

Press Release

SACE (CDP Group) for SMEs: the Tuscan firm MarmiLame exports saw blades and epoxy resins worldwide

With the insurance support SACE, this SME of Massa Carrara sells its products abroad with protection against default risk

SACE will meet industry companies at Marmomac in Verona from 27th to 30th September

Massa Carrara, 27th September 2017 – With the support of SACE, which with SIMEST forms the export and internationalization hub of the CDP Group, in 2016 the Tuscan firm MarmiLame has guaranteed € 180,000 for the export of tools for the processing of granite and marble to various countries.

The support of SACE enabled the company to offer competitive payment conditions to its foreign customers, insuring itself against the risk of default due to commercial and political reasons.

The operations confirms the ongoing commitment of SACE and SIMEST to support Italian SMEs, an essential factor for companies which are active in highly competitive areas as the marble sector, an Italian excellence. MarmiLame has insured over 30 supply contracts with SACE since 2014 to be able to export to India, Brazil, and Africa. This support has allowed the company to expand its business to new markets.

"Thanks to our contacts with Confindustria, which has organized various meetings, MarmiLame has launched an ongoing collaboration with SACE, insuring several orders to different countries," declared **Nicola Ciani**, General Manager of MarmiLame. "SACE's instruments have immediately been simple, rapid, and reasonably priced. Specifically, once we ran into an unsuccessful collection. With SACE we obtained a rapid resolution of the problem with the consequent total payment for the goods invoiced."

MarmiLame has been founded in Massa Carrara in 1966 and it is active in the sector of precision machinery for the processing of marble and granite. With its own R&D facility, the Tuscan company develops high-tech solutions for the granite market. Since 2011 MarmiLame has been producing UHS saw blades using solar energy and it is the first company in its industry worldwide to produce a "green blade". In the last years it has been supplying its own range of epoxy resins, Ipoystone, for the reinforcement of natural stones.

From 27th to 30th of September, SACE will be meeting companies at Marmomac - the most important trade show worldwide for marble companies, design and technologies for processing stone - with its own stand (B1 in Pavilion 2).



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