

SIL2012

BARCELONA

Logistics  *Profitability*



14th International Logistics and Material Handling Exhibition

10th Mediterranean Logistics and Transport Forum

From 5th to 7th June 2012

Fira Barcelona Gran Vía Venue

Barcelona-Spain



www.silbcn.com



Logistics Profitability

From 5th to 7th June 2012, the **International Logistics and Material Handling Exhibition** returns for the 14th consecutive year to Fira Barcelona Gran Vía venue. It is an Exhibition that, as the result of the sector involvement and thanks to its proved profitability, has consolidated itself as **the leading Exhibition in Spain and Southern Europe**; as the international point of reference where all logistics sectors are represented, becoming a bridge for business relations between the **Mediterranean Area and Ibero-America**.

An Exhibition where **networking, business contacts** and **knowledge** are more present than ever before through the broad business offer presented by the participating companies, the wide program of Technical Conferences, which count with the contribution of outstanding logistics leaders of every sector in the Supply Chain, and the different business meetings, fostered by the creation of the *Círculo Logístico*, where logistics directors are the main protagonists.

This year we celebrate the **10th Anniversary of the Mediterranean Logistics and Transport Forum**, an initiative that has consolidated itself as the annual platform and the referent of debate for the main sector topics in the Mediterranean. This forum for discussion will be held together with our traditional business meetings and the **5th Mediterranean Ports Summit**. Without any doubt, all this will lead us once again to better ourselves and to beat all records of attendance, contacts and business. Therefore, I recommend you that do not miss it.

Over the last **14 years** Barcelona has become the **annual crossroads for logistics**, an efficient and profitable tool for doing business and making contacts in a professional, international and friendly atmosphere difficult to match. The team of which I am President is motivated by your loyalty and trust, so I will be expecting you at this new edition. **An edition in which our main objective is to promote an unquestionable reality, which is logistics is equal to profitability.** Thanks you all.



Sincerely yours,

Enrique Lacalle
President

WHY EXHIBITING IN SIL?

-  **14 years** at the service of the logistics sector
-  **Leading Exhibition** in Spain and Southern Europe
-  **Bridge for business** between the Mediterranean and Ibero-America
-  **Business + Networking + Knowledge**
-  The sole meeting point that **brings together all professionals of the logistics sector**
-  **An Exhibition that adapts** to the needs of the sector
-  Maximum visibility for your company **365 days a year**



Profitability



An exhibition where visitors are the key

SIL  **An opportunity to do business and make contacts in 2012**

The participating company will benefit from high quality contacts

36% are **Presidents, CEOs and Managing Directors**

47% are **Logistics, Business Development and Purchasing Directors**

88% of exhibitors rate the visitor quality with **"Excellent to Good"**

79% of **visitors are decision-makers** or take part in the decision of purchasing and implementation projects



Visiting reasons

82% of visitors want to get to know **innovations**

65% want to **meet new suppliers and make new contacts**

51% want to **undertake new projects**, place orders and purchase



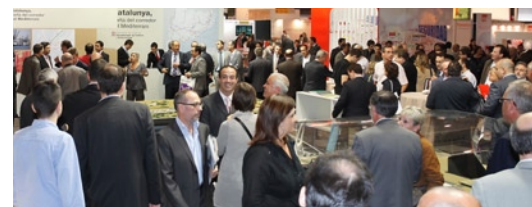
Indicators that reveal a growing trend

89% of **visitors are satisfied** with their visit in 2011 and have met their expectations

95% of **attendees would return** to SIL in 2012

81% of the participating companies consider their **investment as profitable**

83% of the participating companies **will return in SIL 2012**



Reasons for participating in SIL

To attract new clients. To increase sales. Generate business. To get your company known in the marketplace. To show innovations, new products and/or services. To foster your image and the prestige of your trademark. To contact regular customers. To promote your company internationally

Visitors Profile

President, CEO and Managing Director	36%
Logistics Director	21%
Purchasing and Sales Director	15%
Development, Projects and Business	11%
Engineer or Consultant	8%
R+ D	4%
Warehousing Manager	2%

Sectors represented by visitors:

22%	Distribution, logistics and transport
10%	Mass market and/or food
9%	Pharmaceutical and/or hospital
8%	Metallurgy and/or steel industry
8%	Packaging
7%	Automotive
6%	Import/Export
6%	Textile
6%	Chemical
5%	Consultancy
5%	Public sector, health-care and/or education
3%	Real estate
3%	Plastic, blanket and/or wooden
2%	Environment



SIL Meeting point for all logistics chain sectors



Represented sectors

42%

Transport and logistics systems, infrastructures and real estate

- Transport companies (land, railway, air and maritime) • Messenger, courier and parcel • Logistics operators • Logistics platforms • Ports and shipping companies • Public administration • Real estate • Training companies • Associations and universities

31%

Telematics, e-business, telecommunications, IT solutions

- Communication technologies in logistics • Data processing systems • Identification, coding and labelling systems • E-commerce and e-business systems • Transport management and data processing equipments • Localization and navigation systems • Integrated traffic management systems (ITMS) • Research and development (R+D) • Consultancy

27%

Warehousing, equipment, material handling and packaging

- Forklifts and lifting elements • Transportation elements • Storage equipment and furniture • Palletization • Containers and receptacles • Packaging • Industrial solutions



SIL Internationality

• **40% of the participating companies come from Europe, Ibero-america and the Mediterranean.** The 10 main countries of the last edition were France, Italy, Germany, Belgium, Portugal, The Netherlands, Algeria, Argentina and México.

• Participating companies from **33 different countries** were present in SIL 2011.

• In the latest edition, SIL counted with the attendance of **important trade delegations** from China, Turkey, Belgium, Egypt, Argentina, United States, Algeria and Brazil.

“It is remarkable that SIL visitor is very professional. This fact allows us to use a straightforward language since we speak in the same terms and we do it face to face.”

F. Javier Malaver, Operations Director, PKW Logistik Iberia



Barcelona capital of logistics in the Mediterranean

• **Barcelona** houses the **Secretariat of the Union for the Mediterranean** and has always bet for transport and logistics as strategic sectors.

• **Barcelona**, with a geostrategic privileged position, has become an **unbeatable distribution** hub for the markets of Southern Europe, Iberia, the Mediterranean Arch and Ibero-America.

• With its wide offer of communications and logistics services, **Barcelona** and its region have consolidated themselves nowadays as **one of the most important engines of Spain**, as well as one of the main investment and business focus of the European continent.

“I think it is very smart the bet of SIL for turning into an annual meeting for fomenting knowledge and exchanging experiences.”

Eugení Freixas, Logistics Head, Hospital Clínic de Barcelona

“SIL has reinvented itself year after year by adapting to the current economic moment.”

Santiago Depares, Sales Director, Dipole Soluciones de Trazabilidad y RFID



Participation solutions so everybody can be in

Select the option that best suits your needs



Modular Stand
From 41 €/sqm



Woodwork Stand
From 75 €/sqm



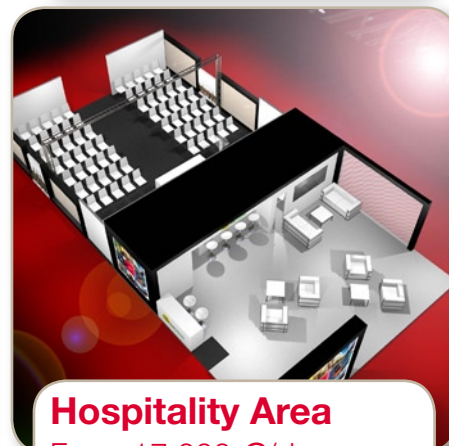
Mixed Stand
From 65 €/sqm



Design Stand
From 107 €/sqm

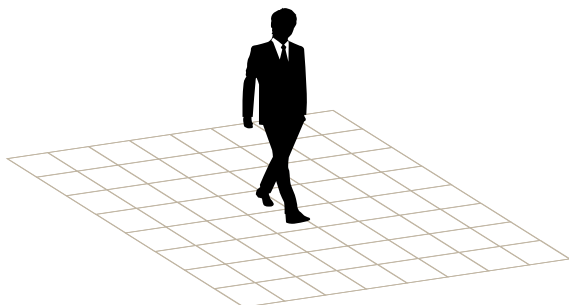







International Pavilion
From 2.800 €/module



Hospitality Area
From 17.000 €/day

Free Space



	MAIN CORRIDOR: (From 81 sqm, price Zone 1)	250 €/sqm
	ZONE 1:	230 €/sqm
	ZONE 2:	215 €/sqm
	ZONE 3:	200 €/sqm
	OUTDOOR AREA:	100 €/sqm

... **SIL** offers many different possibilities of participation such as General Sponsorships, Technical Conferences Sponsorships, Coffee and Lunch Sponsorships, Marketing and Advertising Options... which are adapted to all needs with the purpose of facilitating that everybody can be in!

Contact us on the telephone +34 932 638 150 or by email to comercialsil@el-consorci.com and we will offer you the best options for your specific needs.



SIL The most complete program of conferences



10th MEDITERRANEAN AND TRANSPORT FORUM

The Mediterranean Logistics and Transport Forum will count in its **10th Anniversary** with renowned national and international speakers. This event has consolidated itself as the **sector annual platform and a referent of debate** for the main topics, innovations and new policies on the Mediterranean logistics and transport sectors.

5th MEDITERRANEAN PORTS SUMMIT

It is the **essential event for all Mediterranean port sectors** where the current problems and needs of the sector are set out and answers are given according to the future trends.



15th SIL LOGISTICS DIRECTORS SYMPOSIUM

The **widest conferences program of the sector** which covers all logistics chain sectors:

- 13th Free Zones and Bonded Warehouses Conference
- 8th Railway Conference
- 7th Material Handling and Storage Conference
- 6th SIL Automobile
- 5th Supply Chain Outsourcing Forum
- 4th Information Systems for Logistics Conference
- 3rd SIL Food
- 3rd SIL Pharma & Health
- 2nd SIL E-commerce
- 2nd SIL Chemical

“The Círculo Logístico is an initiative which makes a difference with other Exhibitions.”

Albert Abellán, Logistics Director, Menarini Diagnostics



VIII SIL Logistics Awards

Year after year, **SIL Logistics Awards**, held within the Exhibition, reward the work of the main logistics companies as well as the best national and international logistics projects.



Círculo Logístico and business meetings

- The **Círculo Logístico** is an exclusive space within **SIL** where **logistics managers and directors** network and make business contacts with exhibiting companies.
- In SIL 2011 more than **600 direct business meetings** between logistics directors and participating companies were held.
- SIL 2011 managed more than **1,000 business meetings requests** between professional visitors and SIL participating companies.
- Within the Mediterranean Logistics and Transport Forum, more than **300 business meetings** took place.

SIL **Maximum visibility 365 days a year**

The International Logistics and Material Handling Exhibition is **the greatest communication platform of the sector in the Mediterranean and Southern Europe.**

- *254,683 annual visits* to our website **www.silbcn.com**
- *Newsletters* sent all year long to more than *120,000 logistics chain decision-makers.*
- *Broad communications plan* with promotion in portals and national and international leader magazines besides the main national newspapers.

70% invested in *national press.*

30% invested in *international press.*

63 advertisements in national technical publications.

32 advertisements in international technical publications.

45 advertisements in national daily press.

- *Relation with press* and media professionals through the year:

25 press releases in the last edition.

More than *700 articles* in the press.

Press conferences.



Participating in SIL provides your company with the most complete **visibility and advertising plan 365 days a year:**

Before

- Promotion of your company in the **advertisements in press** containing the exhibitors' list.
- **On-line agenda:** requests for meetings with exhibiting companies are available through **www.silbcn.com**.
- **Newsletters** and publication of the exhibitors' list in **www.silbcn.com**.
- Intensive promotion of the Exhibition through **social networks** (linkedin, facebook, twitter...).
- Promotion in the national and international **leader portals**.
- Marketing plan **advice service** during the event.
- Attendance to the national and international **main events and conferences** of the sector.
- **20 VIP cards** for your top clients: save cues!
- Up to **200 free invitations.**
- Free **on-line invitations.**

During

- **Publication of the innovations** presented by your company in the **press dossier** handed to all registered journalists.
- Section in the **SIL Official Catalogue.**
- Maximum diffusion of your corporate private events taking place during the Exhibition through the "**Events Agenda**", which is published in the "**Visitors' Guide**", appears on the website and it is on-line sent on a daily basis during the Exhibition.
- Broad **media coverage.**



After

- **SIL News Press:** e-mailing with all innovations showed in the Exhibition sent to our data base (more than 120,000 contacts).
- **Media coverage** with special overviews of SIL in the national and international technical press.



600*Participating
companies***40%***International
companies***250***Parallel private
corporate events***2,000M€***as turnover***51,000***Visits***PARTICIPATING COMPANIES IN SIL2011**

A.VESPUCCI-INTERMODAL CENTRE-FREIGHT V.
ABC-PACK
ABERTIS LOGÍSTICA
ABERTIS LOGISTICS PARK COSLADA
ABERTIS LOGISTICS PARK LISBOA
ABERTIS LOGISTICS PARK SANTIAGO
ACCÍO
ACTE
ACTUALIDAD LOGÍSTICA
ADDED VALUE RFID CONVERTER, S.L.
ADIF
AENA / CLASA
AEROPORTS DE CATALUNYA
AGENCIA PÚBLICA DE PUERTOS
DE ANDALUCÍA
AIRMEEX
AJUNTAMENT DE BARCELONA
ALGEPOSA TARRACO, S.L.
ALICANTE MARÍTIMA
ALIMARKET
ALIMENTACIÓN, EQUIPOS Y TECNOLOGÍA (AET)
ALTIS FORMACIÓ
ALTIS GRUP EMPRESARIAL, S.A.
AMPERE SYSTEM IBERICA, S.L.
ANDALUCIA-SISTEMA PORTUARIO Y
LOGÍSTICO
ANDSOFT
APARKABISA
APPORIT
AR STORAGE SOLUTIONS - RACKING DIVISION
ARANCO
ARASUR
ÁREA LOGÍSTICA BAHÍA DE ALGECIRAS
ÁREA LOGÍSTICA DE CÓRDOBA
ÁREA LOGÍSTICA DE MÁLAGA
ÁREA LOGÍSTICA DE SEVILLA
ARSAM
AS SOFTWARE
ASM e-commerce
ASSOCIACIÓ D'AGENTS CONSIGNATARIS DE
VAIXELLS DE BARCELONA
ASSOCIACIÓ DE TRANSITARIS INTERNACIONALS
DE BARCELONA
ASSOCIACIÓ D'EMPRESSES ESTIBADORES
PORTUARIES DE BARCELONA
ASSOPORTI - ITALIAN PORTS ASSOCIATION
ATOX
AUTOPISTA DEL MAR, GIJON-NANTES SAINT-
NAZAIRE
AUTORIDAD PORTUARIA DE ALMERÍA
AUTORIDAD PORTUARIA DE AVILÉS
AUTORIDAD PORTUARIA DE CARTAGENA
AUTORIDAD PORTUARIA DE CASTELLÓN
AUTORIDAD PORTUARIA DE GIJÓN
AUTORIDAD PORTUARIA DE HUELVA
AUTORIDAD PORTUARIA DE LA BAHÍA DE
ALGECIRAS
AUTORIDAD PORTUARIA DE LA BAHÍA DE
CÁDIZ
AUTORIDAD PORTUARIA DE MÁLAGA
AUTORIDAD PORTUARIA DE MOTRIL
AUTORIDAD PORTUARIA DE SEVILLA
AUTORIDAD PORTUARIA DE VALENCIA
AUTORIDAD PORTUARIA DE VIGO
AUTORITÁ PORTUALE DI CIVITAVECCHIA
FIUMICINO E GAETA
AUTOTERMINAL, S.A.
BALTIC TRANSPORT JOURNAL
BALYO
BERMAN TERMÓMETROS E
INSTRUMENTACIÓN, SL
BILBAO AIR
BLUEBOTICS
BNP PARIBAS REAL ESTATE
BUSINESS EUIMED
C DE COMUNICACIÓN-CUADERNOS DE
LOGÍSTICA
C.T.P.
CAMBRA DE COMERÇ DE BARCELONA
CAPTRAIN SOLUTIONS
CASTELLÓN MARÍTIMA
CATREGEN
CBRE
CCI MARSEILLE PROVENCE
CEF MOUGUERRE (BAYONA)
CEFRAL
CENTRO DE TRANSPORTES Y LOGÍSTICA DE

BENAVENTE
CENTRO ESPAÑOL DE LOGÍSTICA -CEL-
CETM
CETM SEGUROS
CETM SITRA
CHEP
CHRONOEXPRESS
CIMALSA
CLEM División Ecológica
CLUSTER PACA LOGÍSTIQUE
COBRA
COGNEX
COL-LEGI OFICIAL D'AGENTS I COMMISSIONIS-
TES DE DUANES DE BARCELONA
COLDWAY SA
COMA Y RIBAS, S.L.
COMPAGNIE NATIONALE DU RHÔNE
CONECTronica
CONSULADO GENERAL Y CENTRO DE PRO-
MOCIÓN REPÚBLICA ARGENTINA
CORREO DE LA CONSTRUCCIÓN
CORREOS - GRUPO CORREOS
CTC EXTERNALIZACIÓN
CTVI (CENTRO DE TRANSPORTE INTERMODAL
DE VITORIA)
CUBIC 33
CUBISCAN
DAMLER FLEETBOARD GmbH
DEMATIC
DESCARTES SYSTEMS GROUP
DHL SUPPLY CHAIN
DIPOLE SOLUCIONES DE TRAZABILIDAD Y RFID
DIPUTACIÓ DE BARCELONA
DISTRICENTER (HOLDING M. CONDEMINAS)
DISTRISORT
DP WORLD TARRAGONA
DSV
DÜRKOPP
DURO FELGUERA SERVICIOS
EFACEC
EHRHARDT+PARTNER SOLUTIONS
EISENMANN
EL CONSORCI DE LA ZONA FRANCA
EL ECONOMISTA
EMBALEX SL Y C&S PACKAGING SUPPLIER, SL
ENVASPRÉS
ERGRANSA, S.A
ESADE Business School
ESTANTERANIA, S.L.
ETS: EUSKO TRENBIDE SAREA
EUROBALEAR DE TRANSPORTES
EUROLINEAS MARÍTIMAS, S.A
EUROMEDITERRANEE
EUROPEAN INVESTMENT BANK
EUROPLATFORMS GEIE
EUROPORTS IBERICA TPS, S.L.
EUSKOTREN
EWALS CARGO CARE
EZ-WHEEL
FAGOR ELECTRÓNICA
FARMA INDUSTRIAL
FEDERACIÓN DE TRANSITARIOS - FETEIA-OLT
FEEDPACK NEWS
FEM-AEM ASOCIACIÓN ESPAÑOLA DE MANU-
TENCIÓN
FERRMED
FERROCARRILS DE LA GENERALITAT DE
CATALUNYA (FGC)
FINNLINES
FORO INTERNACIONAL
FRET SNCF
FUNDACION BAHÍA ALMERIPORT
FUNDACIÓN ICIL
FUNDACIÓN LOGÍSTICA JUSTA
GAMA INVESTCAT SIGLO XXI
GEMINI DATA LOGGERS (UK) LTD.
GENERALITAT DE CATALUNYA - DEPARTAMENT
TERRITORI I SOSTENIBILITAT
GEODIS
GEODIS BM
GEODIS LOGISTICS
GEODIS WILSON
GESINFLOT (TÉCNICAS DE INGENIERÍA)
GESTIÓ D'INFRAESTRUCTURES, S.A. (GISA)
GLOBALPORTS AGENCIA EDITORIAL
GOBIERNO DE YUCATÁN, MÉXICO
GOT CARGA

GRAN EUROPA / PUERTO SECO AZUQUECA
GRIMALDI GROUP
GROC FORMACIÓ
GROUPE IDEC
GRUPO DIARIO EDITORIAL
GRUPO EDITORIAL MEN-CAR
GRUPO EL VIGIA
GRUPO I68
GRUPO LOGÍSTICA Y TRANSPORTE
GRUPO PALAS
HANDLING & STORAGE
HIJO DE JOSÉ MARÍA MASQUES, S.A
I.S.T. 2007, SL
IBERCARGO / IBERIAN STEEL
ICEX
IFTEM FORMACIÓN
IMPERTECH
INFOTRANS, S.L.
INTEREMPRESAS
INTERROLL ESPAÑA, S.A.
ISTANBUL CHAMBER OF COMMERCE
ITENE
ITI - INSTITUTO TECNOLÓGICO DE INFOR-
MÁTICA
ITJ- INTERNATIONAL TRANSPORT JOURNAL
IT-SPAIN.NET
JC TRANS
JEBEL ALI FREE ZONE (JAFZA)
JOBTRANSPORTES - Web de Empleo
JSV, INFORMACIÓN EN MOVIMIENTO
JÚRA MOPE SEA
KIVNON LOGÍSTICA, S.L.
KNAPP AG
KNIGHT FRANK
KONECRANES AUSIÓ
KUEHNE + NAGEL
LA RAZÓN
LA VANGUARDIA
LD LINES
LEGRO
LEUTER - ADAIA
LIVORNO CHAMBER OF COMMERCE
LIVORNO PORT AUTHORITY
LOGISNET- MARGE BOOKS
LOGÍSTICA HOJE
LOGÍSTICA INTEGRAL
LOGÍSTICA PROFESIONAL (GRUPO TECNIPU-
BLICACIONES)
LORRY-RAIL LAS AUTOPISTAS FERROVIARIAS
LUDWIG SCHNEIDER GMBH & CO. KG
LYL INGENIERIA
MAGNOVENT
MAN INDUSTRIAS TEIXIDO
MANIPULADORA DE MERCANCÍAS, S.L
MANUTENCION Y ALMACENAJE
MARINA DI CARRARA PORT AUTHORITY
MARMESA GROUP
MECALUX, S.A.
MECA-SYSTEM, S.L.
MERCASA
MINOAN LINES
MÓN EMPRESARIAL
MONEDA ÚNICA
MOSELLE DEVELOPPEMENT
MOVILOC
MRW
MUNDO INDUSTRIAL
NACORA CORREDURÍA DE SEGUROS, S.A.
NAPLES PORT AUTHORITY
NAVILAND CARGO
NEXOTRANS
NOATUM
NOVATRANS
OCS
ORACLE APLICACIONES
QUEST PROVENCE
PARC SAGUNT I
PICK TO LIGHT SYSTEMS
PIOMBINO PORT AUTHORITY
PKW LOGISTIK IBERIA
PLATAFORMA LOGÍSTICA AQUITAINE-EUSKADI
PLATAFORMA LOGÍSTICA REGIÓN DE MURCIA
PLATE-FORME D'HOUREAU - BORDEAUX
COMBINE
PLAZA
PLZF
PORT AUTHORITY OF CAGLIARI

PORT AUTONOME DE BORDEAUX
PORT DE BARCELONA
PORTS DE LA GENERALITAT
PROLOGIS
PROPELLER CLUB BARCELONA
PROVENCE PROMOTION
PUERTA CENTRO - HERCESA
PUERTO DE BAYONA
PUERTO DE BERMEO
PUERTO DE BILBAO
PUERTO DE PASAJES
PUERTOS DEL ESTADO
QUIRUS
RED LOGÍSTICA DE ANDALUCÍA
REED BUSINESS INFORMATION, S.A.U.
RENFE MERCANCÍAS
REPSOL
RETE AUTOSTRADIE MEDITERRANEE
REVISTA ALIMENTARIA
REVISTA IDE
ROS SPAIN
SCM LOGÍSTICA ACCESIBLE
SECURITPARK
SERVEI METEOROLÒGIC DE CATALUNYA
SETRAM, S.A
SETUP INFORMÁTICA
SITEP
SNCF FRÉT "ENTITÉ ESPAGNE"
SNCF GEODIS
SOCIEDAD PARA EL DESARROLLO DE LA
PROVINCIA DE BURGOS
SOFT TRAPHIC SOLUTION
SOLRED, S.A.
SQUARELL TECHNOLOGY
SSI SCHÄFER
STOROPACK ESPAÑA, S.L.
SUPPLY NEXUS
SWARCO FUTURIT AUSTRIA
SWISSLOG
SYSTEM LOGISTICS
TECNIFOOD
TELEROUTE
TERCAT
TERMINAL DE CONTENEDORES DE BARCE-
LONA, S.L
TERMINAL FERRY DE BARCELONA, S.R.L.U.
TERMINAL PORT NOU, S.A
TimoCom Soft- und Hardware GmbH
TOMTOM
TOOLSGROUP
TOP MANAGEMENT
TOPSYSTEM SYSTEMHAUS
TOPTRANSPORTE
TRADISA
TRANS BAOUCHI ALGERIE
TRANSFORMADOS TORRES MARTÍ, S.L.
- GRUPO TATOMA
TRANSICS
TRANSKAL
TRANSMEX/SpA "SOCIÉTÉ DU GROUPE
SOLNEGAS
TRANSPORTE 3
TRANSPORTE XXI
TRANSPORTWEEKLY
TUSCAN LOGISTICS PLATFORM
ULMA HANDLING SYSTEMS
UNIONE INTERPORTI RIUNITI
UNIOPORT BILBAO
UNIVERSITY OF CAGLIARI - CIREM
VALENCIA MARÍTIMA
VAUCLUSE DEVELOPPEMENT
VEHCO
VEINTEPIES.COM
YGG APLICACIONES, S.C.P.
VIA, PROMOCIÓN DEL AEROPUERTO DE
VITORIA
VIGNESH ENTERPRISES
VINOS Y CAVAS RAFOLS SURIA
VITRONIC
VOLUM LOGISTICS (Jumbotrans)
WTRANSNET
WWW.MERCADOINDUSTRIAL.BIZ
ZAISA
ZAL DEL PORT DE BARCELONA
ZAL SEVILLA
ZAL TOULOUSE
ZALIA

SIL2012
BARCELONA**14th International Logistics and Material Handling Exhibition****From 5th to 7th June 2012**

Fira Barcelona Gran Vía Venue

Barcelona - SpainOrganized by  elCONSORCI
barcelonawww.silbcn.com

Meeting y Salones, S.A.U. Calle 60, nº19, Sector A, Polígono Industrial Zona Franca, 08040, Barcelona (Spain)

Tel. +34 932 638 150 E-mail: sil@el-consorci.com or comercialsil@el-consorci.com