

PERSICO SPA vs MARTINELLI GINETTO SPA

Hi everyone!

Who are we? What is this article all about? Aren't you interested in discovering that? We attend "Oscar Romero" High School and we want to tell you what, why and how we lived this internship-experience.

The topic of our project for "alternanza scuola-lavoro" was "made in Bérghem", in particular the excellence of our products in the foreign market. How did we develop that? We had the big opportunity to visit some companies in the Seriana Valley that explained to us what their role in the international market is.

PERSICO SpA

Persico SpA is a well-regarded Italian multinational company founded in 1976 in Albino (Bg), now located in Nembro (Bg), primarily engaged in the automotive, industrial, marine industries and also in aerospace and design. Persico takes advantage of the latest technologies to give its customers a competitive edge in the automotive industry.

When we arrived, Mr. Ghilardi, General Affairs Manager, showed us the different areas of the factory.

Then we met Valentina Renzetti, Project Manager, who gave us an interesting presentation in English about their internationalisation and the relationship with other countries. Persico SpA deals with all the world and this makes it one of Bergamo's global excellences!

MARTINELLI GINETTO SpA

Martinelli Ginetto SpA is a manufacturing and textile factory whose mission is to create valuable and unique textile articles. Since 1947 in their first site in Casnigo (Bg), its entrepreneurship has been based on technical expertise and on the ability to innovate products in every field.

Then, for Martinelli Ginetto it is really relevant to take part in fairs and big events around the world. In this way foreign countries have the possibility to discover and appreciate the high quality of their products and Bergamo expertise.

The firm has an online e-store and through it they can keep in contact with all its customers in the world and make quick and smart deliveries.

Firstly, Daniela Balduzzi, Human Resources Manager, introduced us to the factory and gave us a short presentation of the management of the firm, what they produce and for which customers they work.

Then we were divided into two groups, we visited warehouses and offices, led by two technicians. There we could see the spinning, weaving, digital printing and the quality control: it was really educational!

At the end we went back to the meeting room where we found a gorgeous surprise: pastries, snacks and two placemats for everyone as a company gift!

It has been remarkable to experience all this, because we could find out lots of new information about the labour market and the internationalisation of our products in the whole world.

We had been very impressed discovering that also companies in our territory are so big commercial powers abroad. Could you have imagined that Martinelli Ginetto works for the Royal families in England and Spain and Persico produces parts of sailing ships for the famous Prada logo?

We also learnt things about the labour market and how to enter it. For instance, we can't expect to deal with a Japanese or an American using Italian ways: we must adapt our work habits to those of the other countries if we want to cooperate at best. Moreover, to know foreign languages and different cultures is the cornerstone to having an effective relationship with other countries.

We had a very positive involvement and we hope that these companies will be successful in Bergamo and abroad in the future more than they already are.