

COMPANY ESTABLISHED IN 1886

*Ranieri Tonissi*

INDUSTRIAL ENGINEERING FIRM

GENOVA

125 YEARS OF HISTORY



*Panieri Tonissi*

INDUSTRIAL ENGINEERING FIRM  
GENOVA - ITALY

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125 YEARS OF HISTORY

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# Introduction

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These pages tell the story of a company that, over the span of more than a century, has ridden the wave of innovation up to the present day, becoming one of the most successful players in the nautical sector. From agricultural machinery in the late 1800s to the diesel and gas engines of the early 20<sup>th</sup> century, from steam locomotives in 1930s to construction machinery in the '60s, and the encounter with MAN at the end of the '40s: it is a story that continued to develop and still operates with unchanged passion and entrepreneurial determination aimed at excellence, for 125 years.



*Ranieri Tonissi,  
founder*



◆ 01

In the wake of  
mechanisation

## ◆ 1886, the establishment

Ranieri Tonissi is a long-standing company that arose in the historical context of Genoa, a lively and throbbing city that in the late 19<sup>th</sup> century vibrantly experienced the changes of the industrial revolution. We do not know the reasons why Ranieri Tonissi, a landowner from the province of Grosseto, moved to Genoa during that period. What is certain is that in 1886 he established a company bearing his name, with headquarters in the prestigious and centrally located Via Luccoli. At the beginning, the figure of Ranieri Tonissi was not linked whatsoever to the world of shipbuilding, a sector in which over time the company would assume a role of proven excellence. The company's original business, in fact, was exporting agricultural machinery to South America. In any case, the entrepreneur had intuited that the industry of agricultural machinery and components would play a key role in the development of the primary economy, and the decision to supply machinery that would spur production was a guarantee of working on solid terrain destined to further development.

*Diesel engine for an  
industrial plant,  
1930s*

## ◆ The utility of alternative gas engines and their market possibilities

In the early 1900s, in Italy as in all of Europe, there was a strong impetus towards the mechanisation of every sector: the characteristics of what would become the modern industrial system were being delineated, first and foremost the introduction of the generalised use of machines driven by mechanical energy.

An accumulation of capital was being registered following commerce and the availability of immense quantities of iron and coal from abroad, easily transportable by sea.

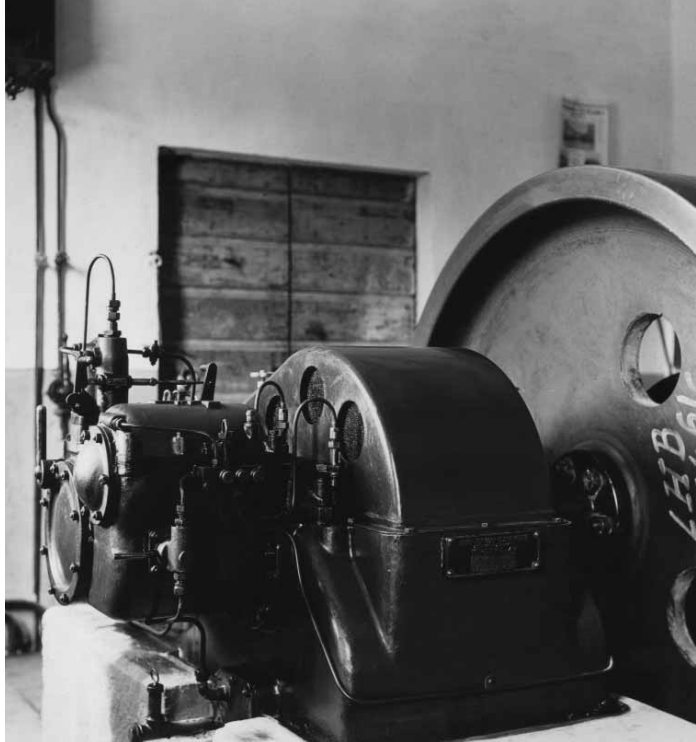
All these factors made possible the investments necessary for the creation of factories, the new cornerstone of production where labour and capital were concentrated.

The biggest constraint to production – and in the case of Ranieri Tonissi, at that time, agricultural production – had always been the supply of power that accelerates the manufacturing processes.

If we consider, for example, the grain mills, which up to that time had operated by combined motive power, but still manual, it is clear that mechanising the production processes would



*Industrial plant,  
1920s*



On this page and in  
the following:  
*Marine engine  
exhibited at the  
Fiera del Levante  
in Bari, 1931*



improve the entire production chain. In this era in the Italy in which Ranieri Tonissi imported machinery, the electrical grid was not capable of providing a form of alternative energy functional to mechanisation.

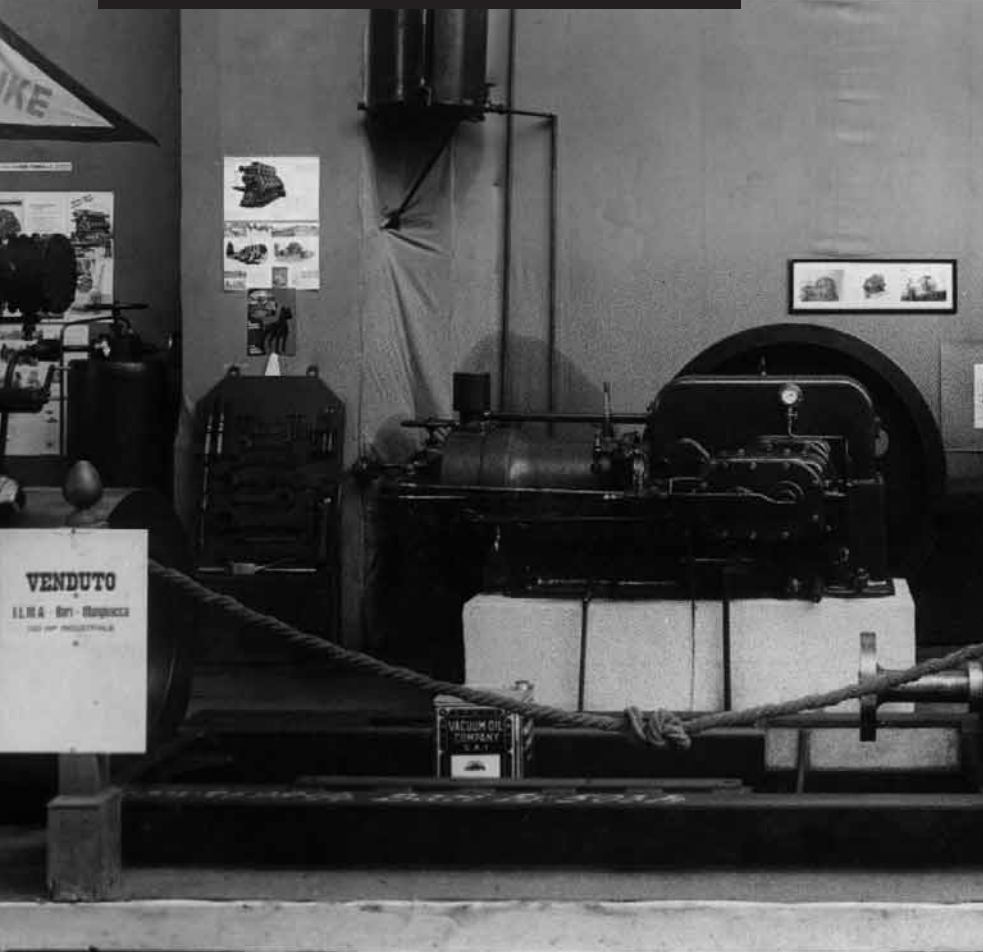
However, the procedure for obtaining gas (even though at low calorific value) from the distillation of coal and wood was known. With time, this process would provide the fuel necessary for the operation of alternative gas engines.

We are talking about piston engines quite similar to the diesel engines used today, which made it possible, though with very modest efficiency levels, to burn a quantity of gas sufficient to produce mechanical energy.

# ◆ 02

## The commercial beginnings

HOFMANN  
BRESLAU



## ◆ New Partners in Germany

For the importation of agricultural machinery, Ranieri Tonissi worked in close relationship with Germany. It therefore became natural as well as logical to exploit the existing relationship with the more advanced northern Europe to import the modern engines already produced there. In 1910 Ranieri's sons Felice and Cesare Tonissi, both engineers, joined the company and the renewed Ranieri Tonissi & C. made its relationships with Germany official, taking on the representation and sales of the companies Linke Werke and Hille Werke, which began selling diesel and gas engines in Italy. Ranieri Tonissi & C. promoted their new activity by participating in the expositions that were held in Italy in those days, such as the Fiera del Levante, an international trade fair that debuted in Bari in 1930. The company thus entered the international panorama, capable and rich with innovative stimuli. But let's take a step back for a moment in the company's history. In 1915, young Ettore Airoidi made his entrance, a man who with time would become one of the authors of the success and consolidation of the company. The documentary material that enabled us to reconstruct the evolution

# Inventario al 1° Gennaio 1912

Ranieri Tonissi  
register-inventory,  
statement of  
accounts of 1912

## - Attivo -

### 1. Cassa in contropiede

Per somme in contropiede  
e per somme in deposito  
e per somme in deposito  
e per somme in deposito

2. Cassa  
Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

3. Cassa  
Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

## III. Mobiliare -

4. Mobiliare  
Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

## IV. Cassa -

5. Cassa  
Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

# Inventario al 1° Gennaio 1912

## Passivo

### 1. Capitale

Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

### 2. Cassa

Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

### 3. Banco di Roma

Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

### 4. Debiti diversi

Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

### 5. Debiti e obbligazioni

Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

### 7. Effetti in corso

Per somme in contropiede  
e per somme in deposito  
e per somme in deposito

Totale delle attività al

Totale delle passività al

Fondo capitale

of the company included a sort of accounting-  
inventory register that shows the first entry in  
January 1912 and provides some other interesting  
information: for example, that Ranieri Tonissi & C.  
held a current account at the Banco di Roma and  
that the item "Shares and Bonds" shows the  
possession of capital invested in the Soc. Elett.  
Industriale Val Bormida.

## ◆ 1920, beginning of sales of first marine engines

Another enterprising German company, Wumag of Görlitz, entered into the sphere of agreements of Ranieri Tonissi & C., which became the representative and began to sell marine engines designed for small ships and fishing boats.

This was the turning point of interest in a new market, the nautical market. On the other hand, the same trend that was being seen in other sectors of industry also affected the nautical sector, passing from sails to the use of engines.



*Ranieri Tonissi  
generating set for  
mobile cinema, 1937*

# ◆ 03

The encounter with MAN  
and the great boom



## ◆ Reconstruction of the industrial fabric in the post-war years

At the end of the 1930s, Ranieri Tonissi established new collaborations, this time with the German firm Orestein & Koppel (acronym O & K), a historical company established in 1876 that operated particularly in the production of excavators, decauville material and subsequently steam and diesel locomotives. And thanks to the collaboration with its Italian branch, on the Ligurian market Ranieri Tonissi embarked on a new activity in the earth-moving field.

Subsequently, in 1960, the company also imported construction machinery and equipment for Link Belt Italy. At the end of the Second World War, Italy found itself in the condition of follower with respect to other European countries that had accumulated extensive technological capabilities, and there was a pressing need on the entire peninsula to provide for the reconstruction of the industrial fabric in the sectors that had been significantly damaged by the war. Ranieri Tonissi & C., which had maintained its contacts with Germany, the country that up to that time had been its strategic supplier, made a timely and

*M.A.N. and Ranieri  
Tonissi Stand at the  
Fiera di Ancona,  
1960s*





*Exhibition of M.A.N.  
engines  
Ettore Airoidi (left)  
with Meckel, M.A.N.  
executive at the Fiera  
di Milano, 1951*

dynamic move into this context of industrial rebuilding and renewal and exploited the channels of importation maintained open to provide the Italian clientele with the engines and machinery needed in the various sectors. But this time it was not just about engines.

The importation also regarded other products of wide use in the “reborn” industries of Italy: from the cranes used in the steel mills and ports, to components used in the steam power plants, to large capacity pumps.





## ◆ Ranieri Tonissi represents MAN... and it's a leap of quality

This significant expansion of the types of imports was the fruit of a new partnership that was initiated in 1948 with the division of Germany into different areas of influence. Görlitz, the headquarters of Wumag (historical supplier of the company) remained in the East and Ranieri Tonissi & C. became the representative of one of the major German firms, M.A.N. of Augsburg, a leader in the construction of mechanical machinery with a wide range of use in Italian industry.

One sector of excellence was undoubtedly the production of marine and industrial diesel engines, and in this area Ranieri Tonissi & C. became the most active agent, specialising in the distribution of diesel engines, stimulated by a rapidly growing demand. Like Wumag, M.A.N. was a German industry with solid traditions.

The abbreviation and acronym of Maschinenfabrik Augsburg-Nürnberg, a joint-stock company established in 1898 from the merger of Eisengießerei und Maschinenfabrik Klett & Comp. of Nuremberg (1841) with Maschinenfabrik of Augusta (1857). The new industrial reality would later be registered, in

1908 in Augsburg, as M.A.N. We should note that, in the post-war years, between the '50s and the '70s, all the technological supply chains shared a common factor: the transfer of technological know-how from leading foreign companies.

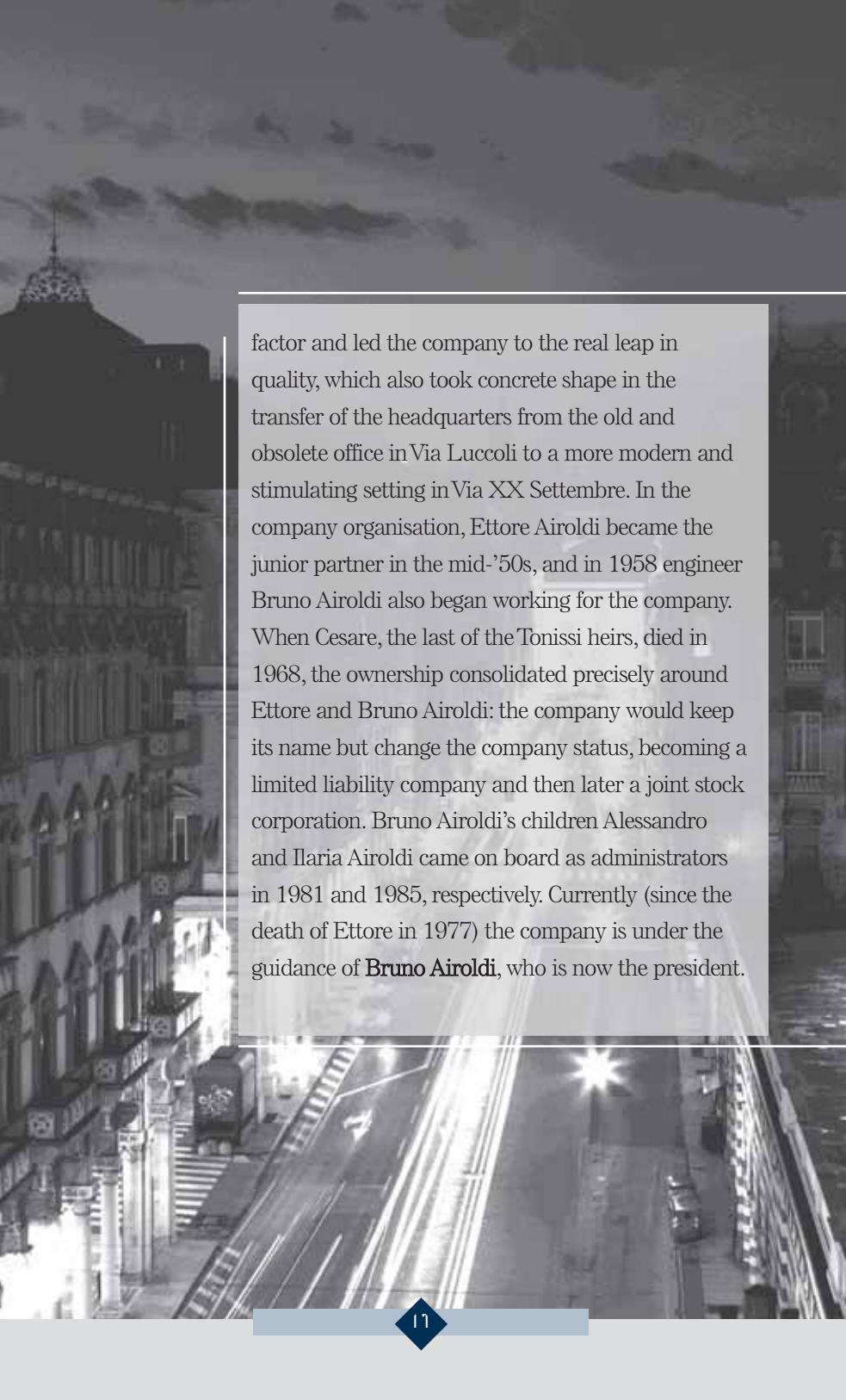
M.A.N. produced that which was rapidly required in Italy and Ranieri Tonissi & C. represented a guarantee of sure success, first of all because it was already familiar with the channels of German importation, and secondly because it was well placed in the Italian market so that it could easily perceive the immediate demands.

The relationship with M.A.N. was a determining

*Via Luccoli in  
Genoa, site of the  
first Ranieri Tonissi  
office*

*On the next page:  
Via XX Settembre,  
second Ranieri  
Tonissi  
headquarters*

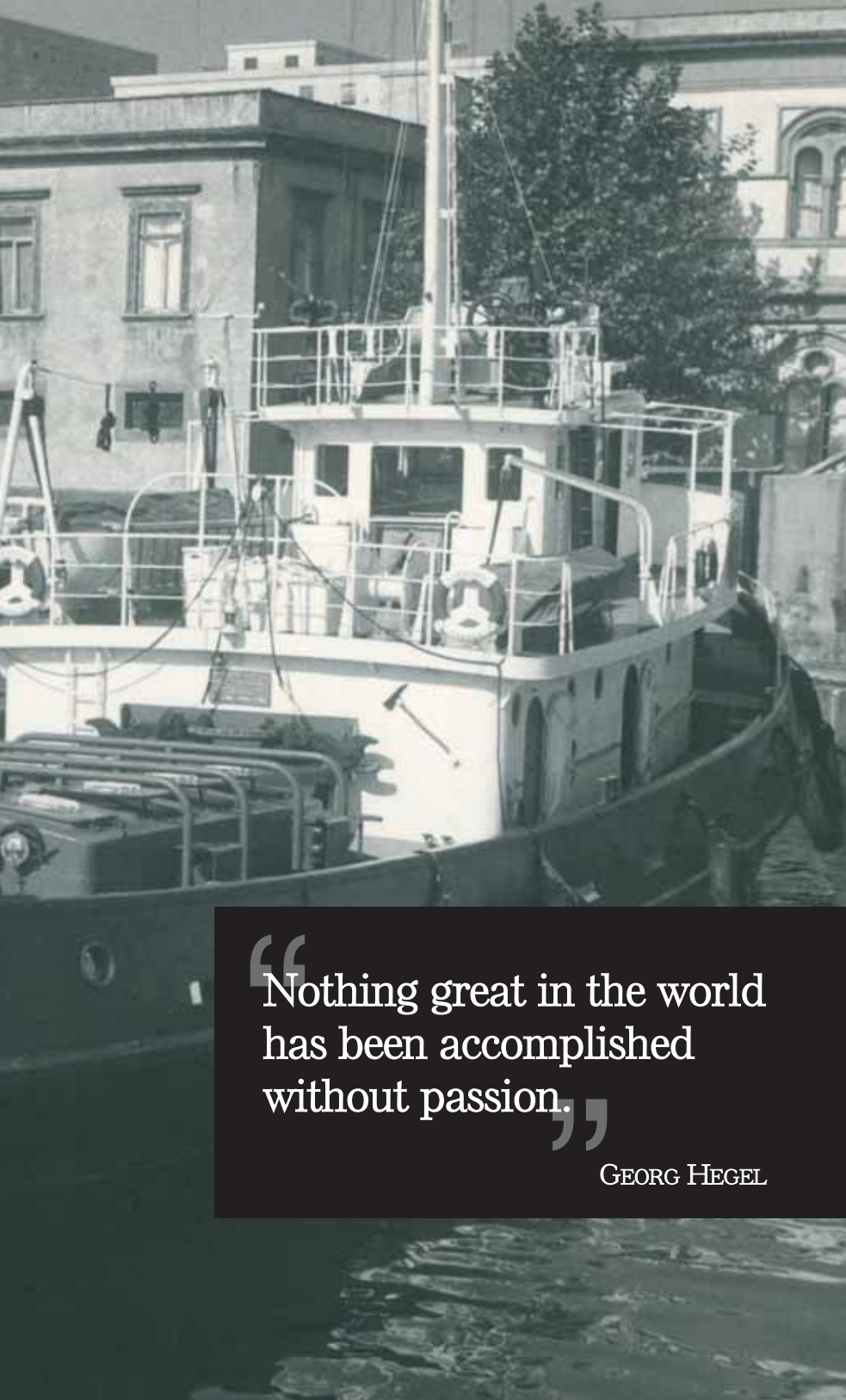




factor and led the company to the real leap in quality, which also took concrete shape in the transfer of the headquarters from the old and obsolete office in Via Luccoli to a more modern and stimulating setting in Via XX Settembre. In the company organisation, Ettore Airoidi became the junior partner in the mid-'50s, and in 1958 engineer Bruno Airoidi also began working for the company. When Cesare, the last of the Tonissi heirs, died in 1968, the ownership consolidated precisely around Ettore and Bruno Airoidi: the company would keep its name but change the company status, becoming a limited liability company and then later a joint stock corporation. Bruno Airoidi's children Alessandro and Ilaria Airoidi came on board as administrators in 1981 and 1985, respectively. Currently (since the death of Ettore in 1977) the company is under the guidance of **Bruno Airoidi**, who is now the president.



*The San  
Gennaro,  
a tugboat of the  
company  
Rimorchiatori  
Napoletani with  
M.A.N. engine,  
1964*



“Nothing great in the world  
has been accomplished  
without passion.”

GEORG HEGEL

# ◆ 04

Ranieri Tonissi today  
a growing business



## ◆ Organisation

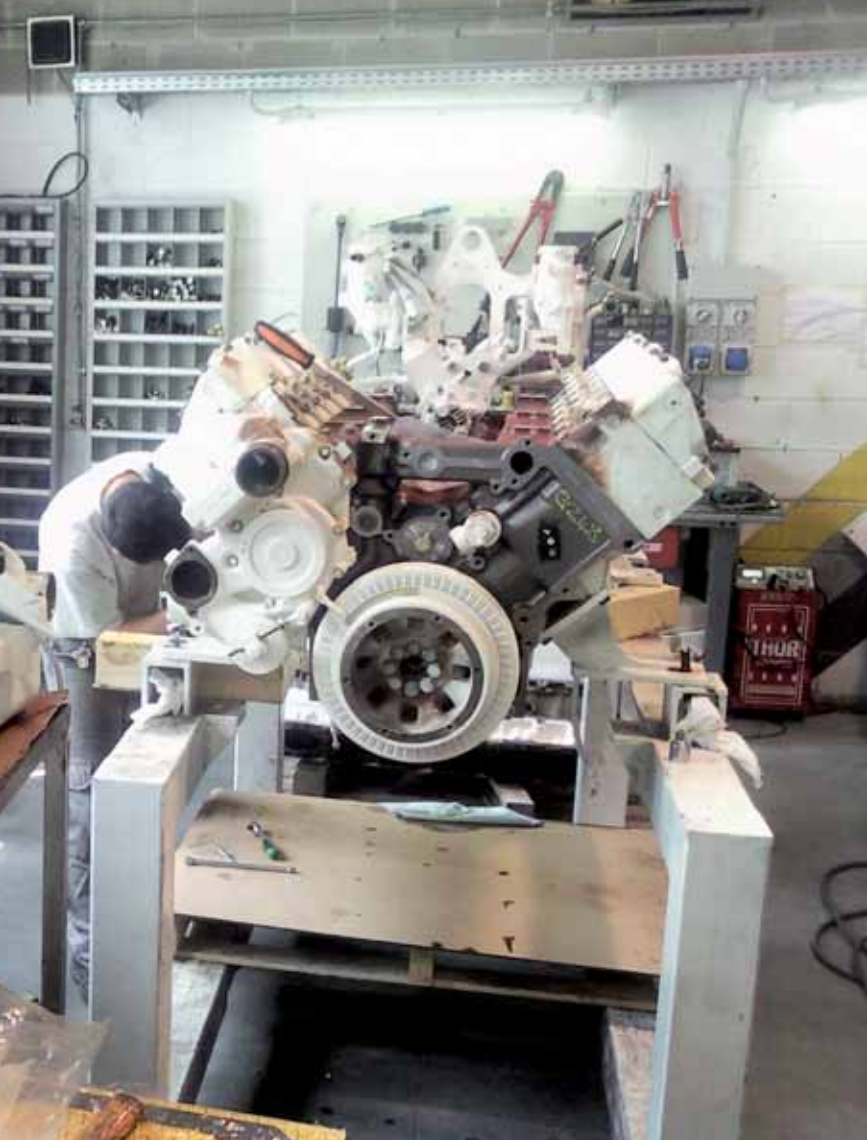
The corporate headquarters in **Genoa** is situated in a fully owned facility of approximately **1200 square metres**. The offices occupy an area of 400 square metres, and the remaining space is devoted to the machining workshop for **coupling** high speed engines, the **service department**, and the **spare parts warehouse**.

In addition to the normal supply of parts required for the workshop operations, the warehouse also distributes original spare parts in exclusive for Italy. Entirely automated, it is organised in such a way as to be able to provide any type of supply in case of need, also during the summer season (Sundays and holidays included).

This calibrated distribution management considerably reduces boat down-time, especially during the summer period, thus responding to the boat owner's needs. The staff is composed of some **40 people** divided between the sales office, purchasing office, technical office, service, administration, and mechanical workshop, in addition to a branch with workshop on the Côte d'Azur (Golfe Juan) for servicing pleasure craft

*Via Albisola, Genoa  
Bolzaneto, current  
headquarters*





*MAN pleasure  
boat engine  
undergoing  
overhaul*

engines. The company has met the requirements of the “Quality Management System” and is certified **ISO 9001:2008**. Its revenues, which reached an average of 34 million euros in the three-year period 2006-2008, today exceeds **20 million**.



## ◆ Representations

The development that took place over the years and the change to a joint stock company never betrayed the strongly traditional matrix of Ranieri Tonissi. It is still a company with a family character, owned 100% by the third generation of the Airoidi family, with activities in the field of marine and industrial power. Since 1947 Ranieri Tonissi S.p.A. has been active in the field of marine and industrial diesel engines thanks to the collaboration with M.A.N. initiated in that period. Today this collaboration continues through STU, the agent of the current **MAN Diesel & Turbo**, for low and medium speed engines. In addition, Ranieri Tonissi acts as the exclusive importer in the marine sector for the high speed engines made by **MAN Truck & Bus** of Nuremberg.



*MAN 8V engine in  
preparation for  
delivery*



In addition to the above-mentioned representations, Ranieri Tonissi also operates in Italy in the following roles:

representative of **RENK AG** (Rheine), a company specialised in the construction of gear units of all types for land applications, and expansion joints, with related service and spare parts;



*MAN Diesel & Turbo,  
MAN Truck & Bus*

importer for **Rexroth** of Hannover of electronic control systems for main engines;

importer for **Lindenberg Anlagen GmbH** of Rösrath of onboard generating sets and agent for service and spare parts.

## ◆ The market

The global core business of the company centres on diesel engines, but its activity is specialised in two different market segments: medium speed and high speed.

Let's take a look at the different applications.

MAN Diesel & Turbo **medium speed** engines are used in both land and marine applications; in the former case, the main application is in electric power and cogeneration plants, supplied by both fossil fuels and liquid biomass.

With the sales of medium speed engines powered



MAN engine  
DIESEL 18V  
32/40



*MAN marine  
engine type 6L  
48/60 per 7350  
kw/500 rpm*

by biofuel, the company is fully engaged in the business of alternative fuels. Vegetable oils are now the largest source of liquid biomass with which the engines are powered – these oils are obtained from pressing oilseeds of various types (palm, soy, rapeseed oil, and so on). The liquid biomass can also be obtained from sources of animal origin (animal fats coming from various types of processing or scraps of industrial slaughterhouses), which become an excellent fuel when suitably treated. The biodegradability of biomass makes this product entirely harmless to the environment, since when dispersed it is absorbed in just a few days.

In fact, the amount of carbon dioxide released by liquid biomass during combustion is indicatively equivalent to that which is absorbed by plants during their growth. In ecological terms, this equivalence prevents the accumulation of carbon dioxide, which causes the greenhouse effect. As regards engine operation and wear and tear, using liquid biomass of vegetable origin does not create any negative conditions and the performance features show to be entirely similar to those obtained with traditional diesel fuel, achieving good efficiency levels and unaltered reliability. Renewable and neutral in CO<sub>2</sub> production, this fuel is increasingly embraced as a green energy source for land generation of electricity in the European countries and especially in Italy. Spreading the use of this fuel, Ranieri Tonissi is contributing to the development of a market that is increasingly oriented towards the discovery of alternative energies – meaning renewable and organic – and is **an active proponent of a new concept of sustainable development** that offers its customers eco-friendly solutions compatible with



energy savings and environmental protection.

The second area of use of medium speed engines is in marine applications: the **MAN Diesel & Turbo** engines are used on ships of various types, from tanks to ferry boats, cruise ships, and tugboats. In this specific area, the market situation over the last four years of activity has brought the company, despite the crisis, to total sales of more than 500,000 kw, equivalent to more than 100 engines. As regards **high speed** engines, Ranieri Tonissi is the exclusive importer in the marine sector of **MAN Truck & Bus** of Nuremberg, which meets a crucial requirement for yachts and



pleasure craft: extraordinary power together with the maximum comfort. These marine engines are extensively used on both pleasure boats and working boats, including cargo ships, passenger ships, fishing boats, pilot boats, and so on.

Over the years, Ranieri Tonissi has developed extensive capabilities in this sector, now covering the majority of Italian shipyards, with excellent penetration especially in the passenger ship segment and a market share of more than 65% in the pleasure craft sector.

Despite the fact that the pleasure craft sector suffered a downswing in 2007, Ranieri Tonissi has sold approximately 8000 engines in the last 10 years. The company's success is the tangible proof that the nautical industry represents, by tradition, one of the Made in Italy stalwarts and is a sector, considered up to just a few years ago business for the privileged few, that has opened to wider and wider spaces of consumption and clientele.



## ◆ The product chain

Ranieri Tonissi develops its activity according to a **dual product chain**.

As regards the **high speed** engines that Ranieri Tonissi S.p.A. imports, the first step is naturally visiting the shipyards to propose the catalogue and formulate the offer.

A second step – more in-depth – involves explaining and where necessary clarifying all the technical and commercial details of the proposal. This phase makes use of the capable and timely assistance of the technical department, which identifies and verifies the most suitable installation. At this point the order taken with the related purchase data is entered in the information system and can be sent to the manufacturer. This will include the engines, the reversing gear, and the purchase of all the components necessary to complete the purchase order. Ranieri Tonissi takes care of the pickup, transport, and machining at its own specialised workshop, in the various phases, from the inverter-engine coupling to the assembly of the other components, along with all the necessary

processes such as painting, packing, and so on. Each step is carried out by highly specialised personnel and takes place obligatorily according to procedures tested by the quality certification organisation (BVQI Italy).

At this point the engine is ready to be shipped to the customer, who can count on attentive and efficient after-sales service provided by the Ranieri Tonissi technical office and on the authorised local MAN Truck & Bus service centres. The product chain for the **medium speed** engines involves the direct delivery of the product by MAN Diesel & Turbo. For this type of engine, Ranieri Tonissi is the agent through STU, which means that it provides the service of intermediation between supplier and customer. The Ranieri Tonissi agent visits the customer for the offer, enters the order and sends it to the manufacturer, whose technical office – in this case – takes care of clarifying all the commercial and technical details related to the installation. The tables below summarise the product chain for high speed engines and medium speed engines.



## HIGH SPEED Ranieri Tonissi importer

- |  |
|--|
| ✕ Visit to shipyards   |
| ✕ Discussion of technical-commercial details   |
| ✕ Order taking   |
| ✕ Entry into system  |
| ✕ Order for engine, components and materials to MAN Truck & Bus                      |
| ✕ Pickup and transport   |
| ✕ Machining phases in workshop (Ranieri Tonissi)                                     |
| ✕ Shipping to customer   |
| ✕ After-sales service (Ranieri Tonissi + authorised MAN Truck & Bus service centres) |

## MEDIUM SPEED Ranieri Tonissi agent

- |   |
|---|
| ✕ Visit to shipyards  |
| ✕ Discussion of technical-commercial details                                    |
| ✕ Order taking  |
| ✕ Transmission of order to manufacturer   |
| ✕ Direct delivery by manufacturer to customer of the engine ready for operation |



# 05

Strong  
point



*Davide Airoidi next to a  
1950s engine GV33,  
Fiera di Milano*

## ◆ Service

The success and competitiveness of Ranieri Tonissi in the pleasure craft field are the result of an operating strategy based on a number of strong

points. One of these is undoubtedly Service; that is, the continuous, prompt, and expert assistance the company provides to its customers. Ranieri Tonissi, in fact, manages an efficient network made up of about **50 workshops** situated in strategic points of the Italian coast, with docking and storage for pleasure craft.

The highly skilled personnel are in constant relationship with the company, which guarantees them **ongoing training** in the solution of the various problems by means of updating courses held at the corporate headquarters in Genoa, conducted by experts in the sector, from both the staff of Ranieri Tonissi and the engine manufacturer. **Technical consulting** offered to





purchasers is a service that Ranieri Tonissi considers to be essential, a service in which the company invests significant effort and capacities, even prior to the onboard installation of the engines, with the precise objective to remedy any technical problems and optimise the efficiency of the hull-engine assembly. **Each boat prototype is tested at the engine start-up** in the presence of the engineers of the service and, naturally, the MAN service centre personnel. Each new boat equipped with MAN Truck & Bus engines (even if mass produced) is tested at start-up by the specialised personnel of the service workshops, who then report on the operation and provide a copy of the **document** to both the owner and the shipyard.



In the field of medium speed engines, ongoing service is likewise provided to the customer (using the manufacturer's technicians), to ensure maintenance operations and spare parts supply.

## ◆ R.T.F. Ranieri Tonissi France S.a.r.l.



Ranieri Tonissi France has been operating since 1997 in Golfe Juan, near Cannes. The objective is to provide service for the pleasure craft present in the area. The decision to create a solid base of operations in France was made because of the very high percentage of **luxury boats** on the Côte d'Azur. Here Ranieri Tonissi offers a **master service station**, where **the first start-up of the engine** is performed along with a carefully **monitored navigation test**.

The Ranieri Tonissi France yard occupies an area of 300 square metres, and the staff comprises eight highly qualified technical and administrative persons.

The work of the specialised technicians is naturally supported by a complete spare parts warehouse.

## ◆ R.T.R. Ranieri Tonissi Repowering S.r.l.

Ranieri Tonissi S.p.A. further specialised in the market of marine engines for pleasure craft with the creation of Ranieri Tonissi Repowering. The objective is to be closer to the needs of each individual boat owner by offering **personalised solutions**. The highly professional service is oriented towards customers who prefer to update their boats with the most current engine systems in terms of power and technology, with particular attention to exhaust emissions. It is an opportunity that allows the owner to maintain his hull in optimum condition, whether it is an important boat or one of historical interest or in any case responds to his own needs. For this alternative market demand in the sector of yacht and work boat repowering, Ranieri Tonissi uses reconditioned MAN Truck & Bus engines, which are reliable and qualitatively at the same level as a new engine. For the engine requalification operations, once the used engine is taken in, the in-house division of MAN Truck & Bus carries out all the mechanical and assembly operations on the engine according to the technical standards



required by the model and takes the used engine to the latest level of upgrading.

Ranieri Tonissi Repowering offers a “turn-key” product and impeccable service that includes:

- the official MAN Truck & Bus warranty (12 months from the start-up date, 18 months from the delivery date)
- the support of the worldwide MAN Truck & Bus 24h service, diversified based on need between Master Station, Service Station and Service for commercial engines
- used marine engines exchange
- repowered engine start-up by the authorised MAN Truck & Bus service centre
- issue of the MAN Truck & Bus test bench declaration.

The purchase of a MAN PERFECT USED engine gives the customer the certainty of having chosen a product of the highest quality at an interesting price, with an operating and economic advantage that only a unique partner like Ranieri Tonissi can offer.

# ◆ 06

The importance of visibility  
and feedback



MAN engines. Fascination in hp.  
MAN Nutzfahrzeuge



*UCINA certificate  
awarded  
to Ranieri Tonissi  
collaborator  
Gianfranco  
Magainoli*



## ◆ For a successful business

Corporate visibility is one of the crucial factors to ensure a successful business, and Ranieri Tonissi S.p.A. knows this very well.

For this reason, participating in trade fairs is considered to be a fundamental strategy for increasing the company's visibility as well as receiving valuable feedback.

For Ranieri Tonissi, participating in trade fairs has numerous benefits: guarantees a high concentration of attendees in a limited span of time; permits the company to have feedback on its competitiveness; provides promotional support to the sales structure; is a showcase for presenting new products and entering new markets; makes it possible to identify possible candidates for partnerships; creates direct interaction between buyer and seller; strengthens commercial contacts with regular customers and helps to bring in new ones; reinforces the brand image; offers the possibility to participate in parallel events to support the evaluation of the trends and thus to analyse new sectors on which to focus; increases the network of suppliers.



## ◆ Trade fairs

Every year, Ranieri Tonissi S.p.A. participates as a leading player in the most important trade fair events in the sector, presenting all the news as MAN representative.

These are the main events:

### In Italy

#### ■ GENOA BOAT SHOW

The international point of reference for the entire pleasure boating sector: over 300,000 square metres of exhibition space for a spectacular event that in the floating part offers more than 110 thousand square metres of water surface, more than 500 boats exhibited in the water and 9 kilometres of walkways by the sea. Ranieri Tonissi S.p.A. has participated every year since 1962.

#### ■ SEATEC

**International exhibition of technologies, sub-contracting, and design for boats, yachts, and ships - CARRARA**

With the figures of the 2011 edition – 32,000 square



metres of exhibitions, 780 exhibitors including direct and represented brands, 9203 professional visitors – Seatec is now consolidated as an important appointment for the sector operators and for some years now has showcased the best companies offering components, design, raw materials, mechanics, systems, machining, and all the small artisan workshops that are difficult to find in other contexts.

#### ■ YARE

##### **Yachting After sales & Refit Exhibition, VIAREGGIO**

The 2011 show was its first edition.

At the fair, an excellent meeting point for customers interested in used engines and refits, Ranieri Tonissi participated as representative of R.T.R. Ranieri Tonissi Repowering S.r.l.

#### ■ BIG BLU

##### **Sea Expo, ROME**

A successful formula able to join large numbers, prestigious institutional participants, and activities aimed to effectively promote the culture of the sea.



*Marine Engine*

## Abroad

### ■ FESTIVAL DE LA PLAISANCE DE CANNES

International owners and purchasers meet in an exclusive event that gives ample space to the new units of Vieux Port and to the used market of Port Pierre Canto.

At the Festival de la Plaisance de Cannes, which provides a meeting place for customers of the Côte d'Azur, the company participates as representative of R.T.F. Ranieri Tonissi France S.a.r.l.

### ■ BOOT DÜSSELDORF

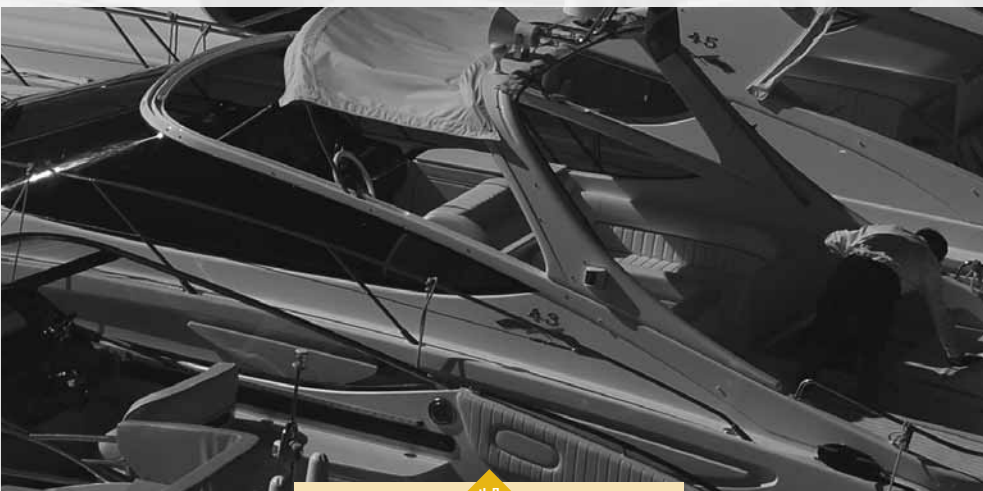
One of the major world nautical shows, where the 2011 edition exhibited more than 1700 boats of all types and recorded 50,000 visitors with large economic availability capable of animating stimulating the market.

### ■ FORT LAUDERDALE INTERNATIONAL BOAT SHOW

In its 51<sup>st</sup> edition in 2011, the Florida event is the largest on-the-water boat show in the world.

■ **MIAMI INTERNATIONAL  
BOAT SHOW & STRICTLY SAIL**

Miami hosts one of the major world nautical events, in 2011 reaching its 70<sup>th</sup> edition. The event is an exclusive meeting place between shipyards and manufacturers and the international buyers.





# ◆ 07

## Bruno Aioldi: the words never spoker

“For a person like me, born in December of 1932, it is a profound satisfaction to see the enormous progress made by this company over the course of time. I still remember the origins of the family-run company, the difficulties that characterised the post-war period, and the sacrifices made to carry forward an idea, an entrepreneurial project and a way of working. My degree in Mechanical Engineering was important because it provided lots of knowledge from the theoretical point of view, but the real training certainly coincided with my joining Ranieri Tonissi and the time I spent in Germany. Nuremberg, Augsburg, and Gustavsburg were the places that formed my way of working and represented a key period in my growth as a

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professional, but also as a man. The German method was the way I decided to follow as the framework for the way our company worked. I remember those years as a time that was not easy but extremely educational, and I tried to instil this organisational method in guiding my company in Genoa.

The progress that began at the headquarters in Via Luccoli was unforgettable, and it has continued up to the present day, so I can now let myself loosen the reins of the company because I'm sure that I have left to the young people the same spirit that guided me in the early '60s. In conclusion, I can only thank my wife and all the people who have stayed close by me, with patience and love, to whom these words are”.

# Index

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	Introduction	3
01	<b>In the wake of mechanisation</b>	<b>4</b>
	1886, the establishment	5
	The utility of alternative gas engines and their market possibilities	6
02	<b>The commercial beginnings</b>	<b>8</b>
	New Partners in Germany	9
	1920, beginning of sales of first marine engines	11
03	<b>The encounter with MAN and the great boom</b>	<b>12</b>
	Reconstruction of the industrial fabric in the post-war years	13
	Ranieri Tonissi represents MAN... and it's a leap of quality	15
04	<b>Ranieri Tonissi today, a growing business</b>	<b>20</b>
	Organisation	21
	Representations	23
	The market	26
	The product chain	31
05	<b>Strong points</b>	<b>34</b>
	Service	35
	R.T.F. Ranieri Tonissi France S.a.r.l.	37
	R.T.R. Ranieri Tonissi Repowering S.r.l.	38
06	<b>The importance of visibility and feedback</b>	<b>40</b>
	For a successful business	41
	Trade fairs	42
07	<b>Bruno Airoidi: the words never spoken</b>	<b>46</b>