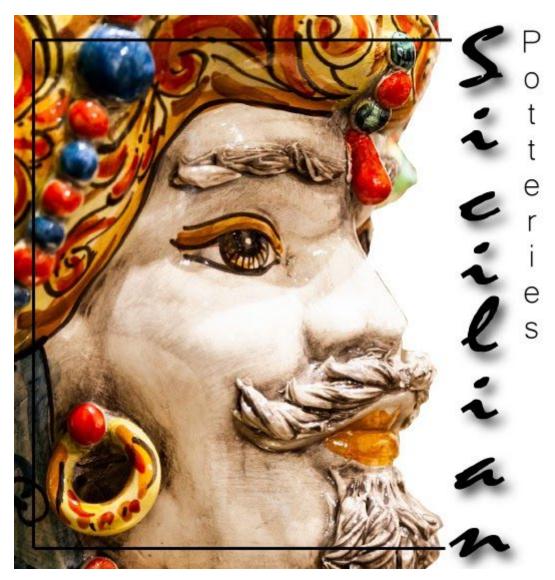
## "Sicilian Potteries"

a new reality within the world of the Sicilian Pottery Companies



Logo of the Company



#### LOCAL SOLUTIONS FOR GLOBAL CHALLENGES

Project Co-Funded by the Erasmus+ Programme of the European Community

Cooperation for innovation and the Exchange of Good Practices
KA229 - School Exchange Partnerships
Cod. 2019-1-IT02-KA229-062188

## The subject of the commerce

The project idea foresees to create a company for the creation and commercialisation of typical Sicilian Ceramics and in general pottery articles. Our project idea includes the use of transversal techniques to create composite objects. Specifically, we will use mosaics and potteries techniques to create objects for the small and large retailers, plus craft-products to join with the most important fashion and beauty farm companies.

## Motivation

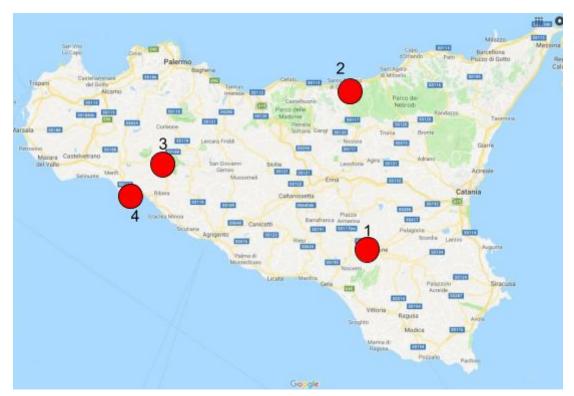
#### Historical motivation

Archaeologists working in Sicily have unearthed pottery dating back to at least 2,400BC, testimony to the island's multi-millennial ceramic-making traditions. Waves of settlers, including Phoenicians, Greeks, Romans, Arabs, Normans and Spanish all brought their own techniques, innovations and preferred colour schemes, leaving behind them rich vein of diverse and flourishing styles.

The Greeks brought their artistry and the distinct forms of their vases, amphorae and urns. The Romans left a tradition of "terra sigillata", characterised by warm earthy reddish colours and relief decoration. Perhaps the most significant contribution to Sicilian ceramics, however, came with the Arabs, whose vast empire, stretching from the Atlantic to the River Indus, was alive with ceramic-making techniques that had largely been forgotten in the west. The Arabs introduced an ancient Egyptian process of mixing tin oxide with clear lead glazing to provide an opaque surface on which decorations could easily be applied. Their preferred palate was green and aubergine, while the decorations themselves were strictly non-representational geometric patterns, still a feature of Sicilian ceramics today. The Spanish, who dominated Sicily for nearly four hundred years from the 14th century, also played a significant role in making Sicilian ceramics what they are today. They reintroduced some Arab-inspired traditions but also, and more significantly, imported two hugely important forms of ceramic art: "maiolica" (originally majolica) and "azulejos".

## Geographical motivation

Today, Sicily still boasts a thriving ceramics industry, centred in four main towns: **Caltagirone**, **Santo Stefano di Camastra (1), Caltagirone (2), Burgio (3)** and **Sciacca (4)**. Each has its own distinct style, particularly where traditional colours are concerned: in Caltagirone, rich blues and emerald greens provide a contrast for golden yellow floral motifs; in Santo Stefano di Camastra, a deep, fiery, orange-red base is often preferred, on which delicate patterns in white and a range of blues swirl; in Sciacca, electric and cornflower blues, seawater turquoise and sunny yellows stand out on pure white; in Burgio, the classic palette is a beige, sandy background with simple green and earthy ochre-orange decorations. There are, of course, variants on these basic themes and younger artisans tend to employ more contemporary artistic styles. All four towns are full of workshops and outlets with potters busily crafting and selling their wares. Streets, steps, façades, balconies, churches and parks are all adorned with colourful tiles and decorative ceramic *objects*. Caltagirone, Santo Stefano di Camastra and Burgio, meanwhile, also have impressive ceramics museums.



The geographic position of the main producer of ceramics in Sicily



Typology of ceramics with different styles coming from the four municipalities above mentioned

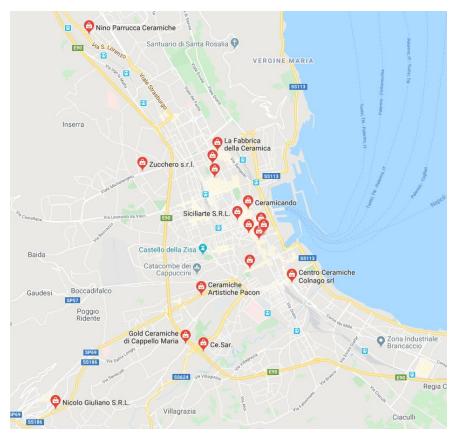
## 1 - RESULTS

Sicily shows great potentiality in the ceramic-field with a long tradition coming from the past. Looking at the territorial situation for the production of ceramics, the main centres are placed along the East, North and South coast of the island. Palermo and Catania, the main regional centres for the economy of the island, don't show significant reality for the production of the ceramics having at the same time, important monuments, UNESCO World Heritage List like the Arab/Normans serial site, and important archaeological example dated to the Greek and Roman period.

Taking into consideration the analysis made until now, it is our interest in the positioning of our company in Palermo looking at the recovery of ancient traditions at the local level; moreover, it will be used the economic identity of the city, included its brand image to lunch our products in the international and local markets.

## Analysis of the context - Palermo

The pottery coming from the above-mentioned cities, at a first analysis reflect the basic colours of Sicily: yellow stands for the sun, blue for the sea and brown for the earth. Furthermore, the motives



the ceramics representative of Sicily: they focus on the sun, fish, sunflowers, lemons and the Medusa of the Sicilian flag. The ceramics from Burgio, Caltagirone, Santo Stefano di Camastra and Sciacca are world-renowned. On other hand, Palermo doesn't one style production of the ceramic and the main activity are spread along the city. The main concentration of shops is near the seaport of the city, while they are inexistent along the old city centre. Concerning the style, it is various and homogeneous; analysing fact. research made on internet, it emerges an offer made by

different products linked to the artistic culture of the owner. The list reported below regards the analysis made using internet to identify the twenty farmers located in Palermo and Monreale.

#### Ceramiche Artistiche Pacon

4,9 ★★★★ (24) - Negozio di ceramiche Via Cuba, 25/27

091 645 2843

Aperto · Chiude alle ore 19:30



#### Ceramiche artistiche pacon di Alessan

5,0 ★★★★ (1) - Negozio di ceramiche Via Vittorio Emanuele, 498 349 498 2878 Aperto · Chiude alle ore 18:30



#### Ceramiche Tre Erre Ceramiche

4,8 ★★★★ (18) - Negozio di ceramiche Via Roma, 358 091 327757

Aperto · Chiude alle ore 19:30



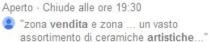
#### CERAMICHE ARTISTICHE PALERMO

4.7 ★★★★ (15) - Negozio di ceramiche Via Bara All'Olivella, n. 64 393 878 5008 Aperto - Chiude alle ore 20



#### Ceramiche Tre Erre Ceramiche

4.5 ★★★★ (40) - Negozio di ceramiche Via Roma 358, Via Onorato, 28 091 323827





#### Ceramicando

4,6 ★★★★ (45) · Negozio di ceramiche Via Isidoro la Lumia, 47 091 662 2219 Aperto - Chiude alle ore 20



#### Ceramiche di Sicilia Palermo

4,9 ★★★★★ (8) - Negozio di ceramiche Via Cavour, 111 091 328686

Aperto · Chiude alle ore 20



#### Ceraminica

4,8 ★★★★ (10) - Negozio di ceramiche Via Mariano Stabile, 227 091 791 0235

Aperto · Chiude alle ore 20

"Specializzato nella vendita di oggetti decorativi per casa e regali per...



#### Nicolo Giuliano S.R.L.

4.6 ★★★★ (22) - Negozio di ceramiche Via Circonvallazione, 55 091 640 4393

Chiuso · Apre dom alle ore 10



#### Siciliarte S.R.L.

4,0 ★★★★ (1) Negozio di ceramiche Via Enrico Parisi, 38 091 335805



#### Caltagirone Ceramiche

4,5 ★★★★ (10) - Negozio di ceramiche Via Roma, 473 091 586047 Aperto · Chiude alle ore 19



#### La Fabbrica della Ceramica

4,4 ★★★★★ (8) - Negozio di ceramiche Via Massimo D'Azeglio, 21 091 625 1997

Apre tra poco - 16:30

"scelta x regali di prestigio e con una base artistica che nasce ....



#### Nino Parrucca Ceramiche

4,5 ★★★★ (84) · Negozio di ceramiche Via San Lorenzo, 291r, Via Riccardo Wagner... 091 679 0484

Aperto · Chiude alle ore 19:30



#### Ce.Sar.

Nessuna recensione - Negozio di ceramiche Viale Regione Siciliana Sud Est, 1564 091 488561

Aperto · Chiude alle ore 19:30



#### Autovino Gioacchino Laboratorio Ceral

5,0 ★★★★ (4) - Negozio di ceramiche Via Alessio di Giovanni, 48/50 091 346528 Aperto · Chiude alle ore 19:45



#### Laboratorio Di Ceramiche Di Mirto Gat

5,0 ★★★★ (2) · Negozio di ceramiche Via Giacomo Leopardi, 51 091 772 3389 Aperto · Chiude alle ore 20



#### Ceramiche De Simone Palermo

4,3 ★★★★ (16) - Negozio di ceramiche Via Cavour, 38 091 791 0053 Aperto - Chiude alle ore 20







## La Torre di Cangemi Giosuè

5,0 ★★★★ (5) · Negozio di artigianato ti... Via Torres Ludovico, 28 091 640 6211

Chiude tra poco - 17

4,5 ★★★★ 84 recensioni Google Negozio di ceramiche a Palermo

Indirizzo: Via San Lorenzo, 291r, Via Riccardo Wagner, 16, 90146 Palermo PA



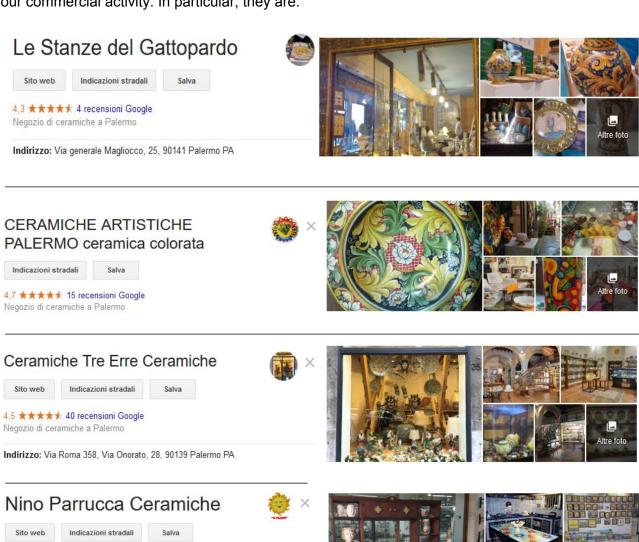
Le ceramiche di bisanzio bottega d'arte 4,8 ★★★★★ (6) · Negozio di ceramiche Via Dante Alighieri, 10 091 640 3996





## Analysis of competitors at the local level

Looking at the local scenario, we can identify scarce competitors comparing them with the idea of our commercial activity. In particular, they are:



The first competitor, "Le Stanze del Gattopardo" creates objects with the same style of the ceramics coming from Caltagirone. The repertory includes plates, vessels, amphoras, and jugs.



Moreover, they produce tiles and household articles. The company has a website very small, without giving to the visitor the possibility to look galleries and technical sheet of the products. Moreover, they don't have eCommerce site and develop all communication activity by Facebook. The shop doesn't have any laboratory.

"Ceramiche Artistiche Palermo" is a small shop including also a small laboratory in the same space. It is very small and the repertory is made by ceramics with similar analogies to the pottery coming from Caltagirone. The production includes plates, vessels, amphoras, and jugs. Moreover, the owner creates objects, referring the design and the decoration of the object to modern styles. The company doesn't have internet sites, eCommerce portal, and any Facebook page to use for the communication and spread of their products. In the image below reported, it is possible to look at the



style adopted to produce plates and general objects



**Ceramiche Tre Erre** creates objects using the same style coming from Santo Stefano di Camastra. The company has a shop and the laboratory in the same place. Moreover, they work using the Sicilian iconography, and to the normal production made by plates, vessels and jugs, they include also sculptures with the famous "teste di Moro" and "Pigna". They have a good and complete website with galleries and technical specification of every article.





**Nino Parrucca's pottery** shows a different style than other companies. The factory has a good website, and the products have vibrant colour, as well as reproducing the Sicilian lifestyles. The colors, designs and utility of all products is very simple and they are extremely desirable and very collectible. Moreover, the pieces are not standardized and have subjects defined by the artist. The Company has an eCommerce portal and uses perfectly facebook to share products and news coming from the production.





## 2 - RESULTS

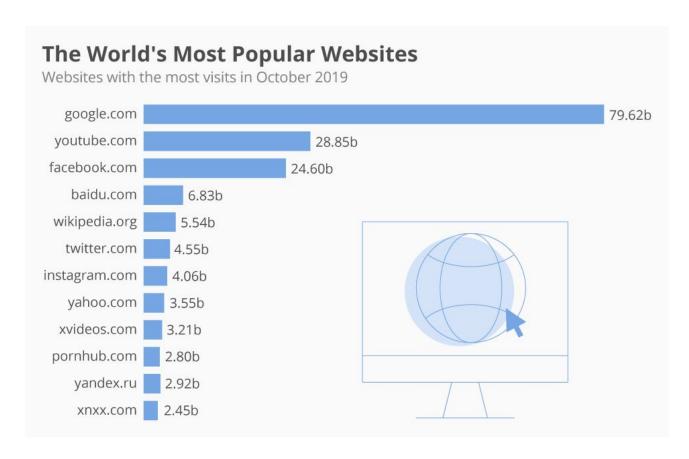
The competitors have a repertory with the same characteristics and several styles linked to Santo Stefano di Camastra and Caltagirone. Only Nino Parrucca works his objects using simple shape and images coming from the traditional lifestyle of the island. In both cases, they use facebook to share their news with their customers, they have also a website, while few of them have an eCommerce portal to sell the products by online activity. Considering the products, they make the same objects using different artistic styles, but no-one uses symbols and geometries coming from the ancient local tradition; in particular, we are talking about our Greek, Roman, Byzantin and Normans and Liberty period. Analysing the activity on internet, only the 18% of the company has a shop window on Amazon, taking into consideration only the company of the Province. Amazon is probably the biggest e-commerce company in the world with separate retail websites for 16

countries, including the United States, the United Kingdom and Ireland, Canada, France, Spain, Italy, Germany, Netherlands, Brazil, China, Japan, Australia, India, Singapore, Mexico, and Turkey.

#### **Amazon Online Marketplace Overview**

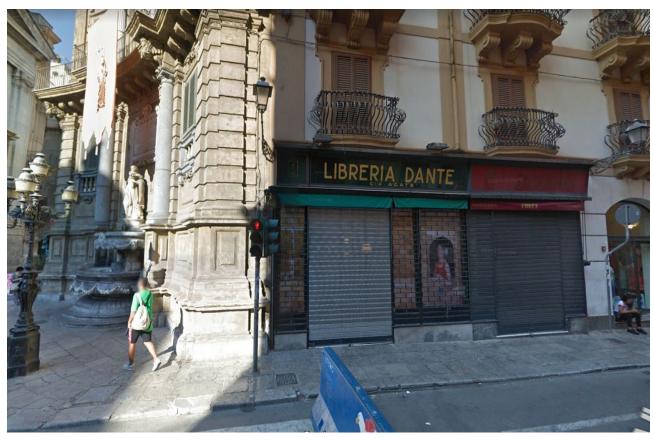
- Active users: 310 million active users and 90 million Prime members
- Seller fees: 6-20% (15% on average) of an item's value
- Membership fee: If you want to sell using the professional account, you need to pay \$39.99/month, while selling as an individual will cost you \$0.99 per item (no additional monthly fees)
- Monthly page views: 2.6 billion

It represents a great opportunity to develop online actions to use with google, youtube and facebook.



## Designing our business idea

Starting from the analysis made, our idea will take into consideration the opening of a shop with a laboratory in the old town centre of Palermo. To be more exactly, our activity will be placed within the Libreria Dante' old spaces. These spaces are closed today, but in the past, these spaces were the most important and renomate book store of Palermo. They are sited near the "Quattro Canti" (four corners), the geometric centre of the old town. Moreover, they are linked with "Via Maqueda" the new living room of the town, that connects Teatro Massimo's square with the most important monuments of the city including "Piazza della Vergogna" and "Palazzo delle Aquile". The interior spaces of the shop are so large to give the possibility to create the laboratory within the shop.



the shop-windows of the old "Libreria Dante" to use for our new Shop



the position of our commercial spaces to place our new Shop

## **SWOT Analysis**

It is a strategic planning technique used to identify strengths, weaknesses, opportunities, and threats related to our business idea. Following the results nr 1 and 2 coming from the analysis, to develop the SWOT analysis we take in consideration these parameters:

- Strengths: characteristics of our idea that gives an advantage over others;
- **Weaknesses**: characteristics of our idea that places the business at a disadvantage relative to others.
- *Opportunities*: elements in the environment that the business or project could exploit to its advantage.
- Threats: elements in the environment that could cause trouble for the business or project.

	HELPFUL	HARMFUL		
	Strengths	Weakness		
internal	S1 The products is innovative recovering old techniques and styles; S2 All processes to create our objects within the laboratory will be certified using a quality label; S3 The founders of the company have special skills in marketing and experience in the production of pottery; S4 The company will have good human resources, and they will be integrated with the reality of the territory; S5 The company will collaborate with the vocational schools and art high schools; S6 The communication will be made by website, eCommerce and facebook; S7 The communication system will be integrated with google business to be immediately found and amazon to have an online shop window; S8 The style of our creations will recall also the Greek, Roman and Byzantine art well known in the world; S9 Research and develop; S10 Quality of the product;	W1 Rent costs of the shop; W2 High municipal taxes to pay every year; W3 Products and services not very known; W4 Costs for the production; W5 Labour cost; W6 The shop needs of authorisation and a pass for the car; W7 The shop has only two small shop window; W8 High initial cost to buy materials, tools and instruments; W9 Difficulty to find skilled manpower in the initial phase; W10 Electrical Supply for the ceramic industry;		
	Opportunities	Threats		
external origin	O1 Shop placed in the old town centre of Palermo near the most important monuments of the town, train station and seaport; O2 The shop confines with the pedestrian area of Via Maqueda, Quattro Canti, and Corso Vittorio Emanuele; O3 The area around the shop is visited by tourists and it is within the UNESCO	T1 Decrease of tourist flow; T2 Plagiarism; T3 Lack of financial resources; T4 Fierce competition; T5 Growing number of competitors; T6 Opening of new stores near the shop; T7 Implementation of regulation and law coming from the municipality;		

Arab/Normans serial site;

O4 The area is very interesting because has fountains, sculptures, and the most interesting churches of the city;

O5 Tourists who are visiting the "Quattro Canti" take photos and shoot movies;

O6 The shop is positioned along the tourist path from the "Cala" to the cathedral of Palermo and from the Train Station to "Teatro Massimo" and "Politeama";

O7 The area around the shop has restaurants, take away services, and hotels;

O8 During the good season there are street artists, concerts, and cultural events;

O9 The shop is very distant from other company with the same products;
O10 Strong market growth and Globalisation;

O11 Brand image of the city known in the world;

O12 The laboratory can be used from students and school of art;

T8 Unfavourable economic context; T9 Glocalisation made by foreign companies;

T10 Difficulty in establishing itself on the international market;

### Strategic Map

SWOT Analysis		business analytics solutions			
		Strengths (S)	Weakness (W)		
		Matching Strategies (SO)	Changeover Strategies (WO)		
enenvironmental analysis	Opportunities (O)	O1>O6+S1+S8+S10 the shop windows will be illuminated, and they will be used to display our best products to attracts the tourists and citizens in transit. Moreover, the shop windows shall clearly allow tourists to see the interior spaces with all products and the processes to create our objects;  O7+S1+S8+S10 the company will create free of charge small objects for the restaurants and hotel near our shop. Our company will give these objects free of charge and they will be used to decorate their table increasing the visibility of our products and the diversification in the production.  O8+O11+S5+S4 during the good season and in presence of public/private events, the creation of our objects will be made out of the shop contributing to the brand image of our city and the growth of	W3+O1>O6 the position of the shop will overcome these problems because it is placed in the centre of the old town near the main touristic streets. Moreover, during the good season some products will be made out of the shop to increase the visibility of our craft works.  W1+W2+W4+W5+W8+W10+O9>O12 the costs will be taken up by the current situation. It sees a strong market growth, the opportunity offered by Globalisation to sell products within the international markets thanks to local festival, Amazon, eCommerce portal, and online marketing activity to transform visitors in customers using interesting landing pages.  W5>W9+O11+O12 the problem can be overcome making agreements with the local school of art to have students in apprenticeships activity within our laboratory. Students will create objects following our indication and styles and at the same time our shop will be more integrate with the territory.		

S3+S6+S7+O10+O11 the normal activity to sell products at the local level will be integrated with eCommerce to sell the product online. Moreover, we will use facebook/Instagram for our brand activities and google to give more visibility to our shop by Maps and Google Business. All these things will be integrated with our official website.

S8+S9+S10+O6 depliants, posters and brochures will explain our products and the quality of our craft work. These documents will be put at disposal of tourists.

W7+O1>O6 the problem is overcome by the possibility to use the shop windows as exhibitors giving the possibility to see the interior spaces of the shop where we will put all the products.

W1>W10+O1>O12 collaboration with partners to produce and develop new objects without increasing production costs.

W1>W10+O1>O12 commercial collaboration to satisfy growth in demand.

#### **Neutralisation Strategies (ST)**

T1+S4+S6+S7+S9+S10 the decreasing of the touristic flow can be neutralised by the use of eCommerce joined with good communication policies and systems to ensure customers by online activities. Moreover, the quality of our products and good policies about the research and develop of new and interesting products will offer good chance to reduce the sale of the products during low tourist flow.

T2+T4+T5+T6+T9+S7+S9+S10 to avoid the problem caused by the mentioned threats, our laboratory will produce innovatives and new objects month by month thanks also to the activity of research and develop. Moreover, every product will be identify by a QRcode that will certify the provenience and the quality of the materials used for its production.

T1>T10+S1>S10 Promotion of the quality of products and services

#### **Defence Strategies (WT)**

W1>W10+T1>T10 strategics agreements with the most important beauty farms and fashion companies to create a diversification of the products guaranteeing at the same time economic gains to the company. This activity will be supported by good marketing policies and brand activity.

W1>W10+T1>T10 relocation of the company leaving only the selling point.

# Threats (T)

## The Vision Statement of the Company

To be dynamic in our approach to sell culture and local identity in the world by capturing the vibrant colours of our land.

#### Mission Statement

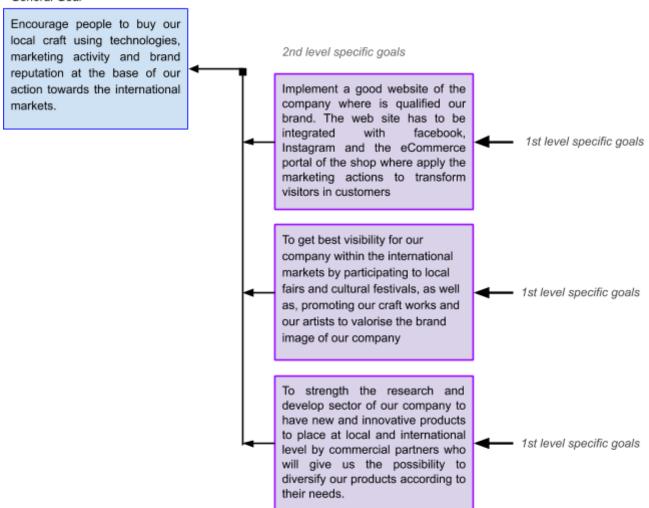
Expand the company globally, in way that our products being typical, traditional and innovative became international also celebrating the Sicilian culture by nurturing the inner talent of our artists.

## Value Statements

- 1. Quality in everything we do;
- 2. A motivated team where members trust and respect each others;
- 3. Honesty and integrity;
- 4. Accountability and Sustainability respecting environment and urban life.

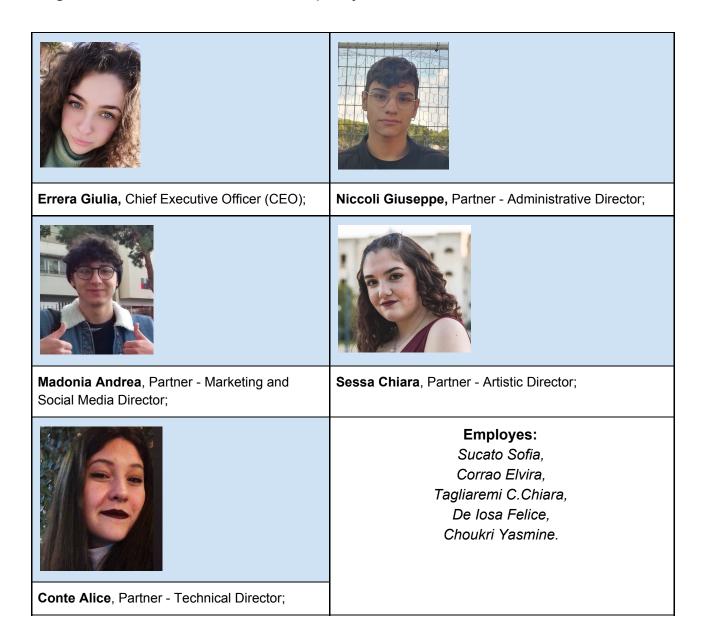
#### Goals

#### General Goal



## Documents to start our Company

Organisation chart of the Company: "Sicilian Potteries srl"



Instrument of Incorporation and Statutes of the Company

see Annex I; Annex I bis

Opening of Bank Account

see Annex II

Che	Bal	nca Medioban			
DA LEL/VOI INTRA FORNETORI	ITENUTO PRESSO	IL NOSTRO 15	TITUTO, PER LA SEGNALAZIONE AI SUOTA	OSTRI CLIENTI E	
	CODICE PAESE	CHECK DIGIT	COORDINATA BANCARIA NAZIONALE		
	IT	90	105216166000000008011381		
	IT9010521616600000008011381				
		-	SIC SWIFT BPCVIT2S		

Number of Bank Account

## Opening of VAT

see Annex III



Registration at the Chamber of Commerce of Palermo

Annex IV



Prot.:CEW/468/2019/CAT0207

16/10/2019

CAMERA DI COMMERCIO INDUSTRIA ARTIGIANATO E AGRICOLTURA DI TORINO - UFFICIO REGISTRO DELLE IMPRESE

CERTIFICATO DI ISCRIZIONE NELLA SEZIONE ORDINARIA

DATI IDENTIFICATIVI DELL'IMPRESA

Codice fiscale e numero d'iscrizione: 07043700017 del Registro delle Imprese di TORINO data di iscrizione: 21/05/1996

Iscritta nella sezione ORDINARTA Annotata con la qualifica di con il numero Albo Artigiani: AT-28692

il 21/05/1996

Iscritta con numero Repertorio Economico Amministrativo TO-838132

Denominazione: SICILIAN POTTERIES SRL

Forma giuridica: SOCIETA' A RESPONSABILITA' LIMITATA

TORINO (TO) PIAZZA SAN CARLO, 197 CAP 10123

indirizzo pubblico di posta elettronica certificata: ITALFRESESPEC.IT

Costituita con atto del 15/01/1996

Durata della società: data termine: 31/12/2050

Oggetto Sociale:

L'ATTIVITA' DI ESECUZIONE LAVORI STRADALI, ASFALTATURE, SCARIFICA DI ASFALTO E CALCESTRUZZO, SCAVI, MOVIMENTO TERRA, SISTEMAZIONI AGRARIE E FORESTALI, IMPIANTI DI IRRIGAZIONE, LAVORI DI SISTEMAZIONE IDRAULICA, GASDOTTI, LAVORI MECCANICO AGRICOLI PER CONTO TERZI E SGOMBERO NEVE, REALIZZAZIONE DI CONDOTTE FOGNARIE, ATTIVITA' EDILI IN GENERE, AUTOTRASFORTO PER CONTO PROPRIO E PER CONTO TERZI, NOLEGGIO DI MACCHINARI CON O SENZA OPERATORE;

IL COMMERCIO ALL'INGROSSO O AL DETTAGLIO, DI BENI NUOVI O USATI, MUNITI DI TARGA E NON, QUALI VEICOLI COMMERCIALI, GRU, AUTOCARRI, ESCAVATORI, MACCHINE AGRICOLE, MACCHINE OPERATRICI E MACCHINE IN GENERE, E RELATIVE PARTI DI RICAMBIO E ACCESSORIE, NONCHE' IL COMMERCIO ALL'INGROSSO ED A DETTAGLIO DI AUTOMOBILI, VEICOLI E MOTOVEICOLI IN GENERE, NUOVI O USATI.

4.2 PER IL CONSEGUIMENTO DELL'OGGETTO SOCIALE LA SOCIETA' INDLITRE POTRA':

- COMPIERE TUTTE LE OPERAZIONI FUNZIONALMENTE CONNESSE ALL'APPROVVIGIONAMENTO DEL CREDITO PRESSO ISTITUTI BANCARI ED ENTI CREDITIZI IN GENERE ED EFFETTUARE TUTTE LE OPERAZIONI COMMERCIALI, INDUSTRIALI E IMMOBILIARI CHE SARANNO RITENUTE UTILI ED OPPORTUNE AL CONSEGUIMENTO DELLO SCOPO SOCIALE, PURCHE' FUNZIONALMENTE CONNESSE CON LA REALIZZAZIONE DELLO SCOPO MEDESIMO;

- ASSUMERE PARTECIPAZIONI ED INTERESSENZE IN ALTRE SOCIETA' OD IMPRESE AVENTI SCOPI ANALOGHI, APFINI O CONNESSI AL PROPRIO, COMUNQUE IN VIA NON PREVALENTE,

SCOPI ANALOGHI, APPINI O CONNESSI AL PROPRIO, COMUNQUE IN VIA NON PREVALENTE, NON A FINI DI COLLOCAMENTO E NON NEI CONFRONTI DEL PUBBLICO;

NON A FINI DI COLLOCARANTO E NON NEL COMPRONTI DEL PUBBLICO;

CONCEDERE AVALLI, FIDEJUSSIONI, IPOTECHE ED IN GENERALE GARANZIE PERSONALI E
REALI, CONSENTIRE TRASCRIZIONI ED ANNOTAMENTI, IL TUTTO NELL'INTERESSE DI TERZI
E PER IMPEGNI ALTRUI, ANCHE SE GARANTITO SIA UNO O TUTTI I SOCI OPPURE ENTE DI
QUALSIASI NATURA, IN CUI UNO O TUTTI I SOCI SIANO INTERESSATI DIRETTAMENTE OD INDIRETTAMENTE.

4.3 SONO TASSATIVAMENTE ESCLUSE LE ATTIVITA' PROFESSIONALI, L'ATTIVITA' DI

Pagina 1/5



see Annex V

protocollo dis unica di prot in

## Rental Agreement of the Shop

see Annex VI

## In Summary

Sicilian Potteries SRL (Limited Liability Company)

Via Maqueda, 134

Palermo, 90100

VAT number: **01836730687** 

Nr registration Chamber of Commerce of Palermo: 07043700017

Bank Account: IT901052161660000008011381

