



From left Roberto and Andrea Buttà

vector



Intercontinental transport: the Italian specialists

A young team working well together and worldwide personalized services

Text by **Elena Marzorati** - Photo by **Elisa Casanova**

“We never say it’s impossible”: are the words making a show at the Vector central offices, as well as on its website, embodying the corporate concept: satisfy all the various customer demands, proposing ad hoc solutions and options. “Forwarding and in-

ternational intercontinental transport by air and sea is Vector’s core business. We are in the top 15 listed companies in the panorama of over 400 sector enterprises – multinationals included – and are amongst the first 5 still Italian and not multinational”, begins Roberto Buttà, president, whose right arm is his son

Andrea, business development manager, already perfectly at home in the corporate management. A dynamic enterprise, Vector, growing rapidly and which, thanks to a winning strategy, has been left untouched by the crisis. Only to think of the turnover. The business is set up in 1978 and Roberto Buttà joins

it in the late 80's: from then on the Vector turnover goes from 2 billion lire to the current 30 million Euro. "We have long-term goals and in fact aim at a 100 million turnover in 2025", confirms the president. Malpensa airport is one of the keystones to corporate development, having substantially increased the goods sector over the last thirty years. "The majority of our competitors are based at Linate airport and there are not many enterprises like us at Malpensa and so we obviously exploited this opportunity to the full", specifies Andrea Buttà, whose young age is perfectly in line with the corporate average. One of Vector's strong points in fact lies in investing in young people and women. "We guarantee education and training at our premises to the best students with diploma leaving the upper se-

pany? "In the first place a specific market policy – stresses Roberto Buttà -. We were there, where no one else was, right from the early nineties. If for example everyone focused on Japan, we opted for Korea. The others chose Hong Kong, we went to Shanghai, or else India or in Brazil. All geographical areas developing at the time and Vector has grown with them. Vector naturally operates full scale throughout the world, but is always interested in niche markets such as Mongolia or Turkmenistan". Also as far as the product policy is concerned, Vector offers its services to ni-

ganization" specifies Andrea Buttà, pointing out the complexity of the assignment, faultlessly brought to completion. Vector also operates in disaster recovery situations – for example it sent cargo planes to Haiti after the earthquake there -; it also boasts an important plane chartering business, guaranteeing special services for specific clients. A business, the latter, rapidly on the upward turn especially for the world of show business and defence products. Lastly it comes spontaneous to ask the managers why many companies opt for Vector instead of a multinational competitor. "A medium sized enterprise like Vector succeeds in fully understanding and satisfying the Sme so typical of the Italian enterprise fabric, guaranteeing them that flexibility and willingness 24 hours a day which other larger organizations are unable to offer. We are not just



The headquarters

condary schools, particularly those from the Istituto Tecnico Tosi school in Busto Arsizio. We believe that employees are an essential resource for the success of an enterprise", explains Roberto Buttà. Human resources then with an interest and who share the corporate goals. "The first thing I learnt from my father is that the company primarily exists for about eighty families who live thanks to Vector. And this is exactly what lends the energy we need to do our job well", points out Andrea Buttà. But what were the other ingredients that transformed a typical Italian medium sized enterprise into a market leader, as well as passing – recently – from a family run business to a management com-

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