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GALLINEA'S NEW LINE OF LUXURY HIGH-TECH NAUTICAL ACCESSORIES



People in the industry say **Gallinea** is a must when it comes to nautical accessories. This company, located in Palazzolo in the province of Brescia, produces windscreen wipers, fans and electronic parts. It can justly claim to offer excellence: "We confidently believe that we produce the typical "Made in Italy" product, i.e. a reliable solution that gives maximum attention to design and shows minute attention to detail." Its influence can be felt, on windscreen wipers and other things.

We should especially mention the "iBoat" project, which is beginning to make a name for itself. The iBoat

brand (standing for "Innovation for boat") was created to bring new high-tech, high lifestyle content products to the nautical sector. Today's boat owners are looking for more and more exclusive products with a strong emotional impact: new technology has thrust its way into our lives and our boats. With this new product line Gallinea aims to provide an up-to-date answer to these needs.

As far as our core product is concerned, i.e. windscreen wipers, the company believes it has "used technology and aesthetics to make a genuine advance on previous solutions". Especially now, thanks to the new "D-Namyc" range, Gallinea is ready to offer a further product development, also in terms of environment friendliness.

Gallinea's nautical windscreen wipers have evolved naturally out of already existing systems. This development was inevitable as the market demands an ever increasing range of arm lengths and greater customisation of wiping angles. To meet these needs the Italian company has developed new products by combining its experience of old systems with progressive improvement. Today it is able to offer our customers a wide range of solutions for every kind of application.

Gallinea fans are also the result of a thorough knowledge of the problems encountered in the nautical world. Every machine is developed by taking into consideration how it will actually be used in practice. How? By the use of sophisticated computing systems and a test bench on which the fans are seriously tested. In this way, the Italian company can provide its customers with machines, as well as advice on how to optimise engine room ventilation.

Gallinea's typical customers are boat builders, who are supervised directly by the sales department and a network of distributors. Great attention is paid to making sure that, in both cases, our customers' technical issues are managed by the company's technical department. Customer Service follows the customer in the after sales period, providing all the required guaranteed services, involving other departments where necessary. At the level of sales, the domestic market is covered partly by agents, while areas outside Italy are taken care of by a network of overseas distributors. 30% of the revenue of the company, whose annual turnover is about 3 million euro, comes

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from overseas. The chief export markets are the United Kingdom, Turkey, Germany, Holland, Spain and the United States.

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