

Newsletter

December 2012



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INDEX

Clicca sui link per accedere direttamente ai contenuti
Click on the links below to access the articles

- ✓ [Contact Details for 2013 Directory](#)
- ✓ [Women Entrepreneurs](#)
- ✓ [“L’Artigiano in Fiera 2012”](#)
- ✓ [FNB Business Excellence Awards 2012](#)
- ✓ [Sean Caricola, North by North Communication](#)
- ✓ [Dante Alighieri Society](#)
- ✓ [Job Offers](#)
- ✓ [Welcome to our new Members](#)
- ✓ [Patron Logos](#)
- ✓ [Archivio Newsletter/ Newsletter Archive](#)

UPDATING OF THE CONTACT DETAILS FOR THE 2013 DIRECTORY

In preparation for the printing of the 2013 Italcham Directory, we ask all our members to kindly provide us with their updated contact details. It is once again possible to purchase advertising space in our Directory. For information regarding contact details and advertising opportunities please contact info@italcham.co.za

In vista dell'edizione 2013 della Directory di Italcham, invitiamo tutti i nostri membri a fornirci i loro contatti aggiornati. Come ogni anno e' possibile acquistare uno spazio pubblicitario sulla directory. Per qualsiasi informazione riguardo i contatti e la pubblicita' si prega di contattare info@italcham.co.za



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**UPDATE YOUR
CONTACT DETAILS
FOR THE 2013 DIRECTORY**

**Inside front or back cover:
R7500 excluding VAT**
**Inside full colour and full page advert:
R3500.00 excluding VAT**

**FILE REQUIREMENTS**
SIZE: A4
CMYK
3mm BLEED ALL AROUND
HIGH RESOLUTION PDF/JPEG/TIFF FILE

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FOR MORE INFORMATION, CONTACT US:
Email: info@italcham.co.za
Tel: 011 615 3906

WOMEN'S ENTREPRENEURSHIP: SYNERGIES BETWEEN SOUTH AFRICA AND ITALY

The WOMEN'S ENTREPRENEURSHIP: SYNERGIES BETWEEN SOUTH AFRICA AND ITALY conference, promoted by The Economic Office of the South African Consulate-General, was held in Milan on Wednesday 7 November.

The aim of the Conference was to promote women entrepreneurs and to introduce a delegation of fifteen South African business women headed by the Deputy Minister of Trade and Industry, Elizabeth Thabethe, to the Italian business community.

The group visited Italy to strengthen business ties and to create opportunities for reciprocal growth between women-run businesses in Italy and in South Africa. After the Conference, B2B meetings were organised for the South African delegation of business women and their Italian counterparts.

Mercoledì 7 novembre 2012 si è svolto a Milano il convegno L'IMPRENDITORIA FEMMINILE – SINERGIE TRA IL SUDAFRICA E L'ITALIA, organizzato dall' Ufficio Economico del Consolato Generale del Sudafrica

L'obiettivo del Convegno è stato quello di promuovere il business femminile presentando alla comunità imprenditoriale italiana una delegazione di 15 donne imprenditrici sudafricane guidate dal Vice Ministro del Commercio e dell'Industria, Elizabeth Thabethe, con lo scopo di rafforzare i rapporti commerciali e creare opportunità di crescita tra aziende femminili in Sudafrica e in Italia.

Dopo il Convegno, le imprenditrici sudafricane si sono rese disponibili per degli incontri B2B.



For Further information please contact Marcella Uttaro: E-mail dtimilan@thedti.gov.za

[Click here to return to the INDEX page](#)



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Italiane all'Estero



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IL SUDAFRICA A "L'ARTIGIANO IN FIERA 2012", MILANO 1-9 DICEMBRE



Get ready to admire South Africa's new crafts products!

The countdown for the 17th edition of **L'Artigiano in Fiera** has started. The international selling exhibition for quality crafts will take place this year between **1 and 9 December 2012** in **Milan** (Fieramilano RHO) offering visitors a real journey across the cultures of 110 different countries of the world with more than 2,900 exhibitors distributed over an area of 150,000 square metres.

"Tradition, innovation and uniqueness are the three key factors that unite handicraft products, a creative expression of a working culture closely linked to the history and population of each territory where they are made", stated Mr. Antonio Intiglietta President of Ge.Fi. Spa, the company that organizes this important fair that last year attracted more than 3 million people. The exhibition is divided into three main geographical areas (Italy, Europe and The World) and will be **open (with free entrance) from 10:00-22:30 hrs on 1-2-6-7-8 and 9 December 2012 and from 15:00-22:30 hrs on 3-4 and 5 December 2012.**

South Africa's presence at the fair is now tradition. The country will participate with a wide selection of hand-made products from the Provinces of KwaZulu-Natal, Mpumalanga, Gauteng, Northern Cape, Eastern Cape, North West and the Western Cape. Among the items on show are beadworks, dolls, bags, bowls, masks, lamps, ceramics, cushions, tableware, corporate gifts, leather and woven fibre products.

You will find the official South African pavilion in **Hall 10** Stands V134, V142, W133, W141, W134 and W14. There will also be individual South African exhibitors at Stands X141, W117, U136, X135, X129, X139, W128 and W130.

The Economic Office of the South African Consulate-General in Milan has the pleasure to **invite you to visit** the South African pavilion and the stands of South African individual exhibitors, where you can also obtain general information on the country. Sponsors of this year's edition are Italian wine importers **Afriwines** and **Cape Dreams** who will be offering the best of their South African wine selections.

The calendar of wine tasting events is as follows:

1 December 2012 at 14:00 – wine tasting session offered by **Afriwines** (www.vinisudafrica.it) on the occasion of the official opening of the pavilion in the presence of **Ms Nkele Rauleka, representing the Consulate-General of South Africa in Milan.**

3 December 2012 at 15:30 – wine tasting session offered by **Cape Best** (www.capebest.it) the best from Cape Town.

Per ulteriori informazioni si prega di contattare la Dott.ssa Marcella Uttaro: e-mail dtimilan@thedti.gov.za, o visitare il sito www.artigianoinfiera.it

[Click here to return to the INDEX page](#)



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Assocamerestero

Associazione delle Camere
di Commercio
Italiane all'Estero



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IL SUDAFRICA A "L'ARTIGIANO IN FIERA 2012", MILANO 1-9 DICEMBRE



Preparatevi ad ammirare le novità artigianali dal Sudafrica!

Il conto alla rovescia per la diciassettesima edizione di **AF-L'artigiano in Fiera** è iniziato. La mostra-mercato internazionale dedicata all'artigianato di qualità si svolgerà quest'anno **dal 1 al 9 dicembre 2012** a **Milano** (Fieramilano RHO) offrendo ai visitatori un vero "viaggio tra le culture di 110 diversi Paesi del mondo" con più di 2.900 espositori distribuiti su una superficie di 150.000 metri quadri.

"Tradizione, innovazione, originalità sono tre parole d'ordine che accomunano i prodotti artigianali, espressione creativa di una cultura del lavoro che appartiene alla storia del territorio e del popolo di provenienza", ha affermato Antonio Intiglietta Presidente di Ge.Fi. Spa, l'azienda che organizza questa importante fiera che l'anno scorso ha attratto più di 3 milioni di persone. Lo spazio espositivo è suddiviso in tre aree geografiche (Italia, Europa e Paesi del Mondo) e sarà **aperto (con entrata libera) dalle 10.00 alle 22.30 il 1-2-6-7-8 e 9 dicembre 2012 e dalle 15.00 alle 22.30 il 3-4 e 5 dicembre 2012.**

La presenza del **Sudafrica** è ormai una tradizione. Il paese parteciperà con una vasta gamma di prodotti fatti a mano dalle Province del KwaZulu-Natal, Mpumalanga, Gauteng, Northern Cape, Eastern Cape, North West e del Western Cape. Tra i prodotti vi sono oggetti fatti con perline, bambole, borse, ciotole, maschere, lampade, ceramiche, cuscini, tovaglie, regali aziendali, pellamie e prodotti intrecciati in fibre.

Troverete il **padiglione ufficiale del Sudafrica nella Sala 10** agli stand V134, V142, W133, W141, W134 e W142. Ci saranno anche degli espositori individuali agli stand X141, W117, U136, X135, X129, X139, W128 e W130.

L'Ufficio Economico del Consolato Generale del Sudafrica a Milano è lieto di **invitarvi a visitare** il Padiglione Sudafrica e gli stand degli espositori individuali, dove potrete ricevere anche informazioni generali sul paese. Sponsor di questa edizione sono gli importatori italiani **Afriwines** e **Cape Best** che offriranno il meglio delle loro selezioni di vini sudafricani.

Il calendario delle degustazioni è il seguente:

1 dicembre 2012 ore 14:00 – degustazione offerta da **Afriwines** (www.vinisudafrica.it in occasione dell'apertura ufficiale del padiglione in presenza della Sig.ra Nkele Rauleka che rappresenta il **Consolato Generale del Sudafrica a Milano**.

3 dicembre 2012 ore 15:30 – degustazione offerta da **Cape Best** (www.capebest.it) il meglio da Città del Capo.

Per ulteriori informazioni si prega di contattare la Dott.ssa Marcella Uttaro: e-mail dtimilan@thedti.gov.za, o visitare il sito www.artigianoinfiera.it

[Click here to return to the INDEX page](#)



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Italiane all'Estero



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FNB-BUSINESS EXCELLENCE AWARDS

1° Novembre 2012

The annual FNB Business Excellence Awards were held in Johannesburg on Thursday 1st November in celebration of Italian entrepreneurial success in South Africa.

The awards evening, organised by the **Italian-South African Chamber of Trade and Industries** in collaboration with **FNB Commercial Banking** who recently reconfirmed its participation as Title Sponsor of the event for three more years, is now in its 13th year.

The **Business Excellence Awards** were started not only to promote and celebrate the contribution of the Italian entrepreneurial community to South Africa's growing economy, but also to award the entrepreneurs most deserving of recognition for their distinct business excellence.

The independent jury, composed of four external judges - Themba Mabizela of FNB, Riccardo Fanelli of SACE Johannesburg, Luigi Stravino of BLC Plant Company and Roberto Marcer of Simarca Chartered Accountants, examined and analysed each of the finalists individually before selecting as this year's winners:

Business Person of the Year

Mr. Carlo Gonzaga – Taste Holdings

Business Enterprise of the Year

Viglietti Motors

Young Upcoming Entrepreneur of the Year

Mr. Matteo Amatruda

The prize for the category of the **Lifetime Recognition** was awarded to **Mr. Renato Fioravanti**, while The Italian Ambassador Vincenzo Schioppa presented the **Honorary Chairperson Award** to Her Excellency the South African Ambassador to Italy, **Ms. Thenjiwe Mtintso**.



Mr. Carlo Gonzaga
of Taste Holdings,
winner of the
**Business Person
of the Year** award



Mr. Marvin Eagles
of Viglietti Motors,
winner of the
**Business Enterprise
of the Year** award





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FNB-BUSINESS EXCELLENCE AWARDS

1° Novembre 2012



The event was held at the Wanderer's Club in Illovo and was attended by 350 guests.

The Master of Ceremonies for this edition was television presenter Vuyo Mbuli, and the Guest of Honour was Natalie Du Toit, a South African paralympic gold medalist who won 4 medals at the 2012 London Paralympics.

The evening was opened by Andrea Moz, President of the Italian-South African Chamber of Trade and Industries, who welcomed Italian Ambassador Vincenzo Schioppa, Consul General of Italy in Johannesburg Gabriele Di Muzio, Consul General of Italy in Cape Town Edoardo Maria Vitali and CEO of FNB Commercial Bank Michael Vacy Lyle.

Also present at the event was Lucy Slaviero of Little Eden <http://www.littleeden.org.za/>, a charity founded by Domitilla Rota and supported by the Chamber and its members.

Proceeds from the raffle were donated to the charity which cares for mentally and physically disabled children and adults.

The winning tickets of the charity raffle were drawn at the end of the evening and the three raffle prizes went to:

Mr. Gustavo Pinto Teixeira - **Vespa S150ie** (ticket number 0673) valued at **R60 000.00**

Mrs. Marisa Toniolo – an **Italtile Voucher** valued at **R50 000.00** (ticket number 1560)

Mr. David Lamberti – a **Sandown Travel Voucher** valued at **R20 000.00** (ticket number 0659)



Mr. Matteo Amatruda
of **A+I Unlimited**
Design, winner of the
Young Upcoming
Entrepreneur of the
Year award



The guest speaker of the event **Natalie du Toit**, who, on the 4th of November, was named **Sportswoman of the Year with a Disability** at the 2012 South African Sports Awards

[Click here to return to the INDEX page](#)



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NORTH BY NORTH
COMMUNICATION

SEAN CARICOLA: NORTH BY NORTH COMMUNICATION



NORTH BY NORTH
COMMUNICATION

North by North Communication was founded in 2012, establishing itself as a leading player in the language services industry. With an emphasis on facilitating European business in Africa, their experienced language specialists provide translations of the following in over 24 languages:

- Website translations
- Corporate documents – tender applications, contracts, etc.
- Instruction manuals
- Magazines/Newspapers/Books

Born in Italy and having lived on 3 different continents, Sean has a very intimate relationship with language and cultural diversity. His multicultural upbringing led to his fluency in 5 languages and his thorough understanding of the ways in which language affects business.

Sean gained a lot of exposure to international business while working as a language specialist for multinational businesses such as Air France and Mastercard, and together with his charismatic business partners, David McKenna and Learmont Keam, he now strives to bring youthful energy and innovation to the corporate world.

Their mission is to connect businesses and individuals through the power of language.

North by North Communication è un'azienda nata nel 2012 con lo scopo di fornire servizi linguistici alle aziende, e si è imposta fin da subito come attore di rilievo nel settore, facilitando la crescita e l'espansione di un elevato numero di società, e contribuendo positivamente alla realizzazione dei loro obiettivi aziendali all'estero.

Con l'obiettivo di facilitare lo svolgimento delle attività delle società europee operanti in Africa, i loro specialisti linguistici forniscono le seguenti traduzioni in più di 24 lingue:

- Traduzioni web
- Documenti aziendali – gare di appalto, contratti, ecc.
- Manuali d'istruzioni
- Riviste/Giornali/Libri

Nato in Italia, Sean ha vissuto in tre diversi continenti e ha così un rapporto molto profondo con la diversità linguistica e culturale. La sua educazione multiculturale lo ha portato a parlare fluentemente 5 lingue e a cogliere gli aspetti profondi dell'impatto che la lingua ha sul business. Mentre lavorava come specialista linguistico per grandi società multinazionali come Air France e Mastercard, Sean è entrato in contatto con il business internazionale.

Insieme ai partner, David McKenna e Learmont Keam, Sean si impegna per apportare energia giovanile e innovazione al mondo delle società. La loro mission è di collegare il business con gli individui, attraverso il potere delle lingue.



For further information, please visit www.nbncommunication.com or, alternatively, contact their Cape Town office on 021 424 7003.

[Click here to return to the INDEX page](#)



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The Dante Alighieri in Johannesburg offers:

- Italian Language Courses for children on Saturday mornings
- Matric Italian Course – classes on Friday afternoons
- Extramural Italian classes at various schools in Gauteng
- Italian language curriculum at various schools in Gauteng
- Adult Italian Language courses - beginners, intermediate, pre-advanced and advanced
- Conversation classes
- Theme courses in Italian
- Tourist Italian - 6 weeks, 2 hours a week
- Corporate Lessons
- English for Italian nationals working/living in South Africa
- Private lessons for adults



***For more information please contact the Dante Alighieri
Society***

Tel: +27 (11) 728 6782

+27 (11) 728 6727

Fax: +27 (11) 483 2339

Email: General information (info@ladantejhb.co.za)

Course information (courses@ladantejhb.co.za)

Events and venue bookings (events@ladantejhb.co.za)

62a Houghton Drive, Houghton Estate, Gauteng, 2198

[Click here to return to the INDEX page](#)



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Assocamerestero

Associazione delle Camere
di Commercio
Italiane all'Estero



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JOB OFFER: SALES REPRESENTATIVE – MACHINERY/LINES AND AUTOMATION SYSTEMS FOR PRODUCTION PROCESSES

One of our members, an Italian company whose head office is situated in Genova and that is active worldwide in the fabrication and sale of machinery/lines and automation systems for production processes for:

- *robotics and integration of complex mechanical-electronic systems*
- *assembly lines mainly for the automotive field*
- *high speed machines to assemble plastic components*
- *welding of plastic/thermoplastics components (ultrasonic, vibration, hot blade)*

The company is today a group of companies with 200 people invoicing more than € 35 M all around the world

Is currently looking for a SALES REPRESENTATIVE

Requirements:

The goal is to promote and sell assembly lines mainly devoted to the **Automotive (mainly Tier 1 / Tier 2), Electrical Appliances, Electro-mechanic, Food & Beverage, Medical, Pharmaceutical, Chemical and Cosmetics** fields.

The Sales Representative will therefore be expected to find potential customers, to establish commercial relationships with customers and to manage the sales/turnover in the area, with the support of the Italian design and sales team. At a later stage, the local service/first technical assistance will also have to be set up.

The Sales Representative **will work on a commission basis** to be paid after receipt of the amounts from the customer. Possible participation of the company in covering the costs/expenses for local promotion may be discussed.

For the promotion of our equipment we do not ask for exclusivity, in other words we will have no problems with our representative also acting for other companies; the only condition is that such companies **must not be** direct competitors.

The company has four Divisions specialized in four different fields:

- Flexible Automation : automatic assembly lines for the Automotive, Electrical Appliances, and Electro-mechanic industries***
- High Speed Machines : automatic assembly lines for the Electro-mechanic, Food & Beverage, Medical, Pharmaceutical and Chemical industries***
- Cell & Technologies: welding machines for plastic components for the Automotive, White Goods and Electro-mechanic field***
- Concept Labs : special applications and prototypes***

We believe the most interesting for a potential Representative could be **a), b) and c).**

The possibility of a cooperation will be discussed on the basis of the candidate's actual skills, experience and contacts; once we find the right partner, we will agree on a suitable period of cooperation, and, if successful, a formal cooperation agreement will be signed at a later stage.

For more information and to apply for the position please contact info@italcham.co.za

[Click here to return to the INDEX page](#)

JOB OFFER: SALES REPRESENTATIVE – ELECTRIC MOTORS



One of our members is an Italian company whose head office is located in Vicenza, with subsidiaries in Udine and in Florida. The company produces asynchronous three-phase and single phase electric motors, 0.09Kw to 37Kw, in 2-4-6-8 poles and double poles, with flanges and shafts.

The company also produces brake motors, motors with centrifugal switch, self ventilation motors and smoke extraction motors.

The company's strong points are:

excellent quality; Made in Italy production; Ability to develop special product for special needs; Advanced technical laboratory; High efficiency

Main applications of their products include:

pumps, pools and spas; ventilation and compressor; house-holding appliances; agriculture and oenology machinery; wood working machinery; lifting machinery; any working machinery

The company is looking for a SALES REPRESENTATIVE

The sales Representative will find new/potential customers, establish commercial relationships with customers and manage the sales in the area with the support of the Italian company sales team and technical department.

The sales representative will work on a commission basis (to be paid after receipt of the customers' payments).

Possible participation of the company in covering the costs/expenses for local promotion and participation at shows may be discussed. The company will provide the necessary informative and promotional material: catalogues, brochures and leaflets.

While the company does not require exclusivity, it is essential that the sales representative advise the company regarding any other brands/companies he/she may represent.

Experience in sales is required. Mechanical skills are an advantage but are not a prerequisite.

Once the possibility of cooperation has been discussed, a suitable period of cooperation will be agreed on and, if successful, a formal cooperation agreement will be signed

For more information and to apply for the position please contact info@italcham.co.za

[Click here to return to the INDEX page](#)



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WELCOME TO OUR NEW MEMBERS



Company: Ilpa S.r.l.

Membership: Corporate

Location: Bazzano (BO)

Contacts: Giuseppe Angellotti

Tel: +39 051 671 5907

Email: gangellotti@ilpa-mp3.com

Website: www.ilpa-mp3.com

Porta Rossa

Company: Cantina della porta Rossa

Membership: Corporate

Location: Diano D'alba (CN)

Contacts: Pierfranco Bonaventura

Tel: +39 335 665 6615

Email: info@portarossa.it

Website: www.portarossa.it



Company: Unitec S.p.A.

Membership: Corporate

Location: Lugo (VI)

Contacts: Luca Montanari

Tel: +39 054 528 8884

Email: luca.montanari@unitec-group.com

Website: www.unitec-group.com

*The Staff of the Italian South African Chamber of Trade and Industries wishes all
Members & Supporters well over the festive season and all the best for a prosperous 2013*





Ignazio Messina & C.

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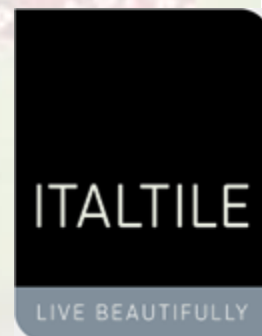


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LIVE BEAUTIFULLY



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