Savino Del Bene: a continuous growth

A small Florentine reality of the international transport sector has grown to transforming itself today into a great multinational, which has ended 2015 with a turnover of 1,280 million Euro and competes with the greatest players of logistics on a global level.

Savino Del Bene was born in the heart of Florence in the early 1900s. Until the Seventies, it was a small local trader; it had a few dozen employees and specialised in deliveries to the great department stores in the United States, which have their own offices purchased in the Tuscan capital.

A lot of water has since gone under the bridge and, today, Savino Del Bene has become the only Italian company to be ranked amongst the most important logistics traders in the world.

In the process of growth, despite numerous changes, some characteristics of Savino Del Bene have remained unchanged, solidly tying its old origins to more recent developments. Today, as then, some of the strengths of Savino Del Bene Group are: an identity strongly linked to “made in Italy” and an almost exclusively Italian management. There is also a positive vision of globalisation which has brought Savino Del Bene to follow its own clientele - even in further afield and difficult markets, and a decisional speed linked to a flexibility in responding, which, notwithstanding its exponential growth, the company has managed to maintain, avoiding falling into the bureaucratic traps of large organisations.

The President, Paolo Nocentini, who since July 2015 has controlled 77% of the company capital, represents the underlying thread of Savino Del Bene’s history. He joined the company at 16 years of age as an apprentice and, with time, he took on a company on the brink of bankruptcy and sent it in a new direction, dedicating himself to the development of a global network, which today now has 215 offices and more than 3,200 employees all over the world. Within the last year, new business premises have been opened, among the most significant are: L’Avana, Doha, Belo Horizonte, Managua, Iquique and Algeri.

As a result of the development of the network and its capacity to transform itself, following the needs of a very competitive sector in constant evolution. Savino Del Bene has become a world leader in the field of international deliveries of logistics: it supplies transport services combining different vectorial systems (via
sea, air and land) and offers customised logistics for deliveries and distribution to any type of commodity economics.

In 2015, following the appreciation of the dollar which has pushed Italian exports, the Savino Del Bene Group has moved 430,000 TEU via sea (+8% on 2014) and 57 million kilos via air (+10% on 2014) registering an increase of 43% of the gross operating margin and reaching an economic objective which was forecast for 2020.

Among Savino Del Bene’s strengths is the ability to create solid links with their clients for whom they provide tailor-made services, personalised according to specific needs, and have highly specialised staff. In this sense, next to the historic vertical markets which deal with deliveries and logistics of goods of the ‘made’ in Italy tradition (fashion, food & beverage, marble & tiles, machinery), Savino Del Bene has added new speciality sectors: fresh fruit & vegetables, pharma & healthcare, NGOs & institutions, oil & gas and cargo.

Beyond that, Savino Del Bene is strongly investing in research and innovation with the aim of developing new technologies to be able to guarantee a greater security of goods during the stages of transport and distribution. From this point of view, a fundamental role of the IT department of the Group is, which offers services designed to respond to different client needs to simplify the logistics process, minimising risks, costs and distribution times. Savino Del Bene looks to the future and continues its international growth, concentrating not only on the acquisition of other companies and brands, but also investing in people and ideas, because for a service company it is the abilities and skills of the people that make a difference.

Amongst other objectives is the increase in traffic in two of the Countries which are the driving power of the European Union, France and Germany, aiming at the consolidation of a more dynamic network.

The results of this reality are due mainly to the dedication and the passion, which the President devotes to the company.

This is asserted by an ancient quote, which is framed in Mr Nocentini’s office:

“No company, no matter how small it is, can have a beginning and end without these three things: that is without knowledge, without power,
without love and desiring,
(Anonymous - Florentine of 1300)

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