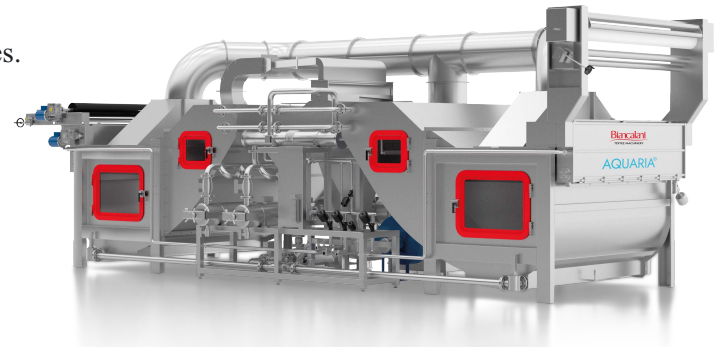
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Mr. Michele Gabarra.
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1] What are the strengths of your company?
At Biancalani we always considered customers our main strength: our goal is to offer the highest level of attention, at any stage, and build long-term and mutually beneficial relationships.
Having our origins as a "family company", at Biancalani we maintained a set of core values which are based on personal relations, mutual respect and trust. This is the approach we always have with all our stakeholders: customers, suppliers, collaborators and employees.

2] What are the reasons for the successful international position of your company?
What our customers often say about us is that they have been offered a partnership and not just a "product". Maybe this is one of the reasons. Surely, the constant investment in R&D, together with the important effort in localizing our resources providing qualified pre- and post-sales support in so many areas of the world, provided its contribution as well.

3] How International Textile Industry can benefit from your Textile Technology?
Biancalani is always offering new and innovative solutions. From entirely new processes (for instance, the AIRO® treatment, patented by Biancalani in the 80s, where fabric is softened mechanically through the speed of air), to new methods of performing certain treatments, which can offer a huge increase in quality of the final product together with a considerable saving in production costs. Just one example: the application to terry fabric of our AIRO®24 open-width continuous tumbler has become standard treatment.

4] Which Textile Technologies are likely to become more important in the future?
Fabric finishing has always been continuously developing and increasing in importance, and this trend is likely not changing at any time. The international community finally realized how important is to respect our environment, and the attention to sustainability in fabric finishing is becoming more relevant day by day. At Biancalani we are sure that technologies capable to deliver consistent results in an efficient and sustainable way (both environmentally and economically) will be the key to any future development.
We all want to leave something good to our offspring: this is the only planet we have, after all.

5] Which are the most promising Present and future markets?
Biancalani is actively present in all textile markets, and it is difficult to give one or the other a first place. Besides those countries which play an important role mainly for their dimension, some others are relevant because they are often characterizing new trends. What is particularly interesting, and what in Biancalani we consider really promising, are those markets which have already an important dimension and are always investing in new technologies, with capability to grow further in size and in diversification of products thanks to a blend of entrepreneurship and creativity. And India is surely among the most prominent and representative.