



Fiorenzo BUSSO

Nationality: Italian

Education: 1967, Degree in Mechanical Engineering, Specialization in "Car Manufacturing"

Languages: English, fluent

**Last
Compensation:**

Professional experience

2007 – 2007

**ITCA
CEO**

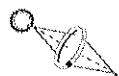
From January 1st till December end – Engagement for restructuring and integration Management of Itca Group, bought by Fiat Group Automobiles at April 2007, inside of Fiat Group itself. Itca produces car body in white for Maserati and Ferrari, and stamping and welding of sub groups and bodies in composites for all Fiat – Lancia – Alfa Romeo – Iveco products. 5 plants, 1.100 people – 300 mil. € sales. He reports to Mr. Pistone – President.

2004 – 2006

**OMB GROUP
Managing Director**

Engaged on a 1,5 years contract, for the turn around of the Group

- Products: compactors for waste collection
- Consolidated sales: 150 mil. €
- People: from 700 to 560
- Legal Entities: from 52 to 30
- Profit centers: 6
- Plants: from 5 to 4, in 3 countries: Italy – France – Nederland
- Trading Companies with technical assistance: 4, in Spain – UK – South America – Caribe
- Income Before Taxes – IBT – consolidated through years:
 - 2003 (15,3) mil. €
 - 2004 (11,3) mil. €
 - 2005 2,1 mil. €, see case description on EIM newsletter
 - 2006 January: sold the majority of OMB Group (60%), through a capital increase, to a Swiss Company



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- 2000 – 2004
2003-2004
- SAIAG GROUP**
Responsible Merger & Acquisition and Business Globalization
In charge of Mergers & Acquisitions and Business Globalization for the Group. Current business relationship with Saiag: due to 42 years of contribution seniority, went in retirement and engaged by Saiag as a professional
- 2000-2003
- Managing Director, Comital**
- 5 legal entities; 9 operations;
 - Trading offices in Germany, France, USA;
 - 380 mil. \$ of sales; people: 800;
 - Two sub-groups: Business Area Distribution and Business Area Foil Production
- 1997 – 2000
- DANA CORPORATION**
General Manager of Spicer Off Highway Axle Division and Managing Director Dana Italia
- General Manager of Spicer Off Highway Axle Division and Managing Director of Dana Italia SpA
 - In charge of industrial axles business in Italy
 - Turn over of 200 mil. \$
 - People: 900, 5 plants
 - Production: axles and hydrostatic transmission for off-highway machines
- 1993 – 1997
1995-1997
- CLARK-HURTH COMPONENTS**
Managing Director of Clark-Hurth Components Europe (part of CHC-WW, a division of Ingersoll Rand Group)
- In charge of two companies (Belgium and Italy)
 - Annual turn over of 260 mil. \$
 - Personnel: 1.300, 4 plants
 - Production: axles, transaxles, transmissions and electronic controls for off-highway machines
- 1993-1995
- Managing Director of CHC**
- One company, 3 plants
 - Annual turn over of 120 mil. \$
 - Personnel: 700
 - Production: axles and gear boxes for off-highway machines
- 1987 – 1992
1990-1992
- GRUPPO ELECTROLUX**
Managing Director (with responsibility on Marketing and Sales) of FHP Motors (Germany)
- 1989
1987-1988
- President, Electrolux Components Motor Group**
Director of Compressors Category and General Manager of Verdichter OE (Austria)



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- 1977 – 1987
1986-1987
- ITT GROUP**
Director of New Products and Development, ITT North American Automotive Operations (USA)
Thirty-six (36) plants – 850 mil. \$ in sales
Responsible for the creation of two new and complete operations groups:
- Car Seating Systems
 - Integral Door Systems
- 1985-1986
- Director of New Products Development, ITT Hancock Industries Group (USA)**
Production of automotive Components: Power Seat Tracks, Power Recliners, Harnesses, Switches, Window Regulators, Door Hinges, Body Trims, Wheel Covers
- 1980-1985
- General Manager of Fispal/Ulma Division**
Production of Automotive Components: Fuel and Vacuum Pumps; Air, Oil and Fuel Filters; Body Trims; Window Regulators
- 1977-1980
- Director of R, D & D & E of ITT Italian Automotive Operations**
Production of Automotive Components: Fuel and Vacuum Pumps; Air, Oil and Fuel Filters; Body Trims; Window Regulators; McPherson Struts; Shock Absorbers; Mufflers
- 1968 – 1977
1973-1977
- ALFA ROMEO GROUP**
Manager of Industrial Engineering Departments, Alfa Sud Car Production
- Components Stamping
 - Car Body Welding
 - Painting
 - Engine Manufacturing
 - Car Assembly Lines
- 1968-1973
- Chief of Quality Control and R,E & E Departments, Spica**
Production of: Steering Boxes, Shock Absorbers, Fuel Injection Pumps, Water Pumps, Constant Velocity Joints, Spark Plugs



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COMMENTS

Plus

- Strong relevant business background (MD / CEO positions in a number of Industry here included White Goods).
- Strong strategic thinking and pragmatic/hands-on operational approach.
- Good leadership and entrepreneurship, coupled with experience in managing Board situations in medium sized companies.
- Positive market image as rationalizer / developer of mid-sized industrial companies.
- Good communication skills coupled with strong negotiation ones.
- He is currently leaving a corporate job (end of 2007). He wants to focus on Board memberships and less on operational projects.

Minus

- No major minus.