

Sowing well, reaping, growing...

The mission for those producing for the chemical-pharmaceutical sector

Italian flexibility and “German” quality, competitive costs and a young and dynamic staff. And average growth equal to 30% in the last five years with earnings that tripled from 2012 to today. This is Fps Food and Pharma Systems’ calling card. Fps is specialized in systems for the containment and isolation of production for the main active pharmaceuticals providing worker protection during work phases which are often dangerous for their health and the environment. The company, with operations base in Fiorenzuola d’Arda and headquarters in Como, was founded 15 years ago by partners, Carlo Corsini and Giovanni Gianola.

“We decided to undertake this entrepreneurial route after having acquired a solid background in the sector of micronization, the procedure at the base of our machines. After having worked meticulously on our image and *modus operandi*, we have obtained an enticing space on the chemical pharmaceutical market. In addition, we are benefiting from the incredible development of this sector, for which our machines are extremely well-suited”. The team at Fps Food and Pharma Systems numbers around seventy, with average age under 35, and top management under 50 years of age. Fps pays

special attention to people, to respecting their roles - the client should not be treated as a friend, the supplier should not be ordered about with aggression, the collaborator is an integral part of the company – and as for the meritocracy, personnel can make suggestions, and winning solutions are awarded.

Fps has Iso 9001 certification and has just obtained certification in accordance with Ohsas 18001 regulations for the company safety system as well. “We deal with articulated projects, often with tight deadlines and within many parameters. But we are not afraid of

challenges. It is important to understand the client’s needs, getting ideas also from applications in other sectors, to rework them for the chemical-pharmaceutical sector”. Fps plans to expand further on foreign markets in the future, focusing on the United States, where, in 2018, it will be opening a new sales branch. The owners conclude, “Italia can offer opportunity. You need to know how to take it up. The bureaucracy here is tiring, but it is not an absolute impediment. If you know how to enter into play, make sacrifices, and dare, you can be successful in Italia, like us”. 

FROM LEFT GIOVANNI GIANOLA
AND CARLO CORSINI

