



**FONTANA PIETRO S.P.A.**



## **CHANGCHUN November 22<sup>nd</sup> 2003**

---

**CHINA**, the biggest country in the world  
**FAW**, the biggest car-company in China  
**FONTANA PIETRO SPA, ITALIAN COMPANY** in Calolziocorte (LC)

An agreement for the supply of engineering was sealed between FAW and FONTANA PIETRO Spa last November 22<sup>nd</sup> 2003 in Changchun, in presence of the most important Chinese Automotive authorities.

The Chinese biggest car-company puts into the care of FONTANA PIETRO Spa its own future, charging the Italian Company with one of the most ambitious industrial projects actually being on the market.

Subject of the contract: the feasibility study, the engineering, the coordination and the technical support for the production of tooling necessary to the realization of **SIX truck cabs**.

Not just a gramm of iron, but a huge volume of know-how (“decades of intellectual works indeed”), will travel in form of mathematics via cables from Calolziocorte to Changchun.

Intranet, Internet and video-conference devices will allow realizing the project just in time with people living more than 10,000 km far from us, involving thousands of Chinese in the construction of more than 1,200 dies.

In times of global crisis, a fact like this assumes a relevant meaning for the future of FONTANA PIETRO Spa, of its Collaborators and of the other Italian and foreign companies that will be involved in the project, as it reinforces an already existing relationship between FONTANA PIETRO Spa and the most important reality on the Chinese market.

In this sense we want to mention the project Jetta by FAW-VW dated 2002-2003, successfully realized in China thanks to the support of FONTANA PIETRO Spa in collaboration with VW and PORSCHE.

FONTANA PIETRO Spa has defeated even the Japanese competitors and has been chosen for its value and its Know-How, thanks to the capabilities and the professional reliability that have always characterized its operative and managerial staff.

Walter Fontana, President, Chairman and C.E.O of Fontana Pietro SpA wants to congratulate with ALL the Collaborators of the company for this success, sure that **“EVERYBODY FEELS THE PRIDE OF BEING FONTANA AND ITALIAN while I am signing the contract and the colours of the Italian flag wave beside the colours of the flag of the biggest country in the world”**; then he sends his greetings and a photograph.



**FONTANA PIETRO S.P.A.**



President, Chairman & C.E.O. Walter Fontana, supported by Dr. “Antonietta”, member of Fontana Pietro SpA Chinese staff, while signing the contract.

In the same picture: on top on the right, CdA Member Dr. Giovanni Tentori and, right in the middle, Fontana Pietro SpA Commercial Representative on the Chinese market Dr. Guo Dong.

Best regards.

**FONTANA PIETRO S.P.A.**

*Walter Fontana*

*President Chairman & C.E.O.*