



GAESTOPAS SL. A Guest of Honour at Fanton Spa.

GAESTOPAS SL. is a major distributor of electrical supplies in Spain and Fanton recently hosted an eight-person delegation from Gaestopas over two event-packed days in July.

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Our guests arrived in Venice on Wednesday 18 July and toured the Fanton plant in Conselve the next day under the guidance of Michele Fanton and Export Manager Alessandro Pagiaro. First stop was the

company production departments. As Michele Fanton explains, our guests “were particularly interested in our hi-tech automatic store intended to optimize order processing and shipments, as they were in all our production departments where they saw Fanton products being manufactured and tested surrounded by cutting-edge machinery and technology.” The Gaestopas delegation then toured the technical department where Fanton products are devised and designed before going on to the sales and administration areas of the company. After lunch, the heads of sales gave our guests a presentation on the three divisions of Fanton, (FME, Ambra90 Cavi and Fantonet) and the Gaestopas delegation rounded off their stay with an evening in Venice and dinner there at one of the most typically Venetian restaurants in the city.

Export Manager Alessandro Pagiaro talks about the Gaestopas visit.



• **Why was Fanton so keen for this visit from Gaestopas to happen?**

Aside from actually introducing our company, our main intention was to consolidate and further develop business ties between Fanton and Gaestopas. In June this year we had already run a training course on electrical supplies at the Gaestopas head office in Spain, and that went down very well indeed with their sales staff, who’ll be directly involved in Gaestopas’ distributing Fanton products to electrical supplies wholesalers in Spain.

• **How did the people from Gaestopas respond to your invitation to visit Fanton?**

They were very positive about it right away. They were keen to visit our company and get hands-on experience of the way Fanton does business. Seeing things with your own eyes is fundamental if you’re going to build up trust with your suppliers.

• **What else do you think is fundamental for good business ties?**

Professional ethics aside, being able to talk directly and getting to know each other personally are fundamental for lasting business ties based essentially on mutual esteem and respect. With the visit from Gaestopas, I think Fanton has succeeded in doing that to the full. It was definitely an opportunity to grow professionally but above all to strengthen our ties on a personal basis too.