



ASCOMUT
ASSOCIAZIONE ITALIANA
MACCHINE TECNOLOGIE E UTENSILI

ADDED VALUE FOR BUSINESSES

OUR STRENGTHS

Decades of experience, professionalism and ability to respond to the needs of companies make ASCOMUT an essential point of reference among business associations in Italy.



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ABOUT US

Scope

Founded in 1946, ASCOMUT is the National Association of Companies operating in the import or distribution sector in Italy

Sectors

Machine tools, tools, workshop equipment, auxiliary equipment and accessories, measuring and control instruments, chemicals for production and maintenance

Members

105 member companies – subsidiaries of foreign companies, exclusive distributors, independent multi-brand importers

Brands

Almost 400 globally renowned brands represented exclusively in Italy



PARTNERSHIPS



The largest Italian business Confederation in the service sector



The European Committee of Importers and Distributors of Machinery, Tools and Technology, representing 13 countries



The certification body for service sector companies



OUR SERVICES

REPRESENTING

▶ INSTITUTIONAL RELATIONS

ASCOMUT is the 'voice' of member companies in their dealings with the public administration, national and EU authorities, and other business and trade union organisations.

▶ TRADE EXHIBITIONS

For 19 years, Ascomut has been organising the ASCOMUT Village at MECSPE Bologna, as part of the "Machine Tools" pavilions. A large exhibition area hosts the stands of member companies and offers a complete overview of the products and services available in the world of machine tools, tools and measuring and control instruments. Members are offered special conditions for participation.



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OUR SERVICES

CONSULTING

► BUSINESS SUPPORT

ASCOMUT assists and advises member companies in all aspects of business activity, providing targeted consulting services in the areas of law, taxation, trade unions, foreign trade, environment and safety, social security and welfare.

► MEMBER BENEFITS

Access to services useful for business activities at favourable terms, thanks to the **Convenzioni** (agreements) signed by Confcommercio Imprese per l'Italia Milano, Lodi, Monza and Brianza, and by Confcommercio Imprese per l'Italia.

► CONTRACTS

Ascomut standard agency contract, a useful format for drafting contracts with the sales network.



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OUR SERVICES

INFORMING

▶ **ASCOMUT ECONOMIC OBSERVATORY** on the machine tool and tooling market (by Format Research)
Quarterly report

- **ECONOMIC ANALYSIS AND FORECAST FOR DEMAND-SIDE COMPANIES AND DISTRIBUTION COMPANIES**
- **IN-DEPTH ANALYSIS OF INVESTMENT DRIVERS OF DEMAND**
Focus on topics of interest for the industry, conducted through in-depth interviews with companies both on the demand and distribution side.



- **ANNUAL ANALYSIS OF THE STRUCTURE AND PERFORMANCE OF COMPANIES**
Data analysis aiming at enabling forecasts about the development of the industry, in terms of growth and investment demand.



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OUR SERVICES

INFORMING

▶ OTHER STATISTICAL REPORTS

- Quarterly analysis of trends ('sentiment') in the Italian market
- Reports on the European machine tool market (by CELIMO)

▶ COMMUNICATING WITH MEMBER COMPANIES

- www.ascomut.it
- Monthly newsletter «Ascomut Informa»
- LinkedIn page



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OUR SERVICES

TRAINING

► WEBINARS AND WORKSHOPS

Training on key topics of interest to companies in the sector, such as national and EU regulations, safety, environmental protection, foreign trade, contracts, and employment contract regulations. Workshops on soft skills such as teamwork, leadership, time management, problem solving.



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IL MERCATO ITALIANO
DELLA MACCHINA UTENSILE
E DELL'UTENSILERIA

WEB MEETING



ASCOMUT
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IN SHORT...
... WE GIVE VALUE
TO
OUR MEMBER
COMPANIES!

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