



GHIBELLINA

Corporate presentation

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Ghibellina, the beating heart of railways.

WE
LOVE
RAILS

The railway industry is our world: we know how complex it can be to find the right component at the right time.

That's why our mission is to **simplify the process**, making procurement quick, direct, and efficient.

We aim to be **the heart of the railway industry**.

Ghibellina, the beating heart of railways.

WE
LOVE
RAILS

Reliability, expertise, and relationships are the pillars on which we build our work.

We are the **benchmark partner** for anyone seeking a flexible, fast, and hassle-free service.

With passion and precision, we provide our customers with an experienced and highly specialized team.

Ghibellina, the beating heart of railways.

WE LOVE RAILS

A **tailor-made service** for the customer's needs.

We can supply any component without minimum order quantities and in record time.

But our service doesn't end with the sale: we offer **comprehensive support**, including technical consulting, reverse engineering, and revision management.

We love rails, we solve problems.



Complete catalog

Everything (well, almost everything!) you need for your railway vehicle.



Immediate availability

Products are always in stock, with fast delivery in just a few days.



Orders without restrictions

Purchase products without minimum quantities, with orders tailored to your specific needs.



Dedicated support

We support our customers with dedicated assistance, always available.



Advanced tools

We invest in research to simplify your experience and meet your needs.

Mission, vision and values.

What we do

Our goal

Added value

Corporate values

Mission

We build relationships, the **heart** of our business

Ghibellina is committed to taking on and resolving customers' challenges with **speed**, **expertise**, and **passion**.

Thanks to decades of experience, a strategic network of suppliers and privileged partnerships, and a highly multidisciplinary team, we guarantee effective solutions even for the most complex requirements.

Mission, vision and values.

What we do

Our goal

Added value

Corporate values

Vision

The **guiding star** of railways

We aim to be **the heart of the railway industry**, a reference point for anyone operating in the world of railway vehicles.

We provide integrated, immediate, and flexible railway solutions.

We support our customers' growth from every angle.

We create a new mindset around timing.

We modernize the industry approach.

Always staying one step ahead.

Mission, vision and values.

What we do

Our goal

Added value

Corporate values

Value proposition

Railway solutions, **tailored** for you

Ghibellina is the **benchmark partner** for anyone seeking a flexible, fast, and hassle-free service.

We offer tangible support for our customers' growth, modernizing the approach to the railway industry and anticipating future challenges. With Ghibellina, every need becomes a new opportunity to innovate and move forward, delivering customized solutions that make a real difference.

Mission, vision and values.

What we do

Our goal

Added value

Corporate values



Efficiency

We handle our customers' needs and challenges with **speed, flexibility, and pragmatism.**

We aim for concrete results that ensure the highest level of satisfaction, delivering maximum efficiency in all the services we provide.



Trust

Empathy and **passion** are the cornerstones of our work.

That's why we strive to build relationships with our customers that are always professional yet based on mutual trust and respect, ensuring a reliable and transparent partnership.



Growth

We always look forward with foresight and ambition, constantly aiming to improve our processes and skills. We aim to **modernize the industry** and **implement innovative tools**, ensuring our customers receive an increasingly cutting-edge service.



Support

Thanks to our **in-depth market knowledge**, we're able to engage closely with our customers, finding customized solutions for every need.

We position ourselves in the market professionally, providing support to anyone who requires it.

Goals.



The benchmark, at your service

Simplify access to railway spare parts by focusing on the **quality of the user experience**, through a deep understanding of customer needs and a continuously evolving service designed to meet them.



Increasing brand awareness

Increase the company's visibility and reputation, along with awareness of its offerings, through **strategic communication** and by showcasing our expertise in the industry.



Entering new markets

Expand the company's presence in international markets by developing **new strategic partnerships** and adapting the offering to the needs of different markets, seizing new growth opportunities.

Service offering.



Railway spare parts



Support and technical consultancy



Component revision management



Technical/commercial documentation



Reverse engineering

Certified products with compliant documentation.

We offer order management with stockholding and scheduled deliveries, as well as solutions for obsolescence management.

We provide technical support and consulting to **identify and offer the correct spare parts** in compliance with current regulations, ensuring fast and effective solutions.

We manage the overhaul of railway components at **specialized and authorized workshops**, with the goal of reducing the typically long turnaround times of the market.

We have a qualified technical department equipped with advanced software to provide innovative documentation and graphical representations for **manuals, tenders, and work instructions.**

We offer a reverse engineering service to create **complete 2D and 3D technical documentation.** For large components, we also operate on-site.

Company history.

Foundation of Ghibellina

2016

Representation and intermediation

2016-2018

Transition to direct trade

2019

Wholesale trade

2021

The company was founded by the Sperduti Rampini family with the aim of focusing on the trade of **components for freight vehicles**, leveraging decades of experience in the railway industry since 1981.

In its early years, the company operated as a **commercial representative**, connecting manufacturers and customers, managing relationships until the business deal was concluded.

To ensure linearity and commercial completeness, the company evolves, buying directly from producers and selling to customers with a **direct trade system**.

Ghibellina invested in a **warehouse** in the province of Florence, ensuring immediate availability and fast deliveries, thus becoming a **key supplier** in the industry.

Market data.

Our company stands out for its consolidated experience, a qualified international team, and exponential growth in our target market.

Here are some key figures that demonstrate our growth and reliability.

+40

Years of experience

+200

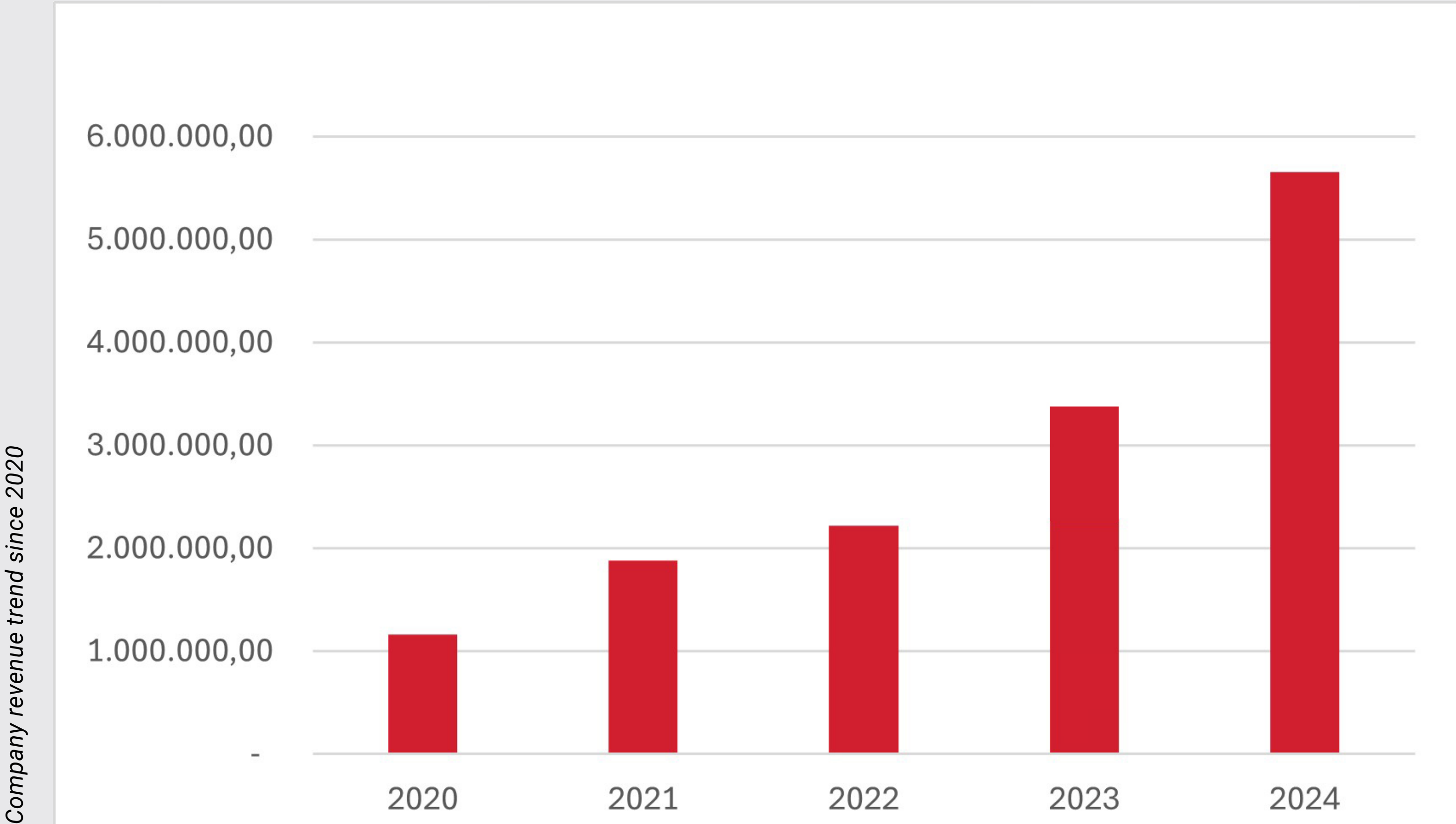
Clients and partners

+15

Collaborators

19

Countries we operate in



Team and competence.



Corrado Sperduti Rampini

Founder

Sales Manager



Leonardo Sperduti Rampini

Founder

Sales and Technical Manager



Monica Elena Marta

Founder

Financial Manager

Team and competence.



Ilaria Munteanu

Orders and Logistics Manager



Pietro Muzzi

Technical Manager



Alice Malavolti

Design and Communication Manager



Leroy Caminiti

Quality Control Manager

Contacts and catalog.

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