

**MARKET PROFILE**  
Handbag with outer surface of Leather  
TO  
ITALY



**Bangladesh**

**June 2015**

# Market Profile

SMEs face difficulty in identifying potential and existing export market of a particular product. As a result, with comparative advantage in terms of raw materials or labor force, SMEs are unable to exploit these advantages by targeting a prospective foreign market. Market Analysis tools of International Trade Centre (ITC) help to identify export market opportunities. It provides data and information on international trade trends, national export performance, export markets and help to analyse market in depth. SME Foundation has taken an initiative to prepare product-wise market profile using Market Analysis Tools and Market Profile Template developed by ITC. The main objective of the project profile is to guide and help the SME entrepreneurs to analyse international market of their products.

This market profile provides data, information and analysis of a exportable product which includes HS code, production, consumption, world import and export, annual growth in value and quantity, demand and supply analysis, country trade performance, Time series analysis, graphical analysis, market screening, identify potential attractive market, competitor analysis, tariff advantage in potential markets, target market selection, PEST analysis, market access (Tariff and non-tariff measures), packaging & labeling regulations, price, distribution channels, promotion, buyer list and many other issues.

Although, the material included in this document is based on data/information gathered from various reliable sources; however, it may differ from case to case. As the data are dynamic, it is changing frequently. Further study and in some cases professional advice are required before taking any decision to act upon the information. The actual results may differ substantially from the presented information due to various factors. SME Foundation does not assume any liability for any financial or other loss resulting from this document.

The annual data in this market profile is based on COMTRADE, the world's largest trade database maintained by the United Nations Statistics Division, and monthly or quarterly data are collected by ITC from national custom offices or regional organizations. The market access data is directly retrieved from the Market Access Map application.

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## Executive Summary

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This market profile reviews the **Italy** market for **Handbags with outer surface of leather** and its future prospects for new suppliers entering the market. The purpose of this market profile is to guide possible new entrants into the **Handbags with outer surface of leather** market.

Italy is among the largest leather goods manufacturers in the world and is also popular for its high-quality leather products. The country exports the majority of its production to other countries. Many manufacturers of leather handbags are well known both nationally and internationally. The country is known for its fine and exquisite designs and styles in leather goods including handbags. Many local brands and manufacturers such as Bellezza are popular in the country for their exclusive leather handbag collections. The popularity of leather bags made in Italy helps in promoting both large and small Italian manufacturers, thereby influencing the market positively.

A total of 12,758 million US\$ of this products is imported and 13,302 million US\$ of this product is exported in the world in 2014.

The demand for **Handbags with outer surface of leather** has been increased. Annual growth of world import is increased by 16 % between 2010-14. Hong Kong, China, USA and France are the largest importer of this product.

Bangladesh already exports this product. Export earnings from spices was US\$ 13 million in 2014. Bangladesh is winning market share in the world market. Annual growth rate (in value) of Bangladesh was 18% in 2010-2014 while world average growth rate was 17%. The major importing countries are: Hong Kong, China, USA, France, Italy, UK, China, Germany, Japan and so on.

Italy, Hong Kong, China and USA are the attractive markets for the Handbags with outer surface of leather exported by Bangladesh. Among these countries, Italy has been selected as target market for this market profile for the following reasons:

- Italy is the 4th largest importing market of leather handbag commanding 18.7% share of world imports.
- Italy is the 2nd largest importer of this product from Bangladesh (14.2% share in Bangladesh's export) .
- Italy import has grown by 14% over the last 5 years in the world.
- Italy is a growing market for Bangladeshi leather Handbag over the last 5 years (51% growth in value).
- There is a prospect for market diversification of Bangladeshi leather goods in the Italy market (bubble graph).
- Tariff applied by Italy to Bangladesh is 0% (Preferential tariff for Least Developed Countries) for this product.

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## A. Product Description

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This market profile illustrates the Italy market for **Handbags with outer surface of leather** and is intended for the use of producers and exporters of **Handbags with outer surface of leather** in Bangladesh.

### **A.1 Definition and description of product and its application(s)**

The term "handbag" began appearing in the early 1900s. Initially, it was most often used to refer to men's hand-luggage. Women's accessory bags grew larger and more complex during that period, and the term was attached to the women's accessory. Handbags are used as fashion accessories as well as functional ones. Consequently, the market for handbags retailing at S\$1,000 and above has been growing quite rapidly in the past five years. A handbag, also purse, or pouch in American English, is a handled medium-to-large bag that is often fashionably designed, typically used by women, to hold personal items.

### **Product Groups:**

Clasp	a fastener (as a buckle or hook) that is used to hold two things together
Clutch bag, clutch	a woman's strapless purse that is carried in the hand
Container	any object that can be used to hold things (especially a large metal boxlike object of standardized dimensions that can be loaded from one form of transport to another)
Reticule	a woman's drawstring handbag; usually made of net or beading or brocade; used in 18th and 19th centuries
Shoulder bag	a large handbag that can be carried by a strap looped over the shoulder

### **HS code**

Specific codes to identify the product category are as follows:

HS (Harmonized System) Code<sup>1</sup>:

4-digit HS: 4202                      6-digit HS: 420221

### **A.2 Production**

#### **World production**

Annual Growth in 2010-2015 -2.2%(Global Handbag & Purse Manufacturing: Market Research Report)

26,580 Handbags manufacturing from 2,263 sources.

(<http://www.globalsources.com/manufacturers/Handbags.html>)

China alone produces more than 62% of the world total. Its regional neighbours India, Vietnam, Indonesia, Pakistan, and Thailand are also among the top 10 world producers, producing another 20% of the total.

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<sup>1</sup> HS Codes are internationally standardized names and numbers that classify traded products that are developed and maintained by the World Customs Organization (WCO). The WCO is an independent organization of 160 countries based in Brussels, Belgium. The HS system represents almost 98 percent of world trade, which includes 200 countries. [www.wcoomd.org](http://www.wcoomd.org)

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## B. Global Trade Overview

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### **B.1 World Trade characteristics for selected product**

#### **B.1.1 How much in total of this product is imported in the world in 2014?**

Value imported in 2014 (USD thousand)      12,758,748

#### **B.1.2 How much in total of this product is exported to the world in 2014?**

Value exported in 2014 (USD thousand)      13,302,012

#### **B.1.3 Have the world imports grown or declined in the last 5 years? Annual growth in value between 2010-2014 (%)**

➤ Annual growth in value between 2010-2014 is 16%.

#### **B.1.4 Is there a difference between the world's growth rate in value and world's growth rate in quantity?**

➤ N/A

#### **B.1.5 Approximately how many countries import and export the selected product?**

➤ Approximately 206 Countries import and 156 export of the product

### **B.2 World imports characteristics:**

#### **B.2.1 which countries are the 3 largest importers (in value in 2014) of the product?**

Ranking	Importers	Share in World Imports, %
1	Hong Kong, China	18.7
2	United States of America	13.1
3	France	8.8

#### **B.2.2 What share of world total imports do the 3 main importers make up together? 40.6%**

#### **B.2.3 Does this indicate that the world demand for this product is concentrated?**

NO

#### **B.2.4 Among the list of top 20 importers (in value) in 2014 is there country for which the trade balance (in value) is positive in 2014. Please account for the possible reasons that could explain this difference.**

➤ Name of the countries: France, Italy, China, Spain

➤ Reason: Exports > Imports

**B.3 World Exports characteristics:**

**B.3.1 Which countries are the 3 largest exporters (in value in 2014) of this product? What is the value of their exports?**

Ranking	Exporters	Share in World Exports, %
1	Italy	30.1
2	France	17.9
3	China	17.8

**B.3.2 What share of world total exports do the 3 main exporters make up together?**

65.8%

**B.3.3 Does this indicate that the world supply for this product is concentrated?**

Yes

## C. Country trade performance for your selected product

### C.1 Bangladesh's export performance for selected product in the world market

#### C.1.1 Does Bangladesh already export this product? YES

If yes, what is Bangladesh's ranking in world exports and world market share of this product in 2014?

Ranking: 29                      World Market Share: 0.1%

#### C.1.2 How much in total of this product is exported by Bangladesh to the?

13 million US\$  
Quantity: N/A

#### C.1.3 Is Bangladesh winning or losing market share in the world market?

- Bangladesh is winning market share in the world market. Annual growth rate (in value) of Bangladesh was 18% in 2010-2014 while world average growth rate was 17%.

#### C.1.4 Who are the three biggest importers for your product in 2014?

1. Germany    2. Italy    3. Japan

Importers	Trade Indicators												
	Exported value 2014 (USD thousand)	Trade balance 2014 (USD thousand)	Share in Bangladesh's exports (%)	Exported quantity 2014	Quantity unit	Unit value (USD/unit)	Exported growth in value between 2010-2014 (% , p.a.)	Exported growth in quantity between 2010-2014 (% , p.a.)	Exported growth in value between 2013-2014 (% , p.a.)	Ranking of partner countries in world imports	Share of partner countries in world imports (%)	Total import growth in value of partner countries between 2010-2014 (% , p.a.)	Tariff (estimated) faced by Bangladesh (%)
Total	13147	10539	100	0	No quantity		18		80		100	16	
Germany	5209	5209	39.6	135	Tons	38585	6	6	49	8	3.8	15	0
Italy	1871	1871	14.2	46	Tons	40674	51	68	88	4	5.8	14	0
Japan	1265	1265	9.6	21	Tons	60238	10	-1	50	9	3.7	8	0
Australia	963	963	7.3	27	Tons	35667	444		98	15	1.5	23	0
Hong Kong, China	564	550	4.3	28452	Units	20			1719	1	18.7	18	0
China	504	-2058	3.8	3	Tons	168000			1340	6	5.5	30	0
France	462	462	3.5	8	Tons	57750	90		71	3	8.8	17	0
Taipei, Chinese	412	412	3.1	2	Tons	206000	126	32	41	17	1.4	12	0
United States of America	398	394	3	8912	Units	45		69	1106	2	13.1	14	8.1
Switzerland	341	341	2.6	3	Tons	113667	135	32	-5	12	2	12	0



## C.2 Tariff faced by Bangladesh in the world

Geographical distribution for tariffs applied by all importing countries to **Bangladesh**

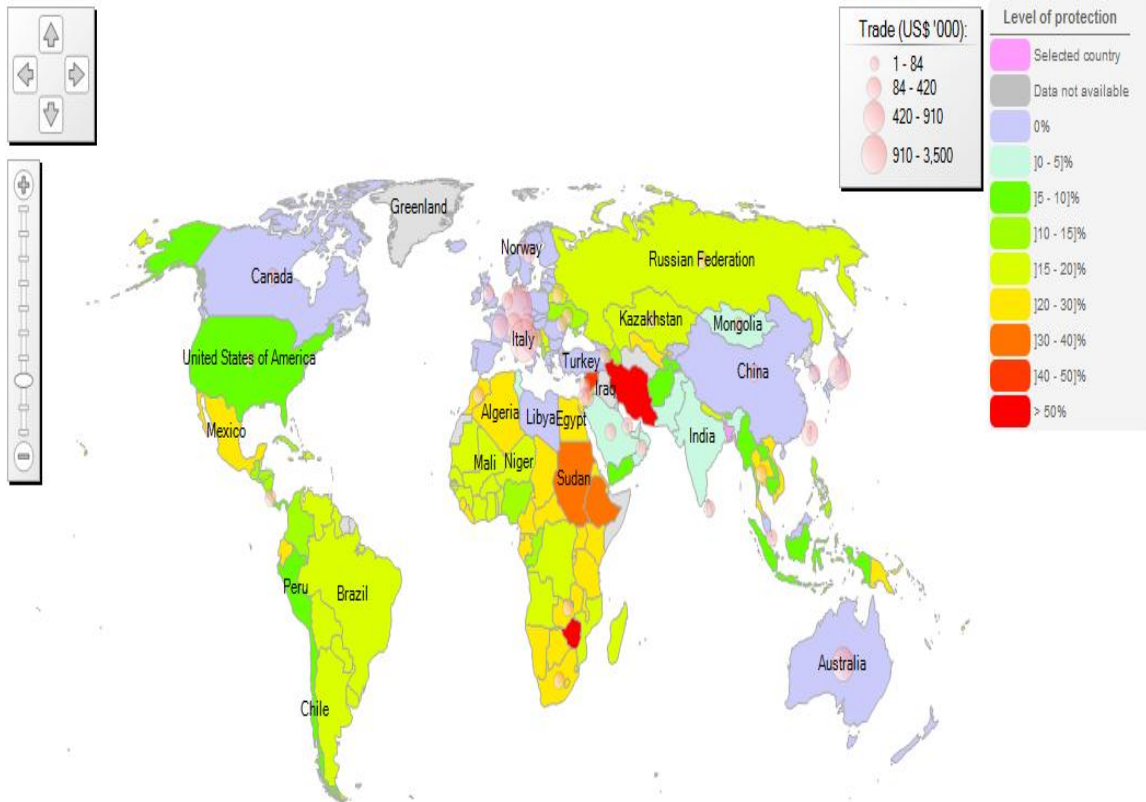
Product: 420221 - Handbags, whether or not with shoulder straps, incl. those without handles, with outer surface of leather, composition leather or patent leather

Trade year: 2013

Applied tariff data source: ITC (MAcMap) complemented by WTO (IDB)

Trade data source: ITC Normalized trade matrix

AVE Methodology: AVE based on the World Tariff Profile (WTP)



### C.3 Graphic Analysis

#### Time Series Data

List of importing markets for a product exported by Bangladesh i  
Product: 420221 Handbags with outer surface of leather

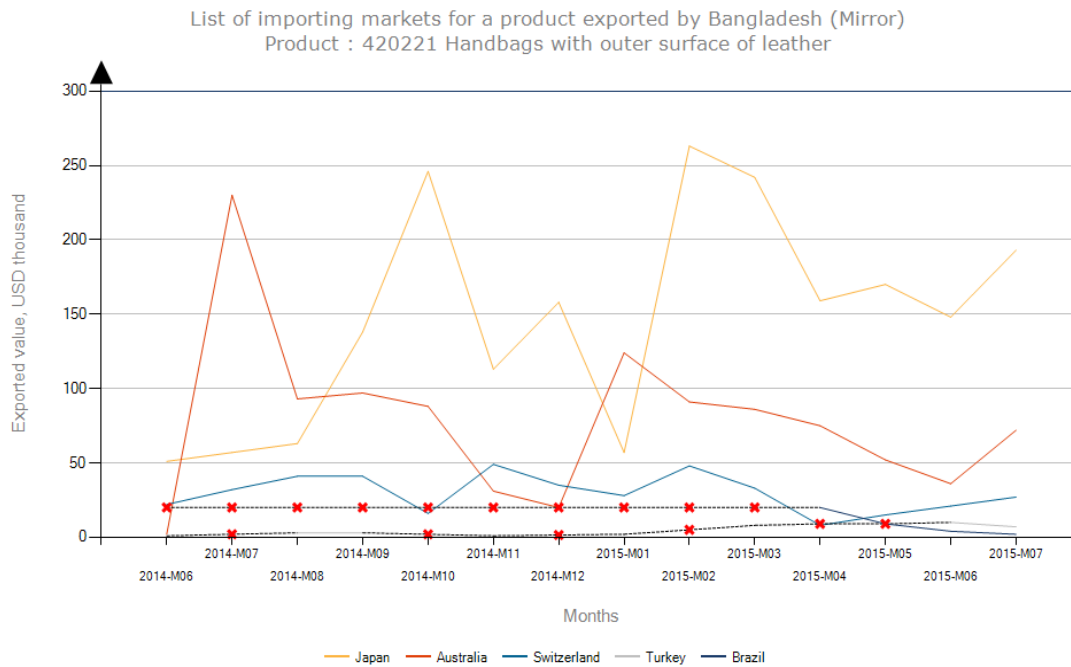
Unit: US Dollar thousand

Download

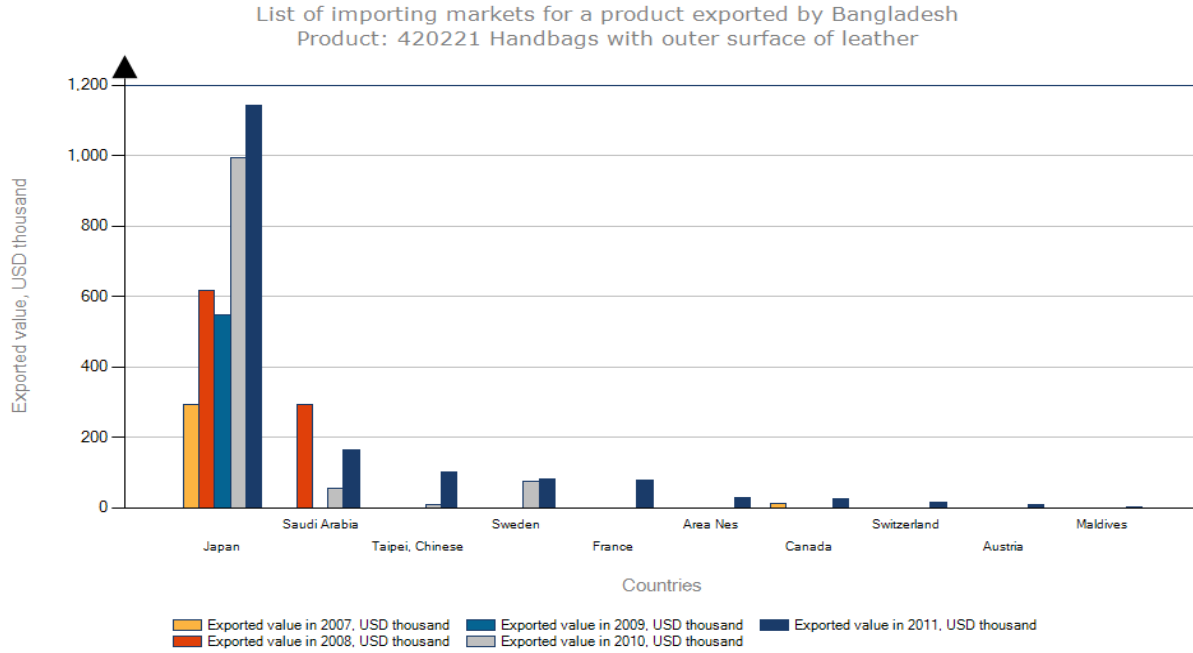
Time Period (number of columns): 5 per page Rows per page: Default (25 per page)

Bilateral & digits	Importers	Exported value in 2007	Exported value in 2008	Exported value in 2009	Exported value in 2010	Exported value in 2011
	World	1,268	1,102	552	1,486	1,649
<input type="checkbox"/>	<a href="#">Japan</a>	295	616	549	994	1,144
<input type="checkbox"/>	<a href="#">Saudi Arabia</a>	0	292	0	57	164
<input type="checkbox"/>	<a href="#">Taipei, Chinese</a>	0	0	0	10	103
<input type="checkbox"/>	<a href="#">Sweden</a>	0	0	0	76	81
<input type="checkbox"/>	<a href="#">France</a>	0	0	0	0	77

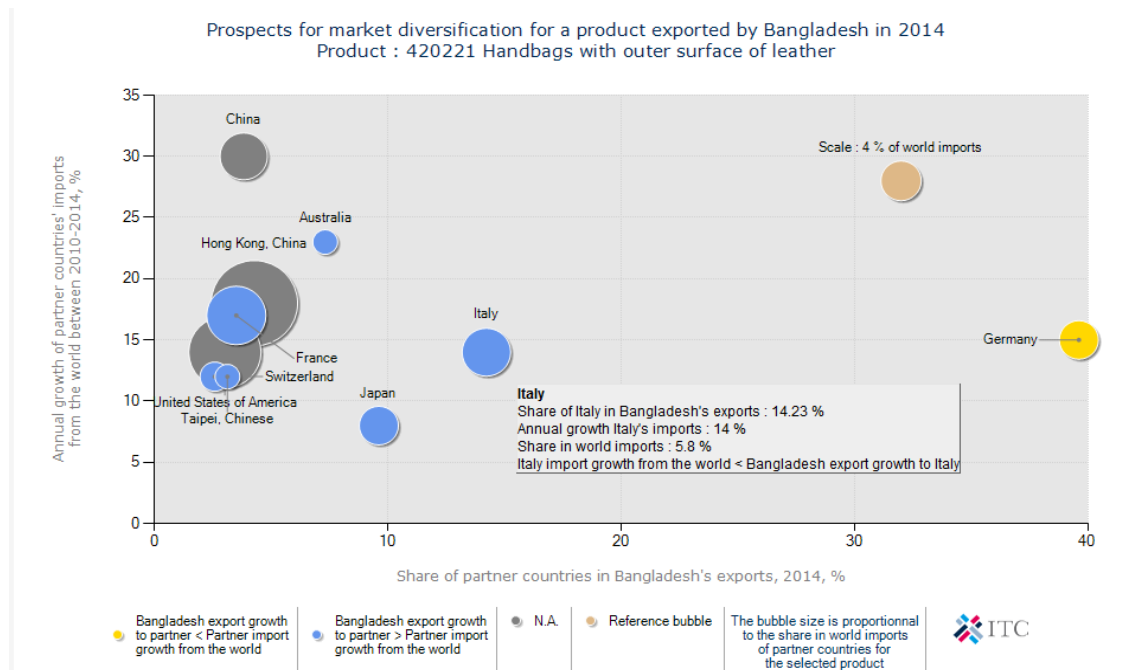
Graph: curve on exported value, Country:5, From Mo1-y2014 to Mo7-y2015



## Bar chart



## Bubble graph



Note: When Bangladesh export growth to partner < Partner import growth from the world  
That means Bangladesh is losing market share in partner countries

## D. Market screening

Which importing countries have the highest imported value in 2014? And what are their respective annual growth rates in value and in quantity between 2010 and 2014, share in world import and Average tariff?

SI	Importing country	Imported value in 2014 (millions USD)	Annual growth in value between 2010-2014, %"	Annual growth in quantity between 2010-2014, %"	Share in World Imports (%)	Average tariff (estimated) applied by the country (%)
1	Hong Kong, China	238	18	2	18.7	0
2	USA	1669	14	4	13.1	6
3	France	1126	17		8.8	0.7
4	Italy	740	14	-8	5.8	0.7
5	United Kingdom	713	14	1	5.6	0.7
6	China	707	30	31	5.5	17.5
7	Korea, Republic of	650	19	2	5.1	4.8
8	Germany	481	15	8	3.8	0.7
9	Japan	474	8	7	3.7	9.2
10	Singapore	429	18	52	3.4	0

Which countries would you consider as potential attractive markets for the leather handbag exported by Bangladesh?

1. Italy
2. Hong Kong, China
3. USA

## **D.1 Identify attractive potential markets**

### **D.1.1 Which are three attractive markets for exporting this product?**

	Target Country	Value Imported (million \$)	Unit Value (US\$/unit)	Annual Growth Rate in value 2010-14 (%)	Annual Growth Rate in quantity 2010-14 (%)	Share in World Imports (%)	Average tariff (estimated) applied by the country (%)
1	Italy	740	134,783	14	-8	5.8	0.7
2	Hong Kong, China	2381	65	18	4	18.7	0
3	USA	1669	58	14	-9	13.1	6

### **D.1.2 Who would be your main competitors in these countries and why?**

	Target Country	Your country's main competitor in target market	Market Share in 2014 (%)	Gaining or losing market shares
A	Italy	France Switzerland China	17.9% 0.9% 17.8%	Gaining by 23% Gaining by 3% Gaining by 15%
B	Hong Kong, China	China Italy France	17.8% 30.1% 17.9%	Gaining by 15% Gaining by 21% Gaining by 23%
C	USA	China Italy France	17.8% 30.1% 17.9%	Gaining by 15% Gaining by 21% Gaining by 23%

### **D.1.3 Identify the tariffs and tariff advantages in your potential markets?**

Identify the **tariffs** and **trade regimes** that Bangladesh faces in the three attractive markets identified in the last section (question B.3.1)

	Target Country	Trade Regimes	Tariffs applied
A	Italy	MFN duties (Applied) Preferential tariff for Least Developed Countries	3.00% 0%
B	Hong Kong, China	MFN duties (Applied)	0%
C	USA	42022130 - MFN duties (Applied) 42022160- MFN duties (Applied) 42022190- MFN duties (Applied)	5.30% 10.00% 9.00%

**Do you have tariff advantage advantages/disadvantages vis a vis your main competitors in the three target markets?**

	Target Country	Competitors	Tariffs faced by competitors average
A	Italy	France	0%
		Switzerland	0%
		China	0%
B	Hong Kong, China	China	0%
		Italy	0%
		France	0%
C	USA	China	5.30%, 10.00%, 9.00%
		Italy	
		France	

#### **D.2 Target Market Selection**

**Taking into consideration the trade patterns that you observed in the last section and the market access considerations that you just reviewed, which of these countries should you select as a target market for this Market Profile and why?**

Target market is: **Italy**

Comments:

- Italy is the 4th largest importing market of footwear commanding 18.7% share of world imports.
- Italy is the 2<sup>nd</sup> largest importer of this product from Bangladesh (14.2% share in Bangladesh's export) .
- Italy import has grown by 14% over the last 5 years in the world.
- Italy is a growing market for Bangladeshi leather Handbag over the last 5 years (51% growth in value).
- There is a prospect for market diversification of Bangladeshi footwear in the Italy market (bubble graph).
- Tariff applied by Italy to Bangladesh is 0% (Preferential tariff for Least Developed Countries) for this product.

## E. PEST Analysis

<b>POLITICAL</b>	<b>ECONOMIC</b>
<ul style="list-style-type: none"> <li>▪ From the political point of view Italy is an ideal country where to export this product. It has good international relationships,</li> <li>▪ There are no restrictions to the importation or the exportation of capitals and goods.</li> <li>▪ There is a stable political regime with a multi-party system, which can ensure the certainty of law and the respect of contractual rights.</li> <li>▪ Lawsuits tend to be lasting and expensive, and this could represent a risk in case of a contractual breach.</li>   <li>▪ Domestic demand is expected to gain momentum during 2014 as investments will turn round. The situation in Italy is such that almost 49%</li> </ul>	<ul style="list-style-type: none"> <li>▪ Italy is exiting recession and growth is projected to rise through 2014-15 as fiscal consolidation eases.</li> <li>▪ Debt-to-GDP ratio rising, fiscal tightening of at least as much as programmed is needed in 2014-15. Putting recent reforms into practice is essential to strengthen the still weak recovery.</li> <li>▪ Italian economy is based on services &amp; Industry. The per Capital GDP is \$30.200.</li> <li>▪ Cost and price pressures will stay weak.</li> </ul>
<b>SOCIAL</b>	<b>TECHNOLOGICAL</b>
<ul style="list-style-type: none"> <li>▪ Time spent volunteering also contributes to a healthy civil society. On average, people in Italy spend 2 minutes per day in volunteering activities</li> <li>▪ 84% of people who have completed primary education.</li> <li>▪ Actual Italian has a population of 58,147,733 inhabitants. The 98.4% of them are literates and the 66.4% of them are aged between 15-64 years. Italian have a strong culture of always being locatable and for this reasons they in average hold 1.25 mobile phones.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Italy has without doubt had a scientific golden age during the Renaissance</li>   <li>▪ Italy has been at the helm of scientific discoveries and innovations that have changed the world, be it with art or technology, the contributions in this field have been unlimited.</li>   <li>▪ Extremely well-built internet system in Italy</li> </ul>

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## F. People & Product

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- The handbags market in Italy in terms of revenue and volume to grow at a CAGR of -1.65 percent and -1.92 percent, respectively, over the period 2014-2019.
- In 2014, the handbags market in Italy was dominated by the totes segment. The declining economy has resulted in negative growth both in terms of revenue and volume for all product categories.
- The following Companies as the key players in Handbags Markets in Italy-2015-2019:  
Armani, Chanel, Dolce & Gabbana, Furla, Gucci,Prada, LVMH and Valentino.
- Vendors are continuously trying to innovate with their product offerings, in terms of design, color, shape and weight.
- Vendors use leather and microfibers to manufacture lightweight handbags.
- Market Trends:

Color	Design
Blue, Orange, green, brown, sported	<ul style="list-style-type: none"> <li>❖ Comfort, convenience, good utility and light weight .</li> <li>❖ Hobo bags, messenger bags, shoulder bags, totes and other carrying styles.</li> </ul>

Source: [http://www.researchandmarkets.com/research/mc326n/handbags\\_market](http://www.researchandmarkets.com/research/mc326n/handbags_market)

[http://www.researchandmarkets.com/research/mc326n/handbags\\_market](http://www.researchandmarkets.com/research/mc326n/handbags_market)



## G. Permission: Market Access

### G.1 Tariffs

#### Italy

	Market share	Tariff (estimated applied by Germany %)	Tariffs faced	Total ad valorem equivalent Tariff	Trade Regime	
Bangladesh	14.4	0	0	0%	Preferential tariff for Least Developed Countries	
<<Bangladesh's>> main competitors in target market	Market share	Tariff (estimated applied by Germany (%))	Tariffs faced by competitors	Total ad valorem equivalent Tariff	Trade Regime	Tariff advantage for Bangladesh (yes or no)
1. France	11.9	0	0	0%	European Union rate	
2. Switzerland	12.8	30.00%	30.00%	30.00%	MFN duties (Applied)	
3. China	1.9	10.00%	10.00%	10.00%	MFN duties (Applied)	

### G.2 Non-tariff measures

Technical barriers to trade

Important link: <http://exporthelp.europa.eu/thdapp/index.htm>

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## H. Packaging and Labelling Regulations

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### ***Packaging and labelling regulation in Italy***

Packaging	:	There are not many restrictions on packaging.
Languages Permitted on Packaging and Labelling Unit of Measurement	:	Italian and English. The metric system is used.
Mark of Origin "Made In"	:	It is obligatory.

### ***Labelling Requirements***

The expiry date must be shown on all perishable goods. The size and weight of the goods must also be specified.

In addition to the mandatory EU and other voluntary schemes, the use of national voluntary schemes for labeling and marking could be appreciated by local customers.

The use of an eco-label is determined by a strict evaluation of some criteria which are reviewed every three or five years. The cost of an authorisation for an eco-label will be between €300 and €1300. The difference depends on the type of test needed. After approval, there is an annual fee equal to 0.15% of the annual sales. There are plans to reduce the procedure and fees for eco-labels. Carbon emissions criteria could be included.

### ***Specific Regulations***

Extra information is necessary concerning the composition of textile products or batteries.

Example: Place of Origin: CN;GUA  
Gender: Women  
Brand Name: PAPARAZZI, free to emboss customers' own logo  
Material: PU  
Style: Tote Bag;2016 hot sale style tote bag  
Model Number: 4513

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## I. Price

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**Consumer prices:** Average prices of various types of footwear, €

Genuine leather bag Simple Style ladies cow leather bag	US \$35-60 / Piece ( FOB Price) 50 Pieces (Min. Order)
Genuine Leather famous brand name handbags	US \$35 - 55 / Piece 50 Piece/Pieces
Woman shoulder handbags, leather hobo bag	US \$20-35 / Piece ( FOB Price) 100 Pieces (Min. Order)
Unique shape design high quality <b>leather women handbag</b>	US \$25-60 / Piece ( FOB Price) 200 Pieces (Min. Order)
Genuine Leather Women Handbag Tote Bag	US \$59-89 / Piece ( FOB Price) 1 Piece (Min. Order)

Source: *Allibaba.com*

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## **J. Placement: Distribution Channels**

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- The distribution of Handbag in Italy is mainly carried out by specialised (retail) traders.
- Using agents, wholesalers and importers to access the Italy market.
- Agents are important either operating on a regional basis, or on an exclusive basis, but they tend to mainly deal with larger brand names.

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## K. Promotion

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### Trade Fairs

The main trade fair & Exhibition for the leather goods industry in Italy are:

- ❖ **MIPEL (Int'l Leather Goods Market): takes place in Milan, at Fiera Milano. Trade show is organized by Fiera Milano International.**

(<http://www.tofairs.com/expo.php?fair=101960>):

The Mipel is a leading bag show that witnesses an enormous collection of fashion bags, casual bags, party bags, contemporary bags, branded bags, designer bags and other varieties of bags. It is quite a well-known show for allowing the visitors to communicate virtually with the fair when it's display and provides huge resources to the exhibitors.

The exhibitors are also given a wonderful chance to communicate with new customers and showcase their latest collections and display to all the visitors.

- ❖ **Anteprima (Leather Fair ) takes place in Milan, Italy at Fiera Milano City.**

( <http://www.tofairs.com/expo.php?fair=101795>):

This event showcases products like small leather goods, handbags and briefcases, fashionable handbags, footwear, travelware, leather garments, fashion accessories and lifestyle products etc. in the Leather & Leather Products industry.

- ❖ **Lineapelle is a 3 day event being held at the FIERAMILANO RHO in Rho, Italy.:**

This event showcases product from Industrial Products, Leather & Leather Products, Lifestyle & Fashion industries.

Important fair link: <http://www.aefi.it/Aefi/site/en/index>

### Trade associations

National Association of Italian Manufacturers of Footwear, Leather Goods, Tanning Machines and Accessories

P.O. Box 73 PTB, Via Matteotti 4/A

27029 Vigevano ( PV) – Italy

ph. +39 0381 78 883

info@assomac.it

www.assomac.it

Association Link: <http://www.italtrade.com/countries/links/links31.htm>

## L. Potential Prospects

Company name	City in ITALY	Website
ABC, Srl (Accessories Bags and Cosmetics)	SESTO FIORENTINO (FI)	
APICELLA LUIGI & FIGLI, Srl (Div. Wts)	SALERNO (SA)	<a href="http://www.wtsolutions.eu">http://www.wtsolutions.eu</a>
BOMBELLI GIANCARLO, SpA	PARABIAGO (MI)	<a href="http://www.bombelli-spa.com">http://www.bombelli-spa.com</a>
BULGARI ITALIA, SpA	NAPOLI (NA)	<a href="http://www.bulgari.com">http://www.bulgari.com</a>
COMPAGNIA DEL VIAGGIO, Srl	SESTO FIORENTINO (FI)	<a href="http://www.compagniadelveiaggio.it">http://www.compagniadelveiaggio.it</a>
CORIEUX, Srl	MESTRINO (PD)	<a href="http://www.corieux.it">http://www.corieux.it</a>
GIUSEPPE GODINA, Srl	TRIESTE (TS)	<a href="http://www.godina.it">http://www.godina.it</a>
JPEL, Srl	TORTORETO (TE)	<a href="http://www.lcredi.com">http://www.lcredi.com</a>
LEAM, SpA	ROMA (RM)	<a href="http://www.lead.com">http://www.lead.com</a>
LUXURY GOODS OUTLET, Srl	FIRENZE (FI)	<a href="http://www.gucci.com">http://www.gucci.com</a>
MEDFORD COWELL ITALIA, Srl	SCANDICCI (FI)	<a href="http://www.medfordcowell.com">http://www.medfordcowell.com</a>
NBL VITOLO, Srl	ROMA (RM)	<a href="http://www.nblvitolo.com">http://www.nblvitolo.com</a>
NINO PATANIA, Srl	PALERMO (PA)	<a href="http://www.patania.it">http://www.patania.it</a>
OLIVIERO ABBIGLIAMENTO, Srl	MISANO ADRIATICO (RN)	<a href="http://www.oliviero.it">http://www.oliviero.it</a>
PELLETTERIE KATIA, Srl	AREZZO (AR)	<a href="http://www.pelletteriekatia.it">http://www.pelletteriekatia.it</a>
SPACE 2000, SpA	BALDISSERO CANAVESE (TO)	<a href="http://www.bombboogie.com">http://www.bombboogie.com</a>
STAFF INTERNATIONAL, SpA	NOVENTA VICENTINA (VI)	<a href="http://www.staffinternational.com">http://www.staffinternational.com</a>
STILEMA, Srl	MILANO (MI)	<a href="http://www.stilema.com">http://www.stilema.com</a>
TONY, Srl	MAGENTA (MI)	<a href="http://www.tonyboutique.com">http://www.tonyboutique.com</a>