

**FasTech:** for 10 years specialists in technology and engineering services in the petrochemical world. Positive the budget in 2012.

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# Facing the crisis. And it works.

*Excellent growth prospects for 2013 thanks to internationalization, training and research.*

FasTech's budget in 2012 ended positively with an increase in the customer base and estimates for 2013 are very encouraging. Despite the not optimal economic situation in Europe and Italy, using an euphemism, is not in one of its periods of greatest expansion (Italian GDP ended in 2012 with a change of -2.4%, source: Istat ), FasTech is part of a group of Italian companies that have managed, however, to avoid being overwhelmed by the crisis focusing on two secret weapons: the internationalization and the technology.

The company, which is celebrating its 10th birthday, was born from the intuition of its founder and CEO Ing Luigi Torti. The "mission" is to play a role as a bridge for the transfer of technology, know-how and engineering services, particularly in the petrochemical industry, to countries with strong internal growth: the famous BRIC (Brazil, Russia, India, China) and other emerging countries. It should be emphasized that, just to those countries, many of the largest companies in the western world still observe an attitude of substantially closing the granting of technical knowledge.

"If the initial idea was that of a transfer of knowledge and services in one way from FasTech to the companies more open to innovation in those countries, in a short time the idea has changed" says Mr. Susa, the general manager of FasTech "We realized as the added value is the opportunity to collaborate with our customers to continuously improve our manufacturing processes of production".

Just for the interest in the petrochemical industry, the technological heart of the company is in Emilia (the technical and scientific offices are located in Ferrara, a city that has more to boost the development of polymeric materials thanks to the group of scientists of Prof. Natta), the business center and administrative offices, however, are located in Seregno (MB), where there is also the holding company Tecnopolimeri SpA, partner and stockholder of FasTech. Tecnopolimeri is a company that operates worldwide for over 25 years with a leading role in the trading of synthetic rubbers, plastics and petrochemical intermediates. Thanks to this partnership relationship FasTech has access to specific information about the market and future demands of potential customers.

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In recent years FasTech has invested mainly in two key areas: youth and scientific research. To prove that they are not only simple business slogan over the past year, Fastech has signed an agreement with the University of Ferrara with the aim to sponsor scientific research on issues of common interest. As regards, however, the chronological age of the employees “It ‘s important to invest on the training of young graduates with master or doctoral degree, who work with us” continues Susa “we believe that focusing on the best Italian graduates means to ensure, for the next twenty years at least, the most promising energy in the country, with a wealth of expertise, creativity and initiative. They work alongside people with decades of experience, carried out in major Italian and international petrochemical companies”.

These assumptions lead to results that give them reason, such as the last large order that FasTech has been awarded with the official signing in January 2012, that involved the design of a plant for the production of EPDM elastomer (used in multiple fields, including automotive, for the production of manufactured goods) and the granting of the license to Shaanxi Yanchang Petroleum Energy And Chemical Co famous Chinese petrochemical company.



*Ceremony for the signing of the contract with the Chinese petrochemical company Shaanxi Yanchang Petroleum Energy And Chemical Co.*



*Signing of the agreement with the University of Ferrara at the end of the conference “University and industry: possible synergies in the field of polymeric materials”.*