

Integration with the Fercam group will allow Artoni to embark upon a new stage in the development of groupage distribution activities, where the experience and potential of the Reggio group will be able to address the new challenges from the European integrated logistics and transport market in the very best way. Artoni will maintain its trademark and, thanks to the integration plan, counts on increasing the number and quality of the services offered to an even further extent.

## NEW HORIZONS FOR ARTONI TRASPORTI

*REGGIO EMILIA 12 January 2017* - Artoni Trasporti of Reggio Emilia has chosen the Fercam group of Bolzano as partner in a new stage of the development of its distinctive groupage distribution skills in Italy, thereby capitalizing on the experience and potential gained in over eighty years at the service of enterprises.

"We intend to tackle the new challenges imposed by the European market in the integrated logistics and transport sector in the best possible way" remarked Anna Maria Artoni, executive vice-chairman and managing director of Artoni Trasporti. "Being able to leverage synergies with an important group like Fercam will allow us to launch new projects and services that are increasingly up to date and able to meet the demands of today's complex market, while paving the way towards growth and future development".

Fercam and Artoni intend to integrate their respective Integrated Logistics and Transport activities with a priority focus on quality, transparency and sustainability thanks to the tangible results achieved by the Artoni Moving Green project.

This will form an important business combination oriented towards the development of a widespread network of 70 operation centres scattered over the country that Artoni has created by consolidating a turnover that is almost constantly around 200 million euros. Artoni's employees number more than 600 and each day they assist over 13,000 customer companies, while the shipments amount to almost 7 million per year. Artoni's central headquarters will remain in Reggio Emilia. "Both Fercam and Artoni customers will be able to count on an even more widespread network of logistic hubs for freight distribution" added Anna Maria Artoni. "This will ensure that the operations are more effective, thus shorter transit times at competitive costs. We chose Fercam because we considered their industrial policy to be the best guarantee for business continuity, able to maintain the outstanding quality level of our distribution and logistics services."

The guidelines of the Fercam Artoni agreement envisage management based on consistent and appropriate organization, precision and a strong focus on the business lines considered the most strategic, on cost rationalization and optimization. The aim is to regain efficiency, effectiveness and profitability so as to face a rapid revival and further develop the positive results obtained by the recovery plan implemented by Artoni over the past two years.

Following the operation, the turnover of the Fercam group will rise to almost 900 million euros, most of which obtained from distribution logistics and contract logistics activities, a critical mass able to ensure the competitive levels required by the market over the next few years.

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Fercam SpA closed the 2015 business year with a turnover amounting to over 633 million euros. It currently numbers 1,779 direct employees plus over 2,300 indirect personnel. It owns around 2,850 loading units and over 900 thousand square metres of storage space in 40 new-generation logistic hubs. All this means that Artoni can now operate in new segments of the market and new geographical areas, thereby considerably increasing its chance of providing services in the global market. As explained by Thomas Baumgartner, managing director of Fercam, "the definitive agreements are still to be concluded as we may have to wait for authorization from the Antitrust authority, but we're counting on signing the papers as soon as possible".

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Link to download the Artoni clip

<https://we.tl/fEPydzVrt2>

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