



ACEN Purpose - Mission

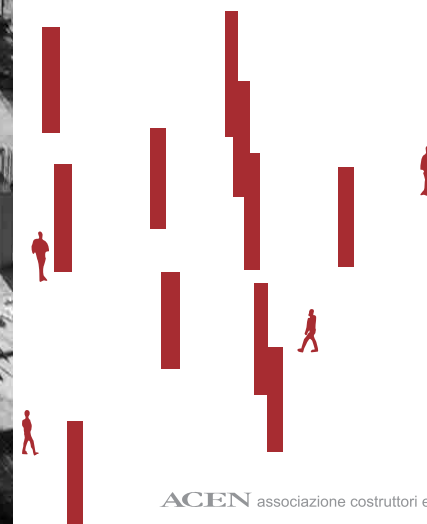
This brochure has a double purpose.

The first one is to support ACEN renewing commitment at a time of general and incisive changes, which are characterizing the building firms, their presence in the economic system, their role.

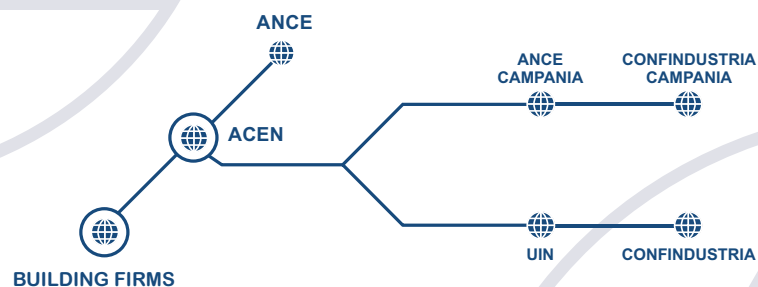
Such a process leads to radical changes towards a greater attention for the market and a significant propension to invest. ACEN intends to play a leading role in this process and to work so that such role be fulfilled, always keeping the target of an open and competitive market and of a consistent firm model in the great building sector.

To pursue such purpose, which is mainly focused on the growth and modernization of the neapolitan entrepreneurial building system, ACEN intends to kit itself with valid tools, by starting to assert its presence, and making it evident to all institutions, by presenting the reasons and purposes of its commitment. That is the meaning of this brochure.

The second purpose is to provide precise information about the organizational structure of the Association, its offices and their tasks to all the associates and to all enterprises that may be planning to join the Association.



ACEN and The Entrepreneurial Representation



ACEN

Association of Building
Contractors
of the Province of Naples

UIN

Manufacturers' Association
of the Province of Naples

ANCE CAMPANIA

Regional Center for Building
Contractors of Campania

CONFINDUSTRIA CAMPANIA

Regional Center for Italian
Manufacturers' Confederation
of Campania

ANCE

National Association
of Building
Contractors

CONFINDUSTRIA

Italian
Manufacturers' Confederation

ACEN Function and Commitment

ACEN started in 1946 as a voluntary non-profit Association of private enterprises, whose purposes were the protection of the building entrepreneurs, the development and improvement of the building industry, the professional qualification of the enterprises and their technological progress. ACEN first commitment is the representation of the building sector and its legitimate interests at the province level. ACEN has relations with local Institutions, Public Authorities and trade unions, with whom it stipulates provincial labour agreements and jointly manages the workers training bureau, the building fund, and the building yard safety bureau.

Particularly ACEN:

- provides its technical and specialized contribution to public projects for territorial planning and environmental protection, for implementation of disbursement plans on infrastructures, housing, urban reclamation and redevelopment.
- provides business assistance and advice to the associate enterprises.
- promotes the representation role of the building trade association and targets the creation of an open and competitive building market, which should be characterized by real competition among enterprises and by the respect of transparency and correctness rules.
- is the most representative organization of the province of Naples in the building sector, the strongest productive division which greatly contributes to worker employment and local gross domestic product.

ACEN is managed by entrepreneurs which are elected among its associates.



ACEN Targets and Purposes

The main topic of ACEN targets and purposes is the firm and generally shared belief that the building sector is the way to :

- Country modernization;
- competition growth among economical systems;
- morality progress.

Therefore, ACEN promotes the company education, encourages the investments and the entrepreneurial activity planning.

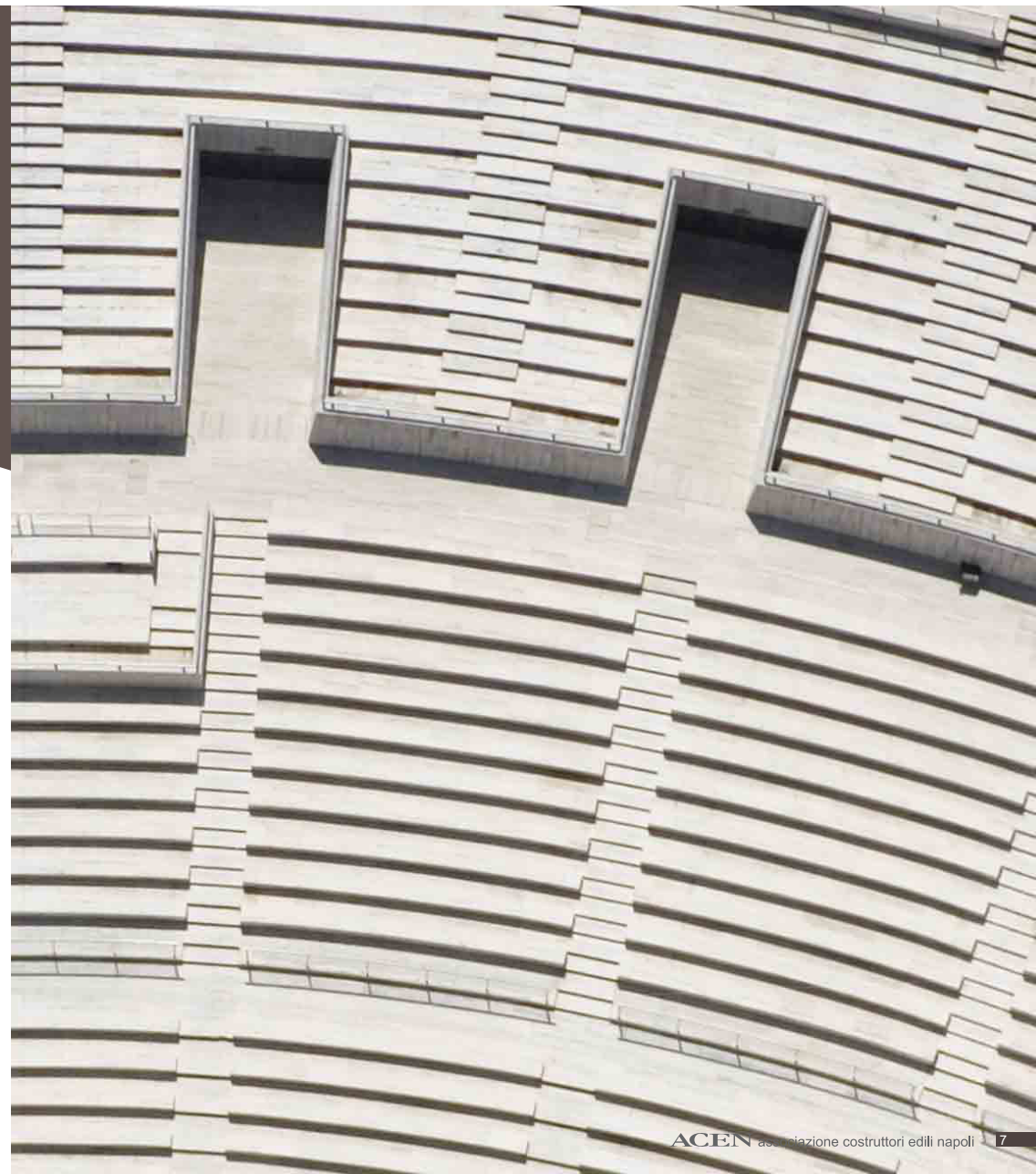
It protects the real enterprise and supports its effort to modernization.

It pursues the increase of the building market.

It promotes the industrial policy of the building sector.

Particularly ACEN is devoted to:

- a housing policy which should be based not only on the construction of new buildings but also on the recovery of the old ones and the suburbs redevelopment, through financial and fiscal support;
- the increase of infrastructures with the help of public expenditure and private capital to satisfy the expectations and needs of the economy and the society;
- a fair and realistic town planning which respects the environment and allows the right exploitation of the territory and the redevelopment of the fabric of the city;
- the development of relations with the unions able to stimulate the productivity of labour, to improve the workers' professionalism and their safety on the workplace.

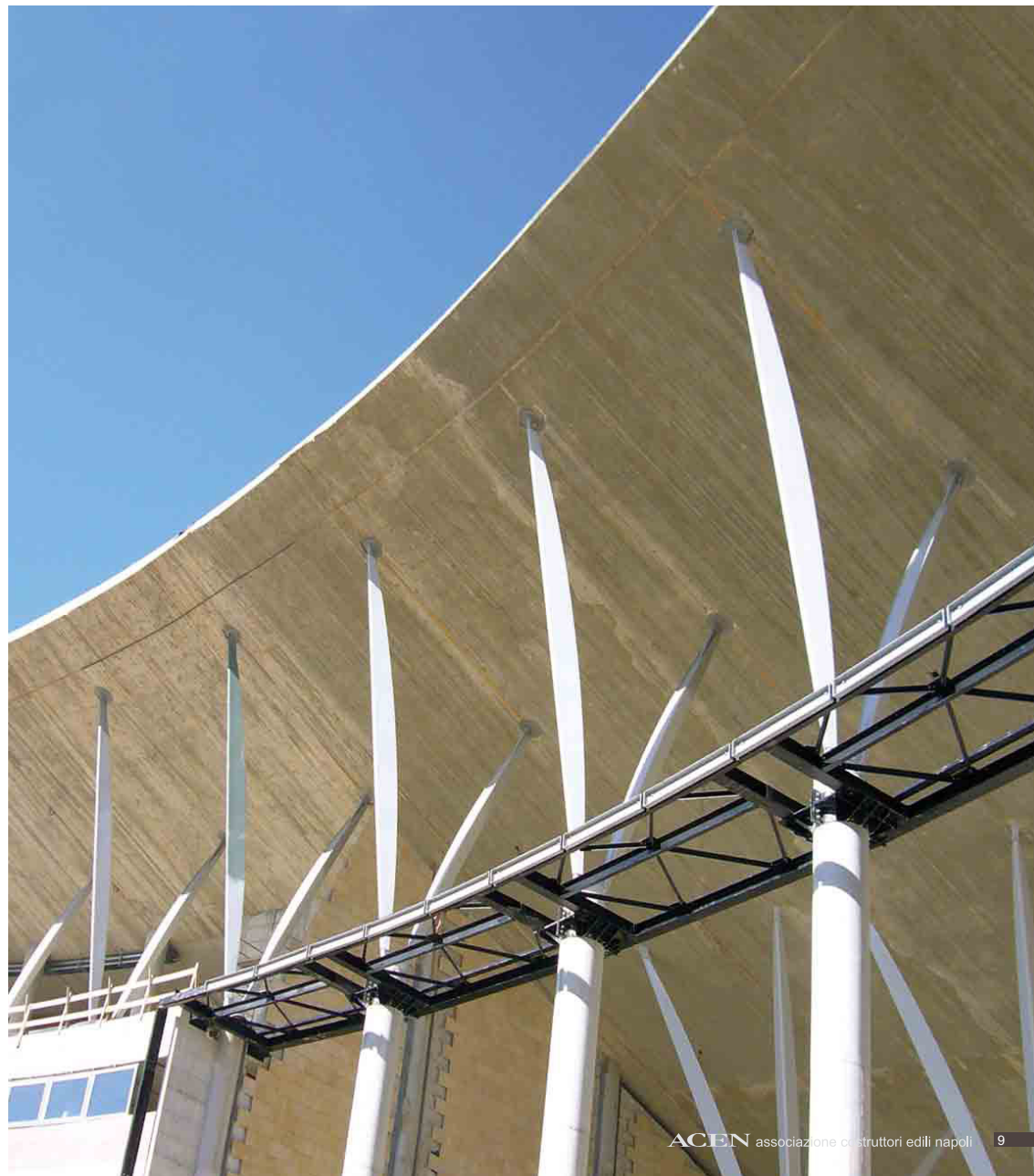


ACEN Institutional Representation

To express its representation power and its ability to protect the building firms, ACEN can rely on a wide presence of its own representatives inside numerous institutional organizations.

Among them:

- Chamber of Commerce, Industry, Agriculture and Handicrafts of Naples;
- *B/N* Real Estate Exchange of Naples;
- Town Planning Commission for the City of Naples;
- Building Commission for the City of Naples;
- Integrated Building Commission for the City of Naples;
- Engineers Association of the Province of Naples;
- Commission for the Price Control of Building Materials;
- Regional Commission for Granting Contributions to Cooperatives and Enterprises for the Construction of Public Housing Lodgings;
- Confidi Napoli;
- Confidi Campania;
- *INPS* National Institute of Social Insurance Regional Commission
- *INPS* *CIG* Provincial Commission – Building Sector;
- Conciliation Commission of the Labour Provincial Bureau of Naples;
- Employment Commission of the Labour Provincial Bureau of Naples;
- Employment District Commission of Naples, Nola, Pompei Torre del Greco;
- Building Council of Naples;
- *COSILA* Consortium for Safety and Health of the Workers' on Workplace;
- *STU Bagnolifutura S.p.A.*;
- Project Financing Association;
- *OMI* Territory Agency;
- Focus Groups;
- Town Planning Institution created under the Law n. 16/2004 and the resolution n. 627/2005 of Campania Region Council.

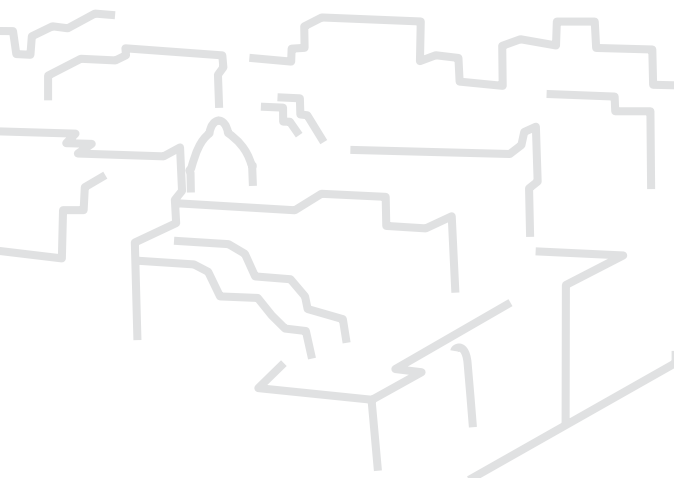
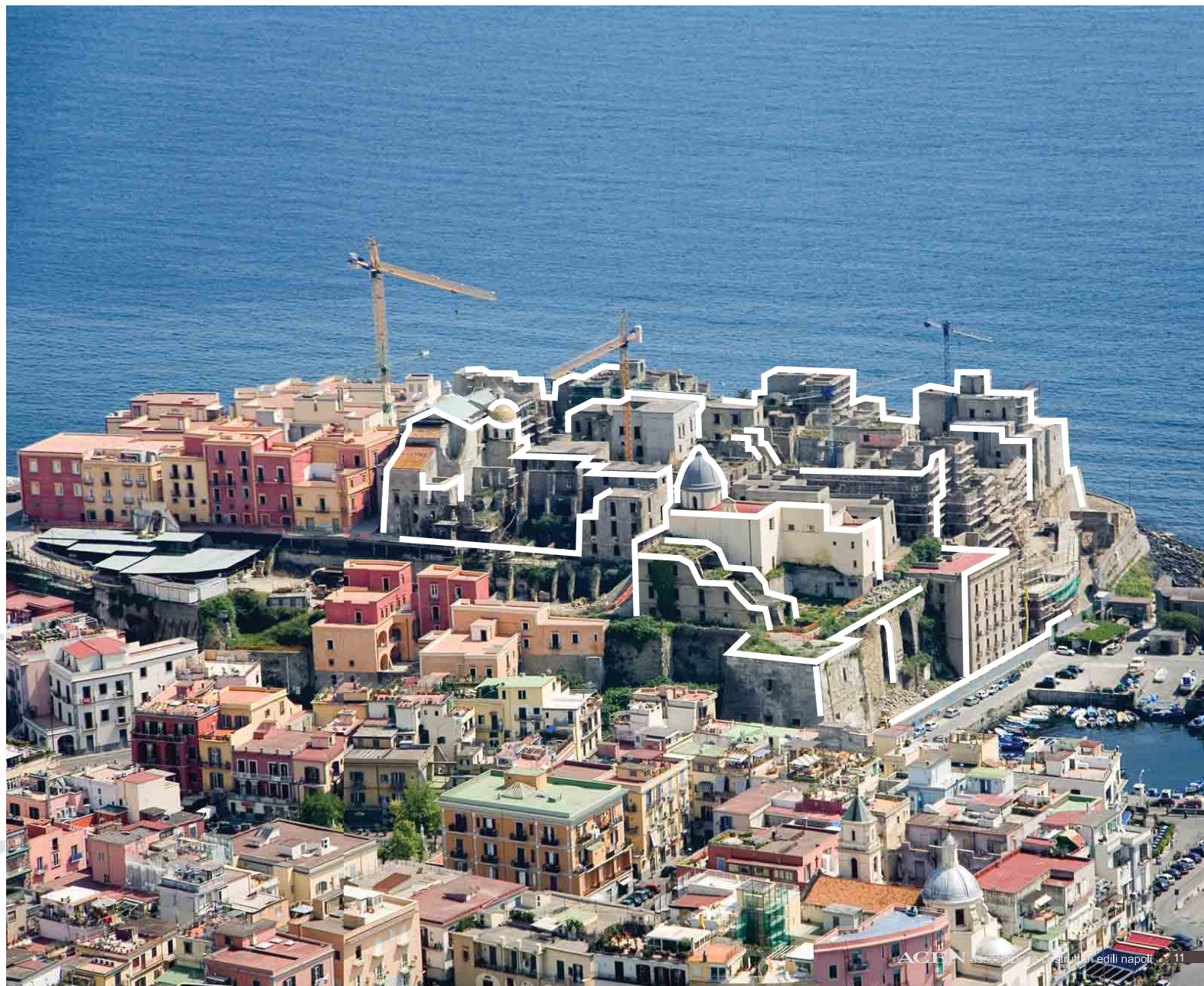


ACEN Institutional Representation

ACEN is a stockholder of the following companies:

- *SI.RE.NA.* Historical City Scpa;
- *AON Naples Eastern Area Scpa*;
- *Banca Popolare di Sviluppo*;
- *CITHEF Scari*;
- *Città del Fare Scpa* Local agency for the development of the cities located in the Northeast of Naples: Acerra, Afragola, Brusciano, Caivano, Cardito, Casalnuovo, Castello di Cisterna, Mariglianella, Pomigliano d'Arco);
- *Patto Territoriale del Miglio d'Oro* Territorial agreement for the Golden Mile - Cities of Ercolano, Portici, San Giorgio a Cremano, Torre del Greco.

ACEN has created with ANCE Campania, *SE.D.IM. Servizi d'Impresa s.r.l.*, whose main purpose is providing consultation services to building firms, companies, public and private institutions. To pursue such purpose, the company devises feasibility studies, carries out socioeconomic and territorial studies and surveys, market researches; it provides territorial marketing advice by identifying and quantifying hypothesis of project development in the town building field, organizes training courses to innovate and improve the level of efficiency and productivity in cooperation with Institutions, Public Administration and Universities; it provides information on regulation and on public and private contracts.



ACEN A Cultural Choice to Competition

Being an ACEN associate means a great advantage in terms of competitiveness and prestige.

The Association represents a point of reference for the building enterprises and all building market traders.

Protection, advice, business assistance, information, meetings and exchange of experiences, professional training, attention for technological and regulative innovation are the strengths which make ACEN the most authoritative association of the building sector.

Helping the enterprises: Territorial marketing

Knowing the market and singling out the community needs have become the ways to ease the access to the building industry.

The enterprises are structured according to programs which set the achievement of the final product as the result of an extensive action of preliminary research and study, of territory reconnaissance, of recognition of work chances, increasing in such way their activity in the tertiary industry.

Such activity, which is recognized as crucial for the competitiveness of the enterprises, sees ACEN very committed to provide advanced services to all associate enterprises in the sector of business promotion. That is not all.

With the help of its own service company *SE.D.IM. S.r.l.*, ACEN is structured to devise studies and researches aimed to real estate projects and strategies that are able to offer advanced products which meet market requirements, and to point out the territory strengths and weaknesses. ACEN also works for the definition of local development strategies, which are consistent, integrated, shared and able to draw investments.

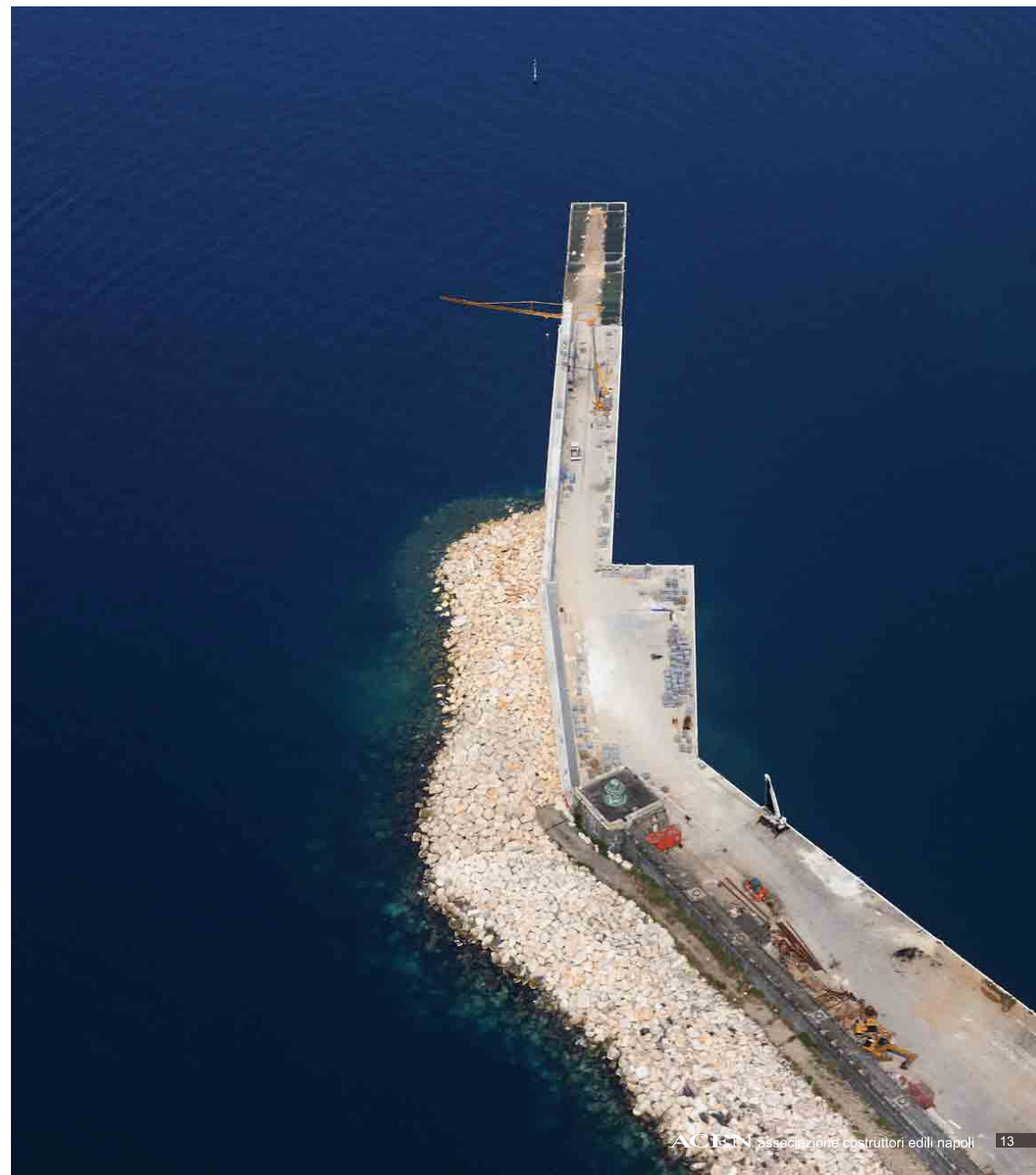
Helping the enterprises: Internationalization

The activity of Italian building enterprises on international market is traditionally one of the distinguishing features of their dynamism. Such an activity, that for a long time has only characterized large-sized building companies, which have built prestigious infrastructural works abroad, is now stimulating small and middle firms interest.

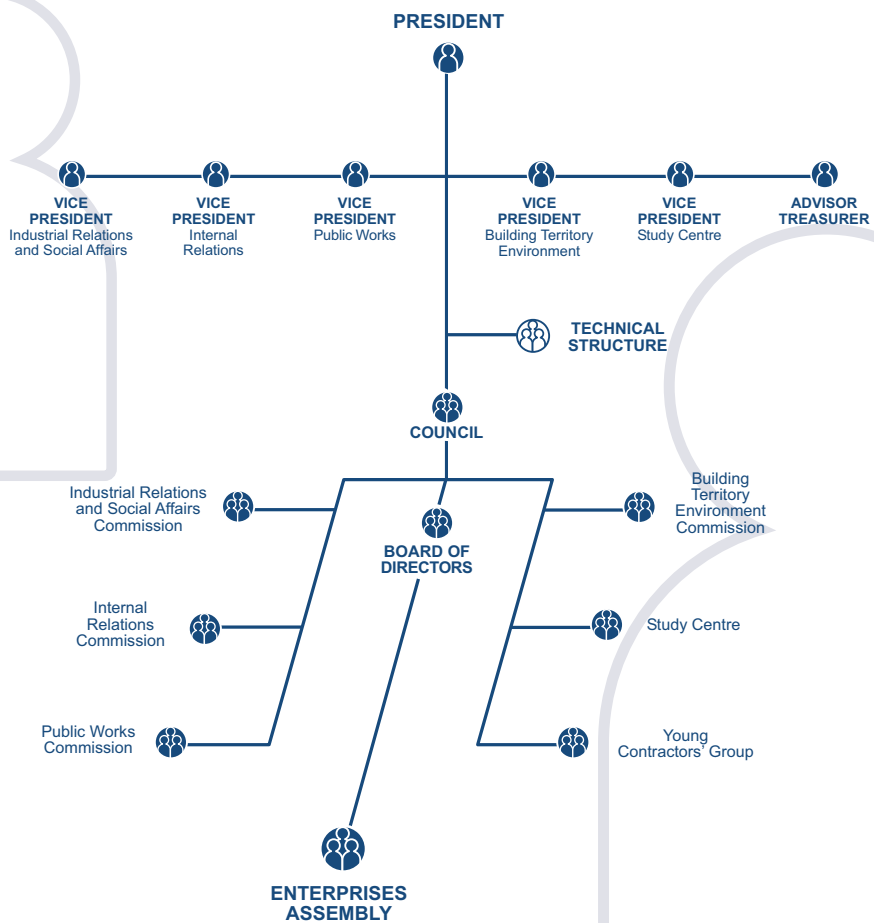
Such trend represents for the association structure a new commitment to the guidance, aid and support of the associate enterprises which otherwise will not often be able to pursue internationalization separately. ACEN has seized such new interest and opportunity by setting services aimed at promoting internationalization processes and sustaining the enterprises effort on foreign markets.

Among such services there are the *Progetto pilota per Cuba* (pilot project for Cuba) and the *Progetto INCORO* for the Romanian market, and many other initiatives directed to the Chinese, Indian and Bulgarian markets.

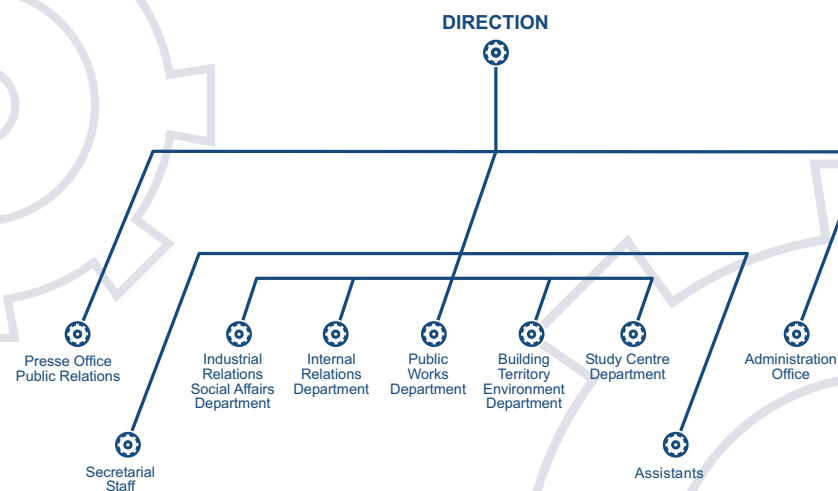
All these projects and many others make internationalization one of the strongest sector of the association commitment.



ACEN Entrepreneurial Representation Structure



ACEN Technical Structure



ACEN Technical Structure Activities

Press Office and Public Relations

- Communication and image of the Association.
- Relations with press and information agencies.
- Relations with the external world the political system and the public administration.
- Relations with Institutions.
- Press memos, articles and documents processing.
- Initiatives, conventions and press conferences organization.
- Information System for the associate enterprises.

Administration Office

- Accounting.
- Treasury.
- Associate contribution management.
- Premises management and maintenance.
- Equipment and supply contracts.

Industrial Relations and Social Affairs Department

- Relations with Unions and territorial bargaining.
- Advice and aid for the enterprises in the implementation of national and provincial collective agreements.
- Aid for the enterprises in settling collective and individual labour disputes.
- Information on labour legislation and staff management.
- Advice on contribution, welfare and insurance matters.
- Relations with territorial joint commissions.
- Relations with social security institutions.
- Advice on work safety, accident prevention, hygiene and work environment, fire prevention.
- Advice on safety plans and risk evaluation reports.
- Relations with the institutions for the control of accident prevention and healthiness of the workplace.

Internal Relationships Department

- General domestic business and organizational problems.
- Associate enterprises register.
- Promotion policies.
- Register of the Association representatives in other structures.
- Relations with the national association system and with other local entrepreneurial institutions: Ance, Regional centre for building contractors, Manufacturers' association of the Province of Naples, Confindustria Campania.
- Committees, Commission, Work Groups and Young contractors Group secretarial staff.
- Support for statutory bodies.
- Association archives.
- Internationalization projects.



ACEN Technical Structure Activities

Public Works Department

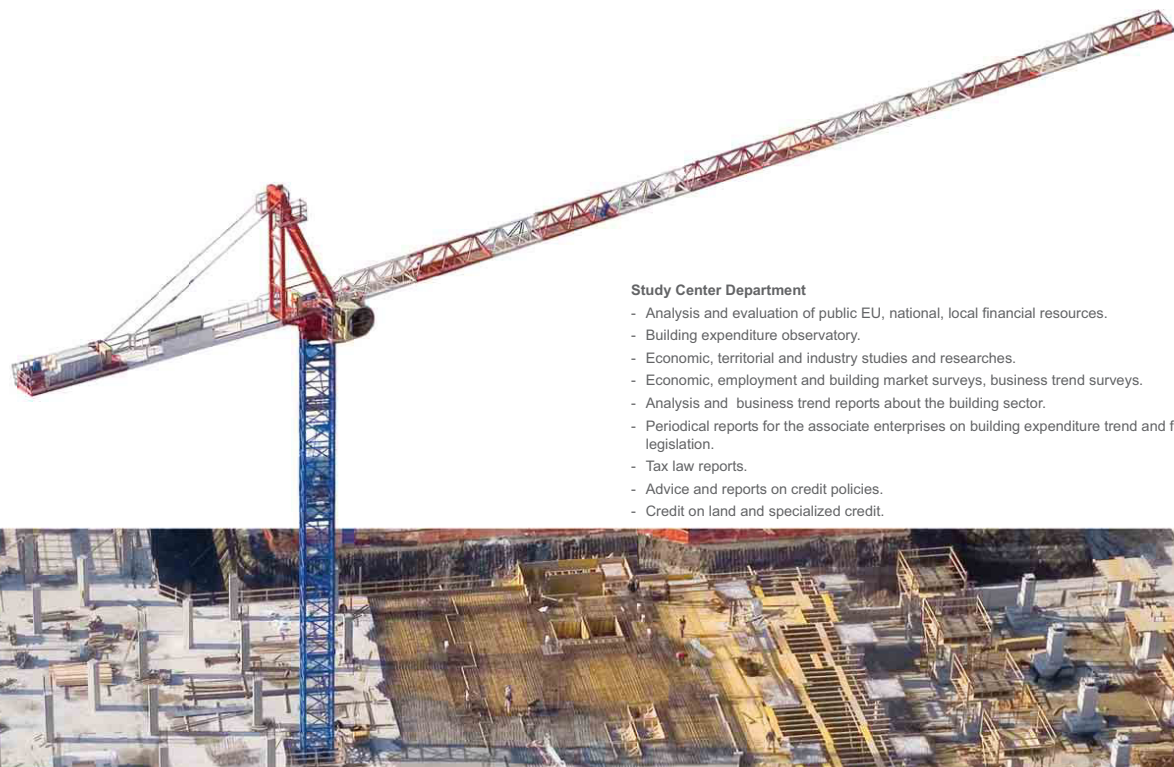
- EU, national and local regulation on public works.
- Public contracts: analysis and advice for enterprises.
- Call for bids: information, validity verification and advice.
- Professional training regulation.
- Assistance in attending call for bids: contractor choice, tenders, contract relations, price adjustment.
- Aid for enterprises in case of disputes with contracting organizations.
- Relations with public Institutions, expenditures centres and contracting organizations.
- Advice about tenders and prices.
- Information on public works.
- Information on the systems for awarding contracts.

Building Territory and Environment Department

- National and regional regulation, national and local administrative activity.
- Territory planning and management, relevant building regulation.
- Environmental protection and territory safety planning.
- Environment regulation.
- Cooperation with Public Administrations, Institution and Organizations in order to develop building programs and plans.
- Private building for the residential, tertiary, commercial and productive sectors.
- Public building: subsidized building and relevant disbursement plans.
- Relations with the Institutions which implement public building disbursement plans.
- Recovery and redevelopment of real estate.
- Town maintenance.
- Aid and advice on all promotion and implementation matters.

Study Center Department

- Analysis and evaluation of public EU, national, local financial resources.
- Building expenditure observatory.
- Economic, territorial and industry studies and researches.
- Economic, employment and building market surveys, business trend surveys.
- Analysis and business trend reports about the building sector.
- Periodical reports for the associate enterprises on building expenditure trend and finance legislation.
- Tax law reports.
- Advice and reports on credit policies.
- Credit on land and specialized credit.





ACEN Joint Committees

The joint committees are provided in the collective agreement and established by ACEN and the provincial Unions such as FENEAL - UIL, FILCA - CISL, FILLEA - CGIL.

The Building Fund

It provides contractual service and services which are not laid down by contract to workers, through the handling of funds coming from employers' and employees' compulsory contributions.

Workers Training Centre

It promotes and manages professional training, specialization courses and technical refresher courses for middle management and workers from the building sector or similar sectors.

Territorial Joint Committee

It attends to the safety and improvement of the environmental conditions and hygiene on the job. It supervises accident prevention measures and the environmental health of the workplaces.



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