

F K V

Passione Idee Soluzioni

**The Successful Partner in Italy
for the Marketing of
Advanced Instrumentation
for Research Quality
and Process Control**



-COMPANY PROFILE-

FKV is one of the leading distributor of scientific instrumentation in Italy, our product portfolio covers almost all the industrial sectors with a strong focus on laboratory needs. The company, founded in 1974 by Giovanni and Franco Visinoni, operates in a 40.000 sq.ft. building located in Bergamo, a nice city 30 km from Milan, thus very close to one of the major industrial poles in Italy. Since its foundation the company grew up year by year, even sailing through difficult periods, but keeping always in mind the values and principles which inspired the two founders: to create a company that makes its people proud to work for. The company now employs 35 skilled and talented people, a number which will be furthermore increased as we want, according to our Goal, to become the #1 in the Italian Market.



Our Believe

“We can loose an order, we cannot loose a Customer ”

This is the way we are dealing with the Italian market, and with our principals, since the beginning of our activity. Even in this era of real-time global communication, we really trust in the value of personal relationship, since the business is still made by humans. This allowed us to maintain strong business and personal relationships with our customers even in case of problems or when dismissing a principal. The name of FKV is an “added value” for our customers, they know who we are and they trust us.

Our Goal

To become the leader in the Italian distribution market, being the first reference for the needs of the laboratories across the different industry fields.

Our Numbers

Paid Up Capital: € 1.000.000

Owner: Giovanni Visinoni – President

2008 Sales: € 10.000.000,00

Active Customers in our Database: 25.000

Our Territory

FKV sales and service personnel cover all of Italy and Canton Ticino (the Italian speaking region of Switzerland). Our network of local sales agents is in constant contact with our headquarters, from where we provide all the pre- and after-sales support, both technical assistance and application.

-SOME OF OUR MAJOR CUSTOMERS-

Automotive and Aircraft

FIAT, ALFA ROMEO, FERRARI

Cement and Mining

ITALCEMENTI, UNICEM, HOLCIM

Ceramic and Building

COOKSON, COLOROBBIA, MAPEI

Chemical and Petrochemical

ENICHEM, SASOL, P&G

Iron,Steel and Metal Users

RIVA GROUP, LUCCHINI GROUP, TENARIS

Environmental

ARPA (Government Environmental Agencies), SGS, EUROFINS

Pharmaceutical

GLAXO SMITHKLINE, PFIZER, TEVA

Food

NESTLE', FERRERO, BARILLA

R&D and Universities

CNR (National Research Council), JRC Ispra, ISS(Government Health Institute),all major Universities

-OUR ORGANIZATION-



LABORATORIES & SERVICE

We dispose of 2200 sq.ft. of applications laboratories for demonstrations and demo in our headquarters to our customers. We can also make demonstrations directly at customer laboratory.

The ability to provide full installation & on-site service is a value for us and for all our customers.

Our product specialist and service engineers are trained by our principals. A suitable supply of spare parts is kept in our stock.

We provide in-house training courses for customers and instructions manual in Italian language.



SEMINARS & WORKSHOPS

Bring the products to the customers is always worthwhile, for this reason FKV organizes several workshops in different Italian locations. Also, we set up in-house seminars for new products' presentations, held in our fully equipped auditorium capable of hosting up to 50 people.

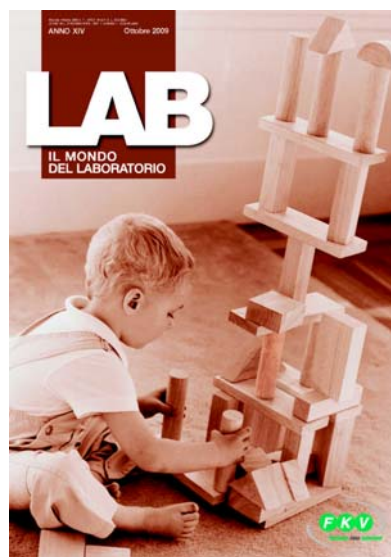


EXHIBITIONS & SHOWS

FKV participates in all suitable exhibitions and shows in Italy. At CHEM-MED RICHMAC 2009(International Exhibition of Chemistry, Analysis, Research and Test Equipment) FKV participated with a 1970 sq.ft. booth, registering 750 visitors.

ADVERTISING

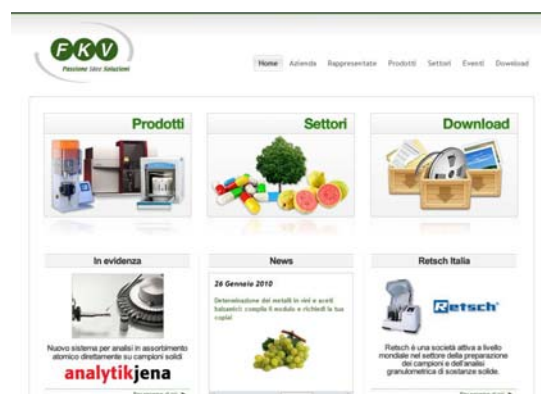
We have periodic publications on all the major Italian magazines dedicated to the relevant industry and laboratory fields we work with. Press releases, application notes and product advertising are widely used.



WEBSITE

Since 1997 FKV pages are published on the world wide web. From 2002 we completely changed our web site to integrate a new structure capable to host an on-line database containing all the information for each product and the related application, brochures and technical specifications.

In 2009 we will launch a new web site version, with graphic contents completely refurbished and a more intuitive navigation, in order to enable a better fruition to our customers.



EVENTS BUDGET

For 2010 FKV destined € 100.000 to the organization of the events on all national territory.

FKV srl

**Largo delle Industrie 10
24020 Torre Boldone (BG)
Italy**

Tel. +39.035.3690211 – Fax +39.035.3690399

Email: info@fkv.it

Web: www.fkv.it

UNI EN ISO 9001 (2008) Certified Company