

# Innovating power transmission solutions for over 60 years

*In the European Power Transmission industry, Mondial S.p.A. of Italy is a familiar name. Since its foundation in October 1946, Mondial has been a synonym for quality and setting new standards in providing custom made solutions to the industry. In 2006, the ambitious group celebrated its 60th anniversary at its headquarters in Milan.*

"Today, Mondial is a well respected and trusted name in the Power Transmission and Motion Control industry. For over 60 years, we have delivered reliable and performance-driven products and solutions to our customers. And it is our long-lasting relationship and trust with our customers and our suppliers that defines the quality and level of our success. But above all, it is also the hard work and dedication of my people that has kept us in the market leading position for over six decades" explains Marino Bandelli, the Chief Executive Officer.

Mondial's Vice General Manager, Mr. Roberto Cugnaschi, currently also the President of EPT-DA, recently spoke with us and shared some insights into the group's history, vision and strategies in becoming the market leader of power transmission products distribution.

**Mondial has helped the world to move for over 60 years. Please tell us a little more about Mondial's journey to becoming one of the major players in Italy?**

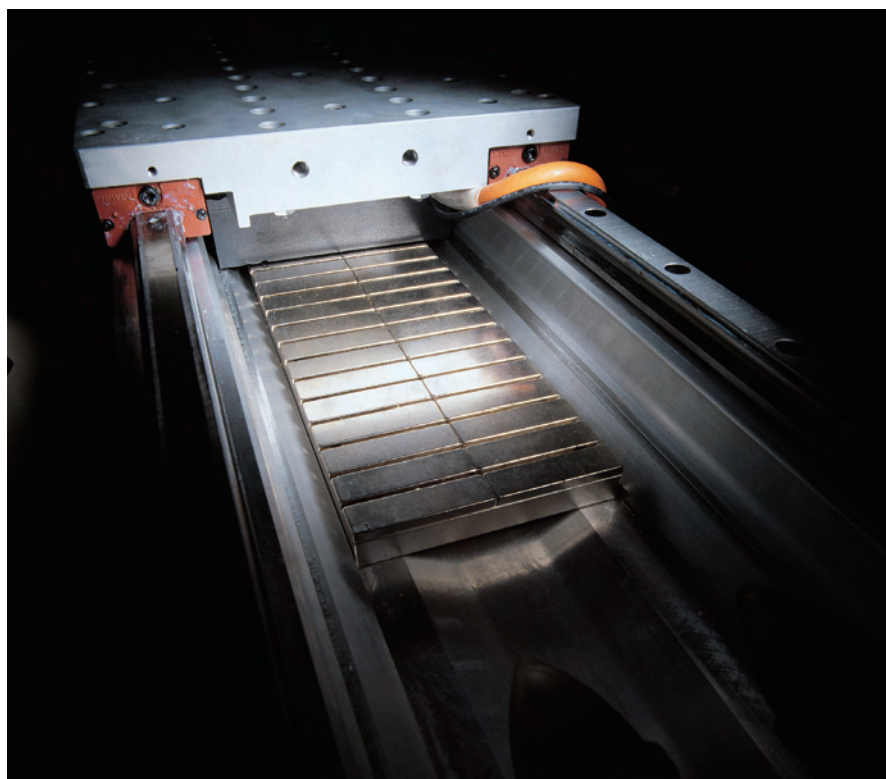


**Roberto Cugnaschi:** Thank you for the compliment. We are indeed very proud of the achievements and respect that Mondial enjoys in the market today. Mondial is a company committed to innovation and invention. Since the very beginning, our company recognized the importance of ever changing equations of the modern market place and the need to develop our product and service offers to support this evolution.

Our journey to success has been a challenging and inspirational one, and thanks to a very solid technical and sales team and wide range of product solutions, Mondial is today one of the most respected names in our industry.

**What makes Mondial different from its peers?**

**Roberto:** First and foremost, over 60 years of tradition and track record of delivering quality products and custom made solutions, and our knowledge and ability to identify the ever changing needs of our customers. In addition, we have a robust direct sales organization with skilled and dynamic people who believe in building long lasting relationships rather than merely signing a one-off sales contract. Our sales organization now consists of over 150 employees striving to promote and distribute our products and solutions. This relationship is further sustained through our very competent technical assistance and an internal engineering department which provides solutions to the most demanding applications. Our highly



efficient IT tools and strict quality procedures, certified by UNI EN ISO 9001-2000, are some of the factors that we take great pride in and what makes us one of the trusted names in our industry.

We believe in building partnerships and leaving a footprint of quality products and valuable solutions... on everyone associated with our business. And that includes our customers, our employees, our suppliers, our partners and associates.

**Mondial is the parent company of several other entities. Could you tell us more about your subsidiaries?**

**Roberto:** Our group embraces three other names associated with quality and tradition – UNITEC, TMT and SITME.

Established in early 80s, located in Piacenza, UNITEC is a manufacturing company devoted to the development of special customized cylindrical roller bearings. In 1996, the company qualified for the prestigious ISO 9001 certification and in 2005 implemented the ISO 14001/2004 Environmental Management System.



TMT is located in Milan and has more than 15 years of experience in the Linear System industry, making it one of the most functional product lines in the market. Mondial's Global Sales Organization promotes the TMT products, while the orders and deliveries are carried out by TMT in a fully independent way. In 1999, TMT also qualified for the ISO 9001 certification.

SITME, since its foundation in 1976, is the market leader in distributing a wide range of innovative technical and mechanical items.

**Which other organizations is Mondial associated with?**

**Roberto:** We are very proud to be associated with the European Power Transmission Dis-

tributors Association (EPTDA), as Mondial was one of the founding members of this association. EPTDA is almost 10 years old and has become a very reputed and credible body in our industry and Mondial is exceptionally proud to be associated with it.

In addition, we have strong ties with the AS-SIOT – the Italian Association of Gears and Transmission Elements Manufacturers and obviously the ISO Quality Certification.

**You are now serving as the President of European Power Transmission Distributors Association. What does it mean to lead an organization like EPTDA? What is your vision?**

**Roberto:** It is a true privilege to head an organization like EPTDA. It is now the leading organization in European Power Transmission and Motion Control and a great platform for distributors and manufacturers from all around the world to meet and develop new ideas and initiatives. The association represents approximately 200 member companies mainly from Europe and United States, and other worldwide leaders in manufacturing and distribution.

EPTDA has done some great work recently in terms of raising awareness in key markets and increasing membership. Through tangible benefits like valuable networking platform, industry benchmarking analysis, trend data, monitoring, etc. we have been able to sustain our loyal members and attract new ones. Our Annual Conventions are one of the most prominent events in Europe, and we have also recently teamed up with Thomas Industrial Media to launch this publication, the first Pan-European media in the PT/MC industry.

I am particularly proud and excited about our recent partnership with UNICEF, where EPTDA has signed a corporate agreement to support UNICEF's "Schools for Africa" project. This is yet another step for us towards becoming a responsible and ethically committed organization. We want to work for the well being of our community and preserving of our natural resources. The partnership with UNICEF sets stage for our ethical policies which is to be launched soon.

EPTDA is an organization truly dedicated to the development of the PT/MC industry, its products and services, and opening up all channels of communication. We have al-

ready achieved a lot in just 10 years of our existence and are committed to continuing building meaningful partnerships and platforms for the betterment of our industry and our members.

**What are the biggest challenges that EPTDA and the PT/MC industry will be facing in the future?**

**Roberto:** Ongoing consolidation, mergers & acquisitions, and increased competition from fast developing markets like India and China, remains a concern for our industry. However I do believe that this actually opens new gateways for our member companies. We have an opportunity to make a difference by being different. Through stringent quality controls and common values, like ethical and green policies, commitment to UNICEF, and sustaining our trusted network of partnerships and memberships, and continuing to do the usual good work that we are doing, we will be able to overcome these challenges and continue to grow our membership and promote our benefits.

**What role will EPTDA play in the future development of this industry?**

**Roberto:** EPTDA will become an essential hub of all communication exchange in the PT/MC industry on a pan-European level. It will also become the most trusted place to meet and communicate ideas for the future. Through our ethical standards, we will continue to foster our values and create meaningful platforms for European companies to drive the future of our industry. This is where all great ideas will be born and materialized.

**Before we end... what is Mondial's vision and strategies for the future?**

**Roberto:** Looking ahead, we may foresee some shadows and threats but also a great number of opportunities. We have to keep an open mind and invest time, knowledge and resources to build up and consolidate the reputation to create value for our suppliers and customers.

Our challenge is to spread this culture into our team and sustain a working environment that motivates and stimulates people, to keep it enjoyable, and to develop good growth potential for our company and our personal lives.