trip to Germany back in November 2022 where he met for the first time with the Alpi Germany team at their 3 locations, Bremen, Troisdorf and Dusseldorf. He was traveling all around Germany with one of our German colleagues, Mr. Moritz Mann, to visit around 20 different companies on their first ever sales trip to Germany. Their joint efforts, made a significant impact to start building some business after the very first trip. We have been moving several containers to the regions of Ohio, Texas, Los Angeles, New York, Georgia, and North Carolina as a result of the first sales trip. For enquiries of the service, please email Jorge at: Jorge.Alvarado@alpiusa.com
**Food Division**

In 2018 Albini & Pitigliani initiated a serious effort to chase after customers shipping foodstuffs to the US and the rest of the world. Headed up by Mr. Agostino Marchesano, the food division has since tripled the initial amount of Food containers to the USA. Our very own Ms. Federica Martignoni has been working closely with Agostino on developing more and more trade between the USA and Italy for these commodities. Working together, they have been able to allow all Alpi Sales and operations to offer reliable and expert service on this difficult to handle commodity. Federica, along with some of the other sales people of Alpi USA, have attended many Food trade shows and were just recently attending EXPO WEST in Anaheim, California, one of the largest and most important networking events in North America. If interested in discussing any of this, please email Federica at: Federica.Martignoni@alpiusa.com

**ALPI USA – 4PL ADMINISTRATION AND CUSTOMERS ACCOUNTING SERVICES**

**ALPI USA** is excited to announce the launch of its new full scale logistical administration services. This will be a great value-add to the current, robust logistical service we offer our clients. The main goal of this new 4PL service will be to ease the transition for our clients into the US market. ALPI can assist with all the administrative work in getting the company registered, bank accounts set up and will also be able to take care of all major accounting services as part of the package. We will handle all the operational aspects and allow the client to focus on growing the business within the US. The US marketplace is a complicated one where the various rules and regulations sometimes make it hard for foreign companies to easily launch operations – as a result, it is important to have some experienced representation in the US to make sure all the legal requirements are being fully maintained. Along with dedicated account representation, our team can also help guide clients in getting registered as a company and maneuver through the process. We work hand-in-hand with experienced legal firms and also have 3rd party accounting firms conduct pre-tax audit checklists prior to all filings.
**Meet Kelly Flanagan**

Our dedicated team will be led by Ms. Kelly Flanagan – who has plenty of experience with the business and has played a decisive role in getting several key clients established within the US. She brings with her a plethora of knowledge and expertise to ensure that the client is properly setup for success in the US marketplace. She has worked in several different industries and is extremely devoted to all her clients – she fully understands how pivotal her role is in the clients’ overall success and is committed to ensuring that is achieved. Kelly is ready to answer any and all question about this service. She can be reached at: Kelly.Flanagan@alpiusa.com

**New Ocean Consolidation service from China to the USA**

ALPI USA and ALPI China are happy to announce our new direct ocean LCL consolidations from Shanghai to New York in 2023. Benefits to this new service include:

- Loading, unloading, sorting is controlled by our own facilities from end to end. Less handling protects fragile items and reduces risks and costs.
- Origin and destination fees are significantly lower than the competition
- Cutting out the middleman means much faster availability of the goods in the USA.
- ALPI USA’s “in-house” customs department can advise and support our customers on current matters.
- Dedicated Customer Care Team manages the goods’ movements from China to the final USA destination.

The current transit time Shanghai to NYC is 30 days with direct service.

ALPI China’s warehouse is located in Pudong Yangshan area, convenient to the port of Shanghai. ALPI Logistics is in Burlington, NJ, close to NY/NJ/Baltimore ports, and close to the major airports of New York/New Jersey and Philadelphia.

Both are modern facilities with state-of-the-art security, safety and equipment. Services include storage, distribution, inventory Control, E-Commerce, full order fulfillment, retail distribution, warehousing and pick & pack services in Furniture, Fashion, Footwear, Handbags, Accessories, Foodstuff and Home Goods and supplements.

In addition to the China consolidation, ALPI offers direct consolidations from Italy, Denmark and Portugal/Spain to ALPI Logistics. We can also manage direct consolidation from all major Chinese ports to the USA. Our Team at ALPI Logistics can assist you with any questions - please email office.bur@alpiusa.com for more information.
Be confident. With care

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.