

L'Industria incontra Giovani Ingegneri: Sfide ed Opportunità per Giovani Ingegneri e Aziende

Companies Involved in Current Edition:



*Gli interessati ai
Colloqui sono invitati
a Registrarsi nelle
Liste di ciascuna
Azienda all'ingresso*

www.itim.unige.it/mipet

INVITO A TUTTI GLI STUDENTI DI INGEGNERIA

<http://www.itim.unige.it/cs/plants/2015/april2015.html>

Meeting Program

April 2, 2015 - 9:30 am - 18:00 pm

Piano Nobile, Villa Cambiaso - via Montallegro 1, 16145 Genova, Italy

- | | |
|-------|--|
| 9:30 | Benvenuto Prof. Agostino G. Bruzzone, Prof. Aristide F. Massardo |
| 10:00 | Sfide e Opportunità Oggi |
| 10:30 | Responsabili di Aziende Leader a livello Mondiale evidenziano le Sfide e le Opportunità per Aziende e Giovani |
| 12:00 | Incontro diretto con le Aziende e Colloqui Preliminari |
| 12:30 | Break |
| 13:00 | Meeting with Companies & Campus Interviews |
| 18:00 | Chiusura |

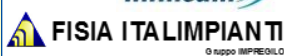
One Year
of
Interviews
in a Single
Day

Accesso gratuito e libero, per ulteriori informazioni
prego contattare mipet@simulationteam.com
www.itim.unige.it/cs/plants/2015/april2015.html



Industrial Plant Business Sector meets with Young Engineers: Challenges and Opportunities for Young Engineers & Companies

Companies Involved in Current Edition:



*People interested in
Campus Interviews are
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Lists of each Company
at the Entrance*

www.itim.unige.it/mipet

**ALL
ENGINEERING
STUDENTS
ARE INVITED**

<http://www.itim.unige.it/cs/plants/2015/april2015.html>

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| 10:00 | International Opportunities & Challenges Today |
| 10:30 | Managers from International Major Companies and Centers on Student/Company Opportunities & Challenges |
| 12:00 | Meeting with Companies & Campus Interviews |
| 12:30 | Break |
| 13:00 | Meeting with Companies & Campus Interviews |
| 18:00 | Closure |

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Industry & Business meets Young Talents: Challenges and Opportunities for Companies and Young Engineers

Companies Involved in Current
Edition:



Welcome



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www.itim.unige.it/cs/plants/2015/april2015.html

Genoa University, Polytechnic School & Engineering Faculty

The University of Genoa is one of the oldest in Italy and in the World (founded in 1471 AD), it is located in middle of Italian Riviera.

The students are about 40,000 (about 8,000 new entries), and the Engineering Departments involve around 7,500 students distributed among Genoa Locations and two External Sites: Savona Campus and La Spezia Area

Recently the Polytechnic School was established combining Engineering Faculty and Architecture in order to reinforce the vocation of Genoa University to be an International Leader in Innovative Technologies in a wide spectrum of applications

For further Information about the Engineering & University of Genoa:



www.itim.unige.it

www.ingegneria.unige.it

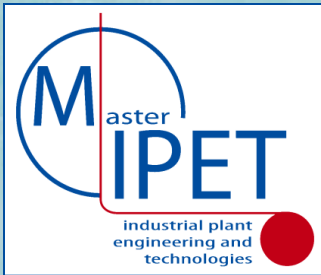
www.unige.it



Prof. Aristide Fausto Massardo



CONFINDUSTRIA Genova



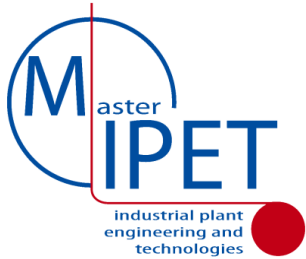
**CONFINDUSTRIA
Genova
supports
International
Master MIPET
since its begin
and promotes
these initiatives
among Industrial
Community**

Crocco, Confindustria





Ordine degli Ingegneri della Provincia di Genova



Intellectual Capital for Future of Engineering

Jack Welch (GE CEO 1981-2001 from \$14 billions market value to over \$410 billions): Globalization has changed us into a company that searches the world, not just to sell or to source, but to find Intellectual Capital: the World's Best Talents and Greatest Ideas



Scientists investigate that which already is; Engineers create that which has never been
Albert Einstein, Physics Nobel Prize 1921

A Two-Speed World

The crisis pointed out by Media is very relative in terms of Geographic/Temporal Coordinates for Instance:

- **Automotive Vehicles: +5% in Europe, +4% in USA, +10% in China in 2014**

- **Shipbuilding:**
Europe from 8% of World Market to 3% (-60%) in 10 years
2011: 200 Ship in Construction just in Shanghai Area

GDP 2013:

China 7.4%

USA 1.6%

Russia 1.3%

India 5.7%

Brazil 2.5%

Vietnam 5.3%

World 4.0%

Italy 0.1%

Qatar 5.5%

Angola 5.6%

Iraq 4.2%

Chile 4.9%

Malaysia 4.4%

Germany 0.5%

Indonesia 5.3%

Nigeria 6.5%

Commercial Vehicle Production 2008-2012			
Rk	Country	Δ Vehicles	(%)
1	USA	1,306,131	27%
2	China	1,186,715	46%
3	Canada	536,629	61%
4	Thailand	532,987	54%
5	India	373,421	77%
6	Mexico	241,481	25%
7	Indonesia	152,851	90%
8	Argentina	69,269	35%
9	Brazil	48,666	7%
10	Iran	30,550	28%
11	South Africa	22,710	9%

Car Production 2008-2012			
Rk	Country	Δ Cars	(%)
1	China	8,785,913	130%
2	India	1,439,445	78%
3	South Korea	716,611	21%
4	Mexico	592,549	49%
5	Thailand	556,314	139%
6	Russia	499,360	34%
7	USA	329,212	9%
8	Slovakia	324,224	56%
9	Indonesia	312,078	72%
10	Czech Rep.	237,728	25%
11	Taiwan	139,329	100%
12	Argentina	98,140	25%
13	Romania	95,500	41%
14	Brazil	77,975	3%
15	Others	62,016	17%
16	Malaysia	25,888	5%
17	UK	18,287	1%
18	Serbia	409	4%
19	Austria	-1,836	-1%
20	Finland	-14,619	-83%
21	Portugal	-16,507	-12%
22	Netherlands	-31,223	-53%
23	Egypt	-35,605	-49%
24	Turkey	-44,907	-7%
25	South Africa	-46,251	-14%
26	Uzbekistan	-50,059	-26%
27	Slovenia	-53,397	-30%
28	Sweden	-89,473	-35%
29	Iran	-92,870	-10%
30	Australia	-107,110	-38%
31	Hungary	-126,919	-37%
32	Germany	-143,574	-3%
33	Canada	-155,138	-13%
34	Belgium	-172,927	-25%
35	Italy	-262,404	-40%
36	Poland	-302,000	-36%
37	Ukraine	-331,112	-83%
38	Spain	-403,369	-21%
39	France	-463,121	-22%
40	Japan	-1,373,924	-14%
	Total	10,343,424	20%



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2011: 200 Ship in Construction just in Shanghai Area

GDP 2014:

China	7.3%	Italy	- 0.5%	Germany	1.6%
USA	2.4%	Qatar	6.0%	Indonesia	5.0%
Russia	0.4%	Angola	4.4%	Nigeria	5.9%
India	7.5%	Iraq	4.2%	S.Leone	20.1%
Brazil	- 0.2%	Chile	1.8%	S.Sudan	13.1%
Vietnam	6.0%	Malaysia	5.8%	Ethiopia	10.4%
World	3.31%			Turkmenistan	10.3%
				Congo	9.5%



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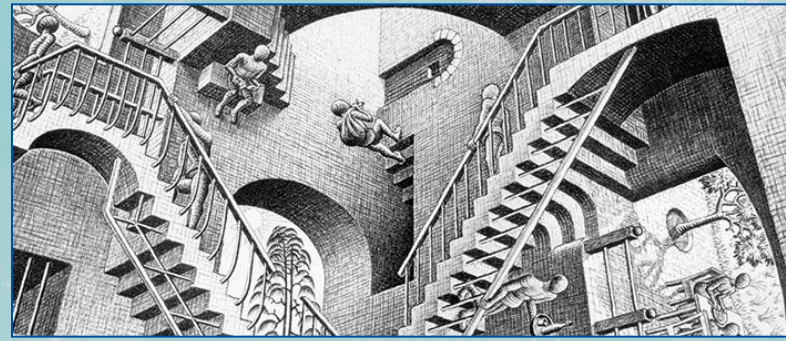
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Total		10,343,424	20%

Global 500 Companies in World during 2014

Ranking	Revenues			Profits		Previous Ranking
1 Wall Mart	472 GUSD	+1.5%	16.0 GUSD	-5.7%	2	
2 R.D.Shell	460 GUSD	-4.6%	16.3 GUSD	-38.4%	1	
3 Sinopec	457 GUSD	+6.8%	8.9 GUSD	+8.6%	4	
4 China N.Petr.	432 GUSD	+5.7%	18.5 GUSD	+1.7%	5	
5 Exxon	407 GUSD	-9.4%	32.5 GUSD	-27.4%	3	
6 BP	396 GUSD	+2.0%	23.4 GUSD	+102.4%	6	
7 State Grid	333 GUSD	+11.7%	7.9 GUSD	-35.2%	7	
8 Volkswagen	261 GUSD	+5.6%	12.0 GUSD	-56.7%	9	
9 Toyota Motor	256 GUSD	-3.5%	18.1 GUSD	+57.1%	8	
10 Glencore	232 GUSD	+8.5%	-7.5 GUSD	-837.1%	12	
22 ENI	154 GUSD	-8.2%	6.8 GUSD	-31.6%	17	



Today: Living in a Paradox



In 2015:

Uber, the world's Largest Taxi Company,...



owns no Vehicles



Facebook, the most popular media owner,...



UBER

creates no content



Alibaba, the most valuable retailer,...



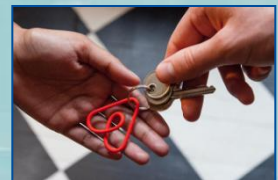
has no inventory



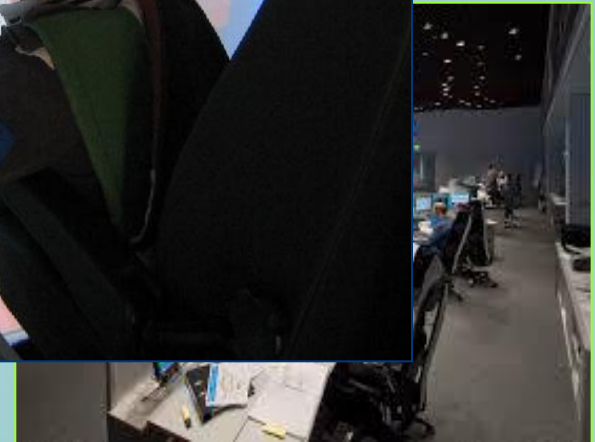
Airbnb, the largest accomodation provider,...



owns no real estate



Looking Really for You? Yes!



... but you should be... smart... flexible... strong background... motivated... hard worker... professional... reliable... etc.

They Came from the Outer World



Top Companies are used to accept
CEO from Foreign Countries based
on their capabilities, with an evident
Globalization (2013)



PepsiCo, USA
Revenues 65.5 bUSD
Profits 6.2 bUSD
Indra Nooyi, India



Coca-Cola, USA
Revenues 48.1 bUSD
Profits 9.0 bUSD
Muhtar Kent, Turkey



Nissan, Japan
Revenues 22.7 bUSD
Profits 1.1 bUSD
Carlos Ghosn, Brazil



Dior, France
Revenues 40.9 bUSD
Profits 1.9 bUSD
Sidney Toledano, Marocco



Deutsche Bank, Germany
Revenues 68.5 bUSD
Profits 0.3 bUSD
Anshu Jain, India



Tata Motors, India
Revenues 34.5 bUSD
Profits 1.8 bUSD
Karl Slim, UK



New Locations... New Opportunities...



Freetown, Sierra Leone



Ashgabat, Turkmenistan



Asuncion, Paraguay



Macau, China

...within a Challenging World



Kiev



Kobane



Human Capital is becoming Even more Important

Engineering is providing an unique opportunity to improve the Capabilities and Understanding of high qualified people: Scientists, Researchers, Technicians and Engineers





Impiantistica e Ingegneria a Genova

In Genoa University several groups are active in Industrial Plant Engineering; for instance the Simulation Team MITIM DIME resulted as evolution of the Institute of Technology and Industrial Plant Engineering & Management (ITIM) that was focused on these issues since '60; DIST, DICHEP, DINAEL and other Engineering Departments are also active on these subjects. The Genoa University is involved in several R&D activities on Plant and Process Engineering and also in Undergraduate, Postgraduate and Continuous Education on this area. Simulation Team MITIM DIME for instance co-operates actively with major Excellence Centers World-Wide.





Simulation Team DIME

The Simulation Team - MITIM DIME of *Genoa University* carries out many industrial projects in cooperation with the large corporations and Small and Medium sized Enterprises; some example of recent industrial simulation project are following:

**ENI
Group**

**Fleet Management Planning & Scheduling
Chemical Plant Logistics Optimization**

Ansaldo

**Plant Service Management
and Optimization**

**LAMCE
Petrobras**

**Oil Platform Simulation
and Augmented Reality**

EDA

**Decision Support for
Country Reconstruction Activity Planning**

Cetena

Simulation for Life Cycle Assessment

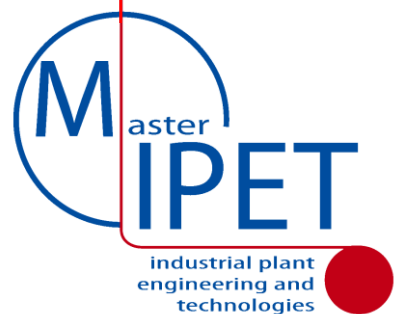
Fincantieri

of New Vessels

Members of MISS are appointed in several positions in simulation community such as:

- General Director M&S Net (34 M&S Centers Worldwide)
- President Simulation Team (20 Centers Worldwide)
- Associate Vice President of SCS and Chairman of Technical Chapter
- Member of NATO SAS, MSG, and NIAG





MIPET

www.itim.unige.it/mipet



Mastering Industrial Plant Engineering and Technologies is an initiative promoted by a joint Team of Academic Institutions, Industries and Associations. MIPET includes an International Master focused on Industrial Plants Technical Issues, with special attention to Engineering. MIPET Master Program Excellence is based on the strong cooperation between Academic and Technical Experts coming from Leading Universities and Companies operating in this area with special attention to Engineering and Construction in Power Generation, Iron & Steel and Environment.

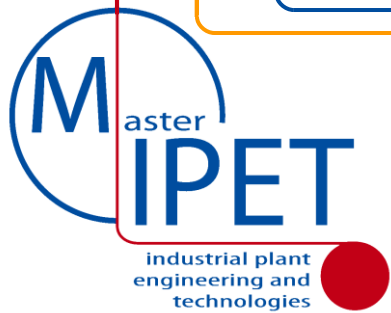
Sponsors



WHO SHOULD ATTEND

- Young Engineers with strong potential and technical background
- International Excellent Students of Engineering Departments from all around the world
- Engineers with experience in Plant Engineering from world-wide
- Engineers already employed in Engineering and Construction Companies who are interested in attending specific Operative Modules of the Master Program such as Project Management, Constructions, Standards and Regulations, Safety, Security & Risks





JOIN 6th MIPET IT IS NOW!



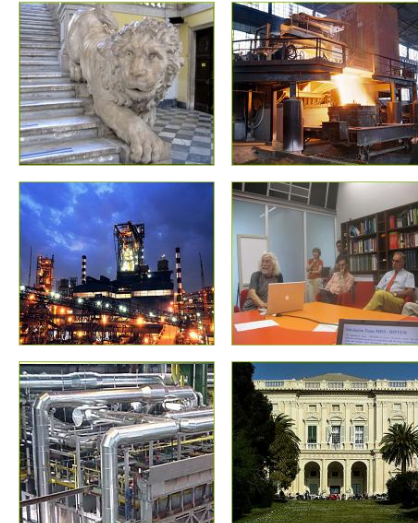
You are still able to apply:

- by sending email to mipet@simulationteam.com
- by click on web site www.itim.unige.it/mipet/join

*Selection goes in middle April by Live or Web interviews
Lectures, Projects & Internships starts end of April*

***Full Free Registration for Best Selected Student
Many Grants from Industries covering Tuition fees
8 Grants from INPS (7'500 Euro) for relatives of Public Employers***

We have received over 60 pre-applications from Worldwide: Europe, Asia, Americas & Africa... but we want to select best 30 students

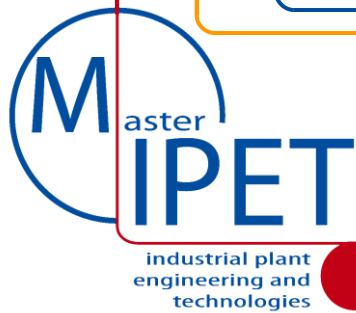


Prof. A.G.Bruzzone
MIPET Director

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mipet@itim.unige.it



Academia, Institutions & Industries

MIPET ORGANIZERS & SUPPORTING INSTITUTIONS



Scuola Politecnica
Università degli Studi di Genova



DIME



www.simulationteam.com



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ASSOCIAZIONE NAZIONALE DI
IMPIANTISTICA INDUSTRIALE



SPONSOR COMPANIES



tenova

PAUL WURTH

Examples of Other Cooperating Companies & Entities

PRISMA
Impianti

FOSTER WHEELER

AST



FISIA ITALIMPIANTI

DUPONT

CSM

DU

IMPREGILO

APM TERMINALS

MONSTER

PROJENIA

BOMBARDIER

blackship

DAPPOLONIA

PROJENIA

Duferco Engineering

blackship

DAPPOLONIA

PROJENIA

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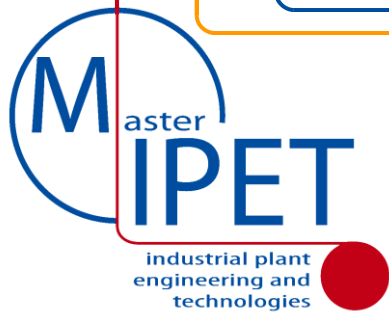
mipet@itim.unige.it

MIPET ADDED VALUE

BENEFITS FOR YOUNG ENGINEERS

- High Profile Professional Education devoted to provide High Value Skills in Industrial Plant Engineering and Technologies
- Continuous Interaction with Top Quality Experts from Academia, Institutions and leading Engineering & Construction Companies.
- Very Qualified Selection and Evaluation Processes that guarantee the Master Attendees as highly qualified resources for top companies.
- Opportunities to complete experiences On Field on complex Industrial Plant projects
- Contacts and visibility to major E&C* Companies and EPC** Contractors (EPC) operating at International and National level.
- Developing Human Potential of the attendees by training and improving their Individual and Team Working capabilities.





GENERAL PROGRAM



The Master in Industrial Plants includes:

- Basic Modules for Industrial Plant Engineering and Construction, including Process Engineering, Plant Automation, Materials & Technologies, etc.
- Operative Modules on Critical Issues for Industrial Plants (e.g. Engineering Standards and Regulations, Project Management, Quality Assurance etc.)
- Thematic Modules on Specific Plant Sectors (e.g. Power, Iron and Steel, Environment)
- Company Internships devoted to acquire on-field experience, including the development of the Project Work related to a Real Case
- Visits to Industrial Plants and Engineering, Research & Development Centers and Labs.
- Tests for certifying individual skills and capabilities acquired by the attendees on specific topics at the end of each single module.
- Professional Modules, integrated in the Master Program, but open for external attendees as stand alone courses. These modules include individual and team Projects Works to be carried out in competition/cooperation interacting with experts.



MODULES



Educational Module Topics

Basic Modules 80 hours

Fundamental Concepts related
to Industrial Plants Projects

Fundamentals of Financial
Analysis for Industrial Plants

Processes Engineering and
Components in Industrial Plants

Design and Engineering
for Industrial Plant Systems

Material Technology, Mechanical
Design and Industrial Plants

Automation in Industrial Plants

Software Systems for Supporting
Industrial Plant Design & Evaluation

Operative Modules 180 hours

Standards & Regulations

Project Management

Construction

Safety & Risks

R&D in Industrial Plants

M&S in Industrial Plants

Comm. & Team Building



Thematic Modules 160 hours

Power Plants

Iron & Steel Plants

Plants for Environment

Processes & Machines
in Industrial Plants

Desalination &
Water Treatments

Environment & Sustainability
for Industrial Plant Engineering

MIPET Other Modules
English, Chinese, Italian, Orientation



SPONSOR COMPANIES



BENEFITS FOR SPONSORS



- Active role in selection processes of Master Candidates
- Opportunity for deep evaluation and selection of Master Attendees Selection, Educational Modules, Internship and Project Work
- Opportunities to improve the skills of Engineers & Technicians already employed
- Free Seats and Discounted Rates for registering into the Operative Modules
- Sharing High Quality Education Costs within a Specific Qualified Community
- Cultural Interaction among the different Actors of this initiative: Industrial Companies, University and Institutions
- Active Role free of cost into Student Meetings, Campus Interview and other Initiatives organized by MIPET
- Joint University-Industry stimulation of interest and research projects on subjects related to plant engineering.
- Development of a Fertile Background in Industrial Plant, Global Engineering and Construction devoted to enhance the competitiveness of the whole system.
- Visibility on Media and Promotional Initiatives



MIPET & INDUSTRIES



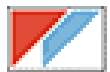
HOW A COMPANY BECOMES SPONSOR OF MIPET

- Subscribing an Agreement that includes an annual fee and the commitment to provide resources (i.e. 15 hours of experts for specific contributions to educational modules to be developed under Technical Scientific Committee Coordination).
- Providing information about its requirements and preferences with respect to the characteristics of Master Attendees to be selected.
- Getting Benefits of Free Seats and discounts on MIPET Operative Modules for its Employers and/or Customers
- Offering Internships to Master Program Students
- Providing Expertise as well as Real Case Studies

Sponsors MIPET-6th Edition



tenova



PAUL WURTH



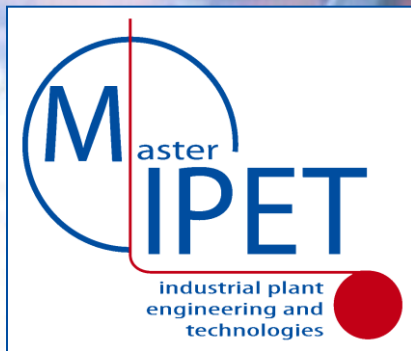
Prof. A.G. Bruzzone
MIPET Director

www.itim.unige.it/mipet

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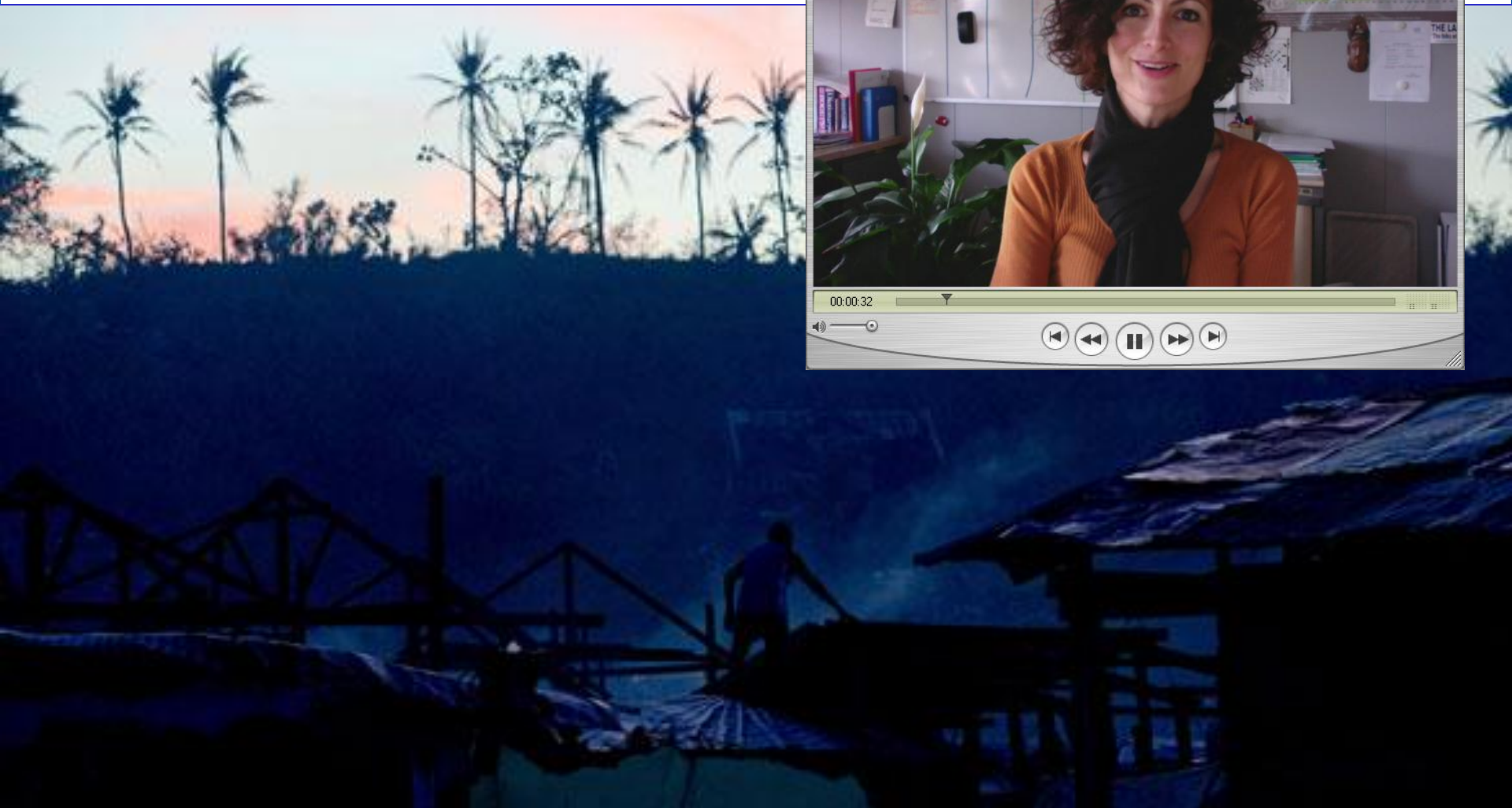


Companies interested in Human Capital & Complex System Engineering





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Technology and Innovation is our life insurance in a global market: portfolio of 224 patented inventions protected by 1584 active patents. 40 licensees. Recent orders in Brazil, Mexico, Germany, India, Japan, Korea, Russia, Taiwan.

PW: 26 entities in 18 countries, totalling about 1600 people, mostly holding a university degree.
PW Italia, employing 208 people based in Genoa (99 hired in the last 5 years), is one of the Main group company with long tradition.



Carlo Raggio, Director Research and Technology, Laura Lippi, HR

connected excellence in all we do

March 2015



Who we are and what we do

Listed on both

–London Stock Exchange–
–New York Stock Exchange–

40,000
exceptionally talented
people worldwide

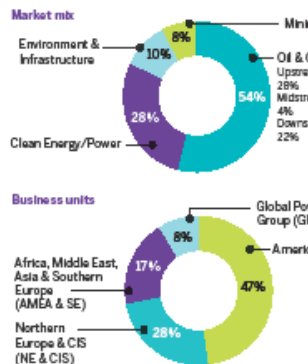
150+
year history
operating in over
50 countries



What drives us



2014 pro forma scope revenues



About us

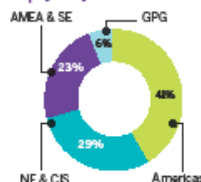
Americas

Northern Europe & CIS

Africa, Middle East, Asia (AMEA) & Southern Europe

Global Power Group

Employees by business units



Markets

Oil & Gas

Full life cycle services to offshore and onshore oil and gas (conventional and unconventional, upstream, midstream and downstream).

Clean Energy

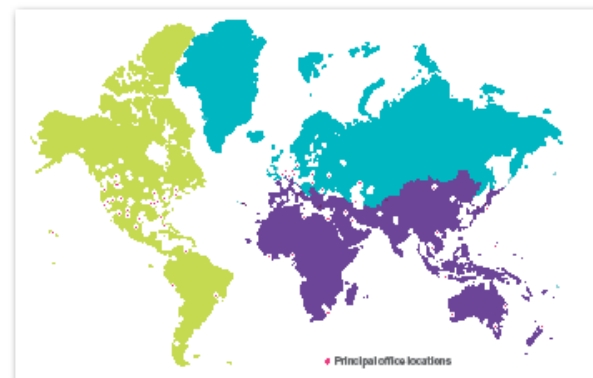
Full asset life cycle, including new build, operational support and decommissioning in nuclear, renewables, transmission and distribution, power and bioprocessing.

Environment & Infrastructure

Consultancy, engineering and project management services in water, transportation/infrastructure, government, and industrial/pharma sectors.

Mining

Concept and development through operations and closure of mines, metallurgical processing facilities and associated infrastructure.



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* Scope revenue represents reported revenue less flow-through procurement revenue.
All figures are pro-forma 2014, excluding Investment Services and Centre costs, pass-through and incremental procurement and do not factor the impact of US GAAP to IFRS conversion.

International RINA Network

Human resources over 2500
Average age: 42





cutting through complexity™

KPMG Advisory: per vincere la sfida della complessità

Genova,
2 aprile 2015
Dottor
Nello Giuntoli





Defense



Aerospace



Energy



Transport



Other Industries



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Beast Technologies aims being the market leader of software for wearable technology in the field of strength & fitness training.

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Sergio Re, Manager



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Monitoraggio degli elettromedicali
in mobilità



Aumentare la disponibilità del
parco mezzi



Gestire i lavori di Dry Dock



Management of Advanced Solutions and Technologies

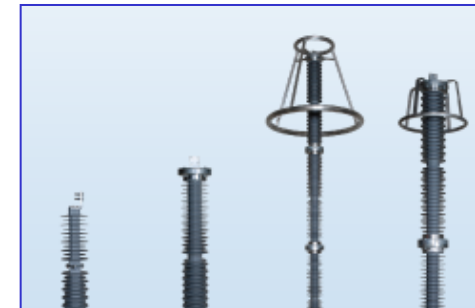


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TOSHIBA

Transmission & Distribution Europe







Leader in Energy and Automation



MIPET: ABB Power System Division

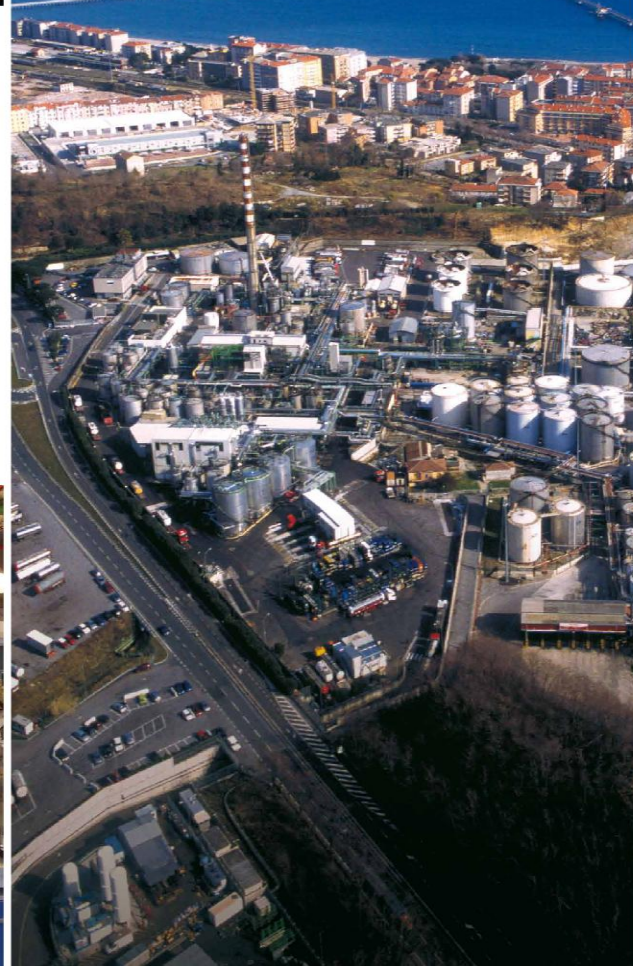


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Performance you can rely on.



APM Terminals is one of five primary business units of the Maersk Group

Maersk Group

Copenhagen, Denmark

- 2014 Revenue: \$47.5b USD (Shipping, Energy, Ports)
- 89,000 employees in 130 countries.

APM Terminals

The Hague, Netherlands

- 2014 Revenue: \$4.45b USD
- 2014 container volume: 38.3m TEUs (Container Volumes weighted by equity share)
- 20,600 employees, 58 countries



Carmen
Stefano

Lucchini,
Dentali

HR Manager
Production



GRUPPO SOGEGROSS spa

SISTEMI DISTRIBUTIVI



A close-up photograph of a hand gently holding a young corn plant in a field. The sun is low on the horizon, creating a warm, golden glow and lens flare. The background shows other corn plants and a blurred landscape.

HELPING THE WORLD GROW MORE WITH LESS

Costruiamo insieme
il nostro successo





WÄRTSILÄ



Oil Separation

There are separators at every oil & gas production facilities »



Power Electric Systems

Integrated products for service power generation and diesel-electric propulsion »



Propulsors

A broad range of propulsor solutions comprising propellers, thrusters and waterjets »



Pumps & Valves

Environmental and reliable liquid cargo handling pump technology »

Seals, Bearings & Stern Tubes

Reliable & easy to maintain from the world's leading supplier »



Waste, Oil & Fresh Water Management

Waste, Oil & Fresh Water Management to help meet current and future legislation »

Automation

Control and monitoring equipment for both individual products and integrated solutions for vessels »



Ballast Water Management

Wärtsilä uniquely offer two ballast water management system solutions »



Compressors

Designed for land and marine applications involving the supply of air or gas at high pressure »



Engines & Generating Sets

Our portfolio of propulsion engines for the marine industry »



Exhaust Gas Cleaning

Exhaust gas cleaning systems to reduce NOx and SOx »



Gas Systems

Gas handling systems & process solutions, including specialised high quality LNG projects »



Gears

Highest standards of operational efficiency & reliability, low noise & vibration »



Inert Gas

High quality, inerting gas solutions preventing the risk of explosion »







Smart Polygeneration Micro Grid **SPM**

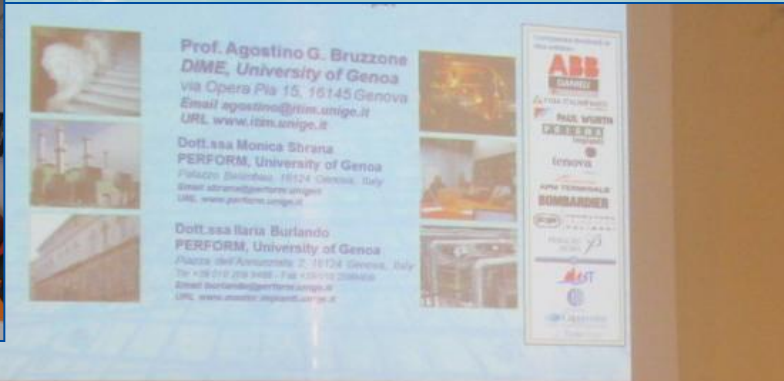
SPM is a 7.1M€ EU project devoted to manage efficiently and economically the whole Genoa University - Savona Campus systems optimizing contributions coming from renewable sources. SPM is equipped with a grid monitoring system for grid, in charge of checking the functional status of all elements. SPM also includes control and optimization, consumption forecasts, operation planning and real time control of the grid exchange, by regulating generation and consumption units. Sources include:

- **1 Photovoltaic Plant**
- **3 Solar Thermodynamics Units**
- **3 Micro-Turbines**
- **2 Natural Gas Boilers Refrigerating and Absorbing Plant**
- **1 Electrochemical/thermal Storage**





Questions & Free Discussion...



Companies Involved in Current Edition:



... CAMPUS INTERVIEWS...



Companies Involved in Current Edition:



... and Interviewing

References

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