



Turning Innovation into Productivity

NEWSLETTER

#2: Summer 2016

Dear Readers,

This year marks the 22nd anniversary of the North American Free Trade Agreement. Though the opinion on the overall impact of NAFTA on the North American economies is divided, it is unquestionable that the agreement did in fact achieve one of its main goals, that is, to strengthen the trade integration among its members.

The elimination of many pre-existing trade barriers has increased the flow of goods and services across the borders of Canada, USA and Mexico. Statistics of the past two decades, recently released by the Ministry of Economy of Mexico, show that Mexican trade volumes, with its two North American partners, have increased more than fivefold, in terms of values, from USD \$89 billion in 1993 to \$516 billion in 2015.

NAFTA has augmented the specialization of the national economies by leveraging on the individual strengths of each and by creating new competitive advantages.

In particular, manufacturers with facilities in all three countries have benefitted from numerous advantages stemming from economies of scale, increased trade integration and specialization at a North American level.

Canadian companies have gained a leadership position in Mexico in the mining, aerospace and transportation (railway) sectors.

The US have become a net exporter of energy to the region thanks to the new non-conventional oil and gas extraction technologies.

Mexico's reliance on oil exports has decreased in favour of a strong and diversified manufacturing industry. North American consumers have shown



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an appreciation of made-in-Mexico's durable and non-durable consumers' products, as well as food products, thus creating employment and revenue for both the companies and the Mexican government. The Mexican manufacturing industry has created wealth and benefits across the continent as well.

NAFTA has also offered many opportunities to numerous Italian industrial technology providers. Initially, only the major Italian corporations took advantage of these opportunities, however, the number of Italian companies with subsidiaries, warehouses and manufacturing facilities in the NAFTA countries has slowly become more significant. Joint ventures and partnerships with local, North American counterparts have been the preferred way of setting up business in the NAFTA region. Thanks to their foothold in North America, these Italian companies have been able to better understand and serve their client base while expanding their business.

I had the privilege of managing the Italian Trade Agency's Mexico City office and supervising the Machines Italia Mexico franchise for the past 5 years. During my tenure, I have witnessed, and somewhat assisted, in the consolidation of the Italian presence in this country. I also saw similar trends happening in the rest of North America.

Now that my professional and personal experience in Mexico is nearing its end, I would like to thank all the Machines Italia readers and followers in Italy, Mexico, Canada and the USA. I would also like to thank all the Italian and Mexican companies and people I met throughout the years as well as the Italian Trade Agency's Mexico City staff.

Arrivederci!

Salvatore Parano
Italian Trade Commissioner – Mexico



EVENTS & INITIATIVES

CANADA

Canadian Delegation To Savigliano Agricultural Machinery Trade Show

Machines Italia and [Ceipiemonte](#), the Piemonte Agency for Investments, Export and Tourism, organized a trade delegation of Canadian companies to the [Fiera della Meccanizzazione Agricola](#) that took place in Savigliano, Italy from March 17 to 20, 2016.

With 850 exhibitors over 48,600 square meters of floor space and 60 thousand visitors, the Fiera della Meccanizzazione is the main trade show in the region for agricultural and horticultural technology.

Selected Canadian distributors of machines and equipment were invited to the event. Among the delegates were Nick Quali and Phoebe Strain from the [St. George Company](#) (AB, ON) and Clement Baraby from [Les Equipements Baraby](#), (QC).

For further information on this initiative, please contact toronto@machinesitalia.org

Machines Italia & Daily Planet, Discovery Channel Canada

Machines Italia teamed up with [Daily Planet](#), the flagship science magazine produced and distributed by [Discovery Channel Canada](#), to film a series of segments on exciting scientific and technological innovations by Italian companies.

The Daily Planet crew was in central Italy at the beginning of May 2016 and stopped in Livorno, Carrara, Bologna and Modena, where they shot stories on



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compelling technologies such as stone and marble extraction and processing, soft robotics, sports motorcycles and exotic sports cars.

The segments are currently in post-production and will be aired in the next few months on Daily Planet.

Machines Italia provided financial and logistics support and assisted with the scouting of the subject matters, companies and locations for the segments.

For further information on this initiative, please contact toronto@machinesitalia.org

Machines Italia 15 Years of Creativity

Kick started in 2001, the Italian Trade Commission's Machines Italia project is now well into its teenage years. Follow the evolution of the campaign through some of the artwork and creative materials developed, throughout the years, by the US, Canadian and Mexican desks for the market specific initiatives and events: Check out our boards on [Pinterest](#).

MEXICO

EXPO PACK México 2016

Expo Pack Mexico 2016 took place in Mexico City's Bancomer Santa Fe fairground last May 17 to 20. The show is the largest trade event for packaging machinery and equipment in Mexico: 100 exhibitors stretched across 200 thousand square feet of floor space and 25 thousand visitors. Machines Italia and the Italian Trade Agency's Mexico City office set up a Punto Italia information desk in collaboration with UCIMA, the Italian Packaging Machinery Manufacturers' Association, to provide assistance to local companies at the show.

Punto Italia (Hall A stand 234-338) hosted several Italian technology suppliers such as [Camozzi](#), [Goglio](#), [Ilpra](#), [Imeta](#), [Laminazione Sottile](#), [Officina Bocedi](#), [PKT](#), [Reda](#), [Rejeves](#), [Rotomac](#).

In 2015, Italy was the second largest supplier of packaging technology to Mexico with a market share of 18.2% and exports valued at USD\$120 million. According to UCIMA's "IL CUBO" think-thank, the Mexican packaging machinery market will grow at a rate of 5.3% by 2018. The cosmetic industry



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and the food-processing and chemical industries will increase their demand of packaging technology by 6.2% and 6.1%, respectively.

For further information on the initiative, please contact mexico@machinesitalia.org

North American Woodworkers Meet At XYLEXPO 2016

is the leading International trade show for woodworking machinery and technology in Italy. This year, the biennial trade show, which took place from May 24 to 28 in Milan, celebrated its 25th anniversary by posting a strong performance:

- 441 exhibitors from over 30 countries
- 17,145 visitors (+14.2% with respect to the previous edition)
- 315 thousand square feet of floor space

Machines Italia, the network of Italian Trade Agency North American offices collaborated with [ACIMALL](#), The Italian woodworking machinery and tools manufacturers' association and mounted a communication campaign to promote the event. A group of 130 foreign delegates, 20 of which from Mexico, USA and Canada, was invited to visit Xylexo and meet with selected Italian exhibitors. Among the delegates were the winner of the 4th Win A Trip To Xylexo contest organized by Machines Italia Canada, ACIMALL and Wood Industry magazine:

- Pauly Kleinsasser from Springfield Woodworking
- Adam Christiaanse from Mosaic Millwork

As part of the 25th anniversary celebrations, ACIMALL hosted “Xylexo Night”, a gala event that celebrated several Italian and foreign companies that took part in the very first edition of Xylexo, over 50 years ago. The awarded companies received a commemorative plaque with images of their equipment taken from the 1966 show catalogue.

For further information on the initiative, please contact info@machinesitalia.org

USA

Innovations In Aerospace, Automotive, Energy, Robotics And 3D Printing On Display At i3 Forum

Prime Minister Matteo Renzi made his first official visit to Chicago on March 30, 2016. The visit by the Italian head of state focused on Italian manufacturers in the Midwest at the ITA's [i3 Forum=Impact. Innovate. Integrate.](#) at the University of Chicago's Gleacher Center.

"The i3 Forum provided a unique opportunity for U.S. and Italian manufacturers to address the challenges and trends in the marketplace through sharing practical experiences," said Roberto Luongo, Director General of the Italian Trade Agency. "Chicago is not only the epicenter of the U.S. advanced manufacturing ecosystem, it's also home to a decades long collaboration between Italian and American companies, who are working together to meet the challenges of tomorrow, today."

The U.S. is Italy's most important trading partner outside of the European Union with about seven percent of its total exports being sent to the U.S. In 2015, Illinois was the sixth largest importer of goods from Italy with almost \$1.8 billion, an increase of almost seven percent over the previous year. Manufacturing is at the heart of this growth. In 2015, about a third of goods imported from Italy were machinery products with \$516 million, followed by two sectors which had dynamic growth, chemical products with \$459 million and food products with \$130 million - respectively with 86% and 14 % increases over the previous year. Closing the top four sectors of Illinois' imports was metal products at \$136 million. These four sectors combined, accounted for approximately 70% of Italy's total exports to Illinois in 2015. Along with Fiat Chrysler Automobiles, there are over 89 Italian companies with operations in Illinois employing almost 3,700 Illinoisans as of 2016 and of these, almost a third call Chicago home.

Honored guests and speakers included Armando Varricchio, Italian Ambassador to the U.S., Sergio Marchionne, CEO of Fiat Chrysler Automobiles and the Chairman of CNH Industrial, and Marc Allen, Sr. Vice President The Boeing Company and President, Boeing International.



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Additionally, fifteen of Italy's top manufacturing innovators in the aerospace, automotive, energy and robotics sectors joined with more than 100 invited guests from American and Italian manufacturing companies to discuss the current state of the industry and the trends expected to take place over the next several years.

The i3 Forum featured live displays of Italian innovation including the COMAU Racer3 Robot, the iCub humanoid robot developed at the Istituto Italiano di Tecnologia, Ducati Motorcycles featuring the latest Brembo braking technology, 3D printing devices from Fonderie Digitali, and the ISSpresso, the espresso maker designed for the International Space Station (ISS) by Lavazza and Argotec.

For more information about the Forum, its supporting partners and to watch videos and download presentations from the i3 Forum, visit www.attendi3.com.

Machines Italia Brings North American Companies To Lamiera 2016

The eighteenth edition of **LAMIERA** hosted by BolognaFiere May 11-14 the 2016 edition registered a 10% increase in the number of visits (compared to the 2014 edition). The show 20,395 visitors, of which 857 were foreign operators.

The Italian Trade Agency Mexico City and Chicago offices took leading North American companies to the show, allowing them to take part in the 500 bilateral meetings which were organized between Italian exhibitors and foreign companies. The Agency through its international network of offices brought other delegations as well from Austria, Germany, India, Iran, Poland, Russia, Spain, Switzerland, Turkey and Mexico - which was the Country of Honour at this year's edition.

On the basis of the success achieved in the previous edition, **LAMIERA** reproposed **BLECH ITALY**, an area dedicated to the supply chain of steel, metal alloys and non-ferrous materials, conceived to enhance



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these two interconnected industries: the machine tool sector and that of the machines for the processing of steel and other alloys.

The new version of the historic area **LAMBDA 4.0** contributed to complete LAMIERA with important contents: this time, it was dedicated to illustrate the commitment of the sector to the study of Industry 4.0. The comprehensive conference programme involved 400 operators.

Among the workshops regarding the theme of the "smart factory", "Machines for laser processing: Industry 4.0 is here!" attracted a crowd, but in addition, there were also numerous in-depth discussion meetings on economic-technical topics. Among others, there was a presentation of the results concerning the survey carried out by **UCIMU-SISTEMI PER PRODURRE** every ten years on "Total machine tools and production systems of the Italian industry. Focus Emilia-Romagna" and of the Competitiveness Study, which compares systems and industries in Italy and in Germany.

Beginning from next edition, the exhibition will change its venue and date in the international schedule of trade shows, being held 2017 in Milan and taking place during odd rather than even years (2017, 2019, etc.). For more information on the 2016 edition [click here](#) to download a full report.

If you are a North American based manufacturing company interested in being part of future delegations organized by the Italian Trade Agency's North American network of offices and leading Italian machinery manufacturers' associations, such as UCIMU-SISTEMI PER PRODURRE? Let us know by writing us at info@machinesitalia.org

Italy takes Its Automotive Industry "On The Road" In The Midwest

The Italian Trade Agency, together with the **Piedmont Agency for Investments, Export and Tourism** conducted its first combined Italian automotive supplier tour of the Midwest, March 9 - 16, 2016.

This tour was to provide a unique opportunity to a selected number of



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prestigious Italian manufacturers and suppliers to the automotive industry to have a better understanding of the needs of US OEMs, First and Second Tier suppliers when they are sourcing new suppliers for their manufacturing and production needs.

The tour started in Detroit on March 9th, with meetings at Roush, followed by participating at the [Italian Technological Excellence in the US](#) conference hosted by [Leonardo International](#) at Wayne State University of Detroit. Michigan Governor, Rick Snyder and Consul of Italy in Detroit, Honorable Marialuisa Lapresa gave opening remarks, and evening's event was supported by major Italian players in the US automotive market such as FCA, Brembo, Magnetti Marelli and Comau, just to name a few.

Next stop was Columbus, Ohio where the delegation meet with [OSU's Center for Automotive Research](#) and its director, Giorgio Rizzoni and Mobility Research director, Carla Bailo.

Followed during the week were meetings at TS Tech, American Showa, Honda America, Jefferson Industries, FCA's Jeep Plant, Toledo Molding & Die and Dana. It was then off to Chicago, concluding the tour where the delegation met with Navistar.

Collateral activities included the [University of Toledo](#), where the delegation met with faculty to discuss innovation and research for the automotive industry and the various assistance programs available to the delegation to help them enter into the US marketplace.

Local partners strategically involved in the tour were the [Italian Consulate of Detroit](#), under the Consul, Marialuisa Lapresa, [Columbus 2020](#), [JobsOhio](#) and the [Regional Growth Partnership](#) of Toledo, Ohio.

The Italian Trade Agency conducts various tours of this nature for Italian manufacturers across diverse industries as automotive, aerospace, advanced research, 3D printing and more, showcasing the opportunities the US market offers Italian companies looking to invest and do business in the US.

COMING SOON

CANADA

Ontario Export Awards 2016: Call For Submissions!

The Ontario Export Awards – OEA - recognize the innovative approaches and unique contributions of Ontario registered export manufacturers across sectors and in all regions of the province, as well as the individuals who contribute to their success. The OEA is spearheaded by CanadianManufacturing.com (Annex Business Media), which is one of Canada's top sources of daily industrial, manufacturing and economic news and has over 100,000 industrial readers across the country.

Applications for the various OEA categories are now open. Companies may submit their application directly or send nominations to recommend outstanding manufacturers and exporters in their industry.

The finalists in each category are honoured at the Gala Awards Luncheon. They will be recognized as one of Ontario's top exporters before senior executives and leaders from Ontario's export community.

Along with national recognition as an Ontario export leader, finalists and winners receive numerous additional benefits including:

- Bragging rights as an Ontario Export Leader;
- Editorial exposure on the Ontario Export Awards website in addition to a wide range of CanadianManufacturing.com industry publications*;
- Company profile in the Ontario Export Awards Keepsake Program;
- Winners receive a unique customized "Winners" crest for website and online promotional use;



- Finalists receive two complimentary tickets and preferred seating to the Gala Awards Luncheon;
- Special discounted gala ticket rates;
- Networking opportunities with other export and business leaders at the Gala Awards Luncheon.

Deadlines

Nomination Deadline: June 30, 2016

Application Deadline: July 31, 2016

Business Studies Student Award Application Deadline: September 30, 2016

Finalist Notification: September, 2016

Award Date: November 22, 2016, Ontario Export Awards Gala Luncheon, the International Centre, Mississauga, Ontario

Machines Italia Canada is a category sponsor of the OEA and will bestow the Machines Italia Global Reach Award onto the Ontario manufacturer that most distinguished itself for its global reach and success and for the use of Italian technology in its operations.

For more information on the award process, click [here](#).

For more information on award categories and eligibility, please click [here](#)

View the latest [Media Coverage here](#).

For more information or assistance with the online application system contact:

Stephanie Chiang

Event Manager

Ontario Export Awards

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Industrial Edge Showcase 2016: Canadian Manufacturing Success Stories

Machines Italia Canada and Canadian Manufacturing, Annex Publishing, Canada's largest publisher of industrial media, teamed up to expand The Industrial Edge Showcase, the online review which brings together stories of Canadian manufacturers using technology and innovation to stay on the cutting edge. Behind each Canadian success story there is Italian-made machinery and technology. Among the companies featured in the Industrial Edge Showcase:

Elemex, Leclerc, Lofthouse Manufacturing, MAPEI, Metal Bernard, Printoh, Recochem, Tycos – Magna.

Read the case studies at <http://www.canadianmanufacturing.com/industrial-edge/>

Canadian manufacturers interested in sharing their stories for the 2016 edition of the Industrial Edge Showcase may contact toronto@machinesitalia.org

Manufacturers' Outlook Survey: Machines Italia Is Back

The Manufacturers' Outlook is a yearly survey of the Canadian manufacturing industry conducted by Plant magazine (Annex Business Media) and various business partners. Almost 400 respondents – manufacturing industry executives participate in the survey by responding to a questionnaire. The replies are then analyzed and summarized in a report, which is reviewed and discussed by a panel of experts and industry media. The report and the panelists' insights are then made public and circulated through Plant magazine and the other Annex Business Media outlets. Machines Italia was among the very first supporters of the Manufacturers Outlook in 2009 and now it is back.

For further information on the initiative, please contact toronto@machinesitalia.org

Canadian Waste Recycling Expo

The [Canadian Waste Recycling Expo](#) is the main international trade show in Canada for waste recycling technologies.



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The annual exhibit alternates between Vancouver, Montreal and Toronto, the latter is where the 2016 edition will take place from November 9th to 10th.

The Toronto office of the Italian Trade Commission will be exhibiting at the show with an information desk and selected recycling machinery and equipment providers from Italy.

For further information on the initiative, please contact
toronto@machinesitalia.org

MEXICO

Simposio Y Exposición Manufactura De Autopartes

The relevance of Mexico's automotive industry has consistently grown since 1998. At the end of the 90s, the Latin American country assembled slightly over 500 thousand vehicles per year. In 2015, the vehicle production soared to 3.2 million vehicles. In the past 17 years, the number of exported vehicles grew from 172 thousand units or approximately 1/3 of the production, to 2.6 million units or 4/5 of the production.

In 2015, Mexico became the leading Latin American automotive producer, the world's seventh largest producer and the fifth largest exporter of vehicles.

Ten to fifteen thousand parts are required to assemble a motor vehicle and Mexico-based OEMs are only able to supply a limited percentage of these components. The business opportunities for foreign parts manufacturers are abundant, including the opportunities for technology providers.

In order to facilitate partnership between Mexican automotive companies and Italian parts and technology suppliers, Machines Italia Mexico and the Italian Trade Agency's Mexico City office will participate in the Simposio Y Exposición Manufactura De Autopartes. The 5th edition of the automotive industry focused event will take place in Querétaro, QE, from August 23 to 25, 2016. The program of the event includes technical conferences and seminars with speakers from around the world as well as a trade show area of 60 thousand square feet and 140 exhibitors. The Simposio is expected to draw 1,500 attendees. Additional information on the Simposio can be found online at <http://www.manufacturadeautopartes.com/>. To inquire about the Machines Italia Mexico's initiative, please contact mexico@machinesitalia.org.

Italian Technology Awards North America

Machines Italia, the Italian Trade Agency network in North America will continue, in 2016, the ItalianTechnology Awards program. The Italian Technology Awards promote Italian manufacturing technology, engineering and design among graduate and undergraduate students across North America and worldwide.

University students are invited to present projects and theses on a variety of subjects related to specific industries and technologies. A jury of Italian and international industry experts, professors and engineers select the winning entries.

The awards recipients and their professors win a trip to Italy, with complimentary flights, meals, accommodations and transportation. During their stay in Italy, students and professors are offered a tailored program of in class learning sessions and seminars as well as factory visits and excursions to industrial sites.

To inquire about the initiative, please contact info@machinesitalia.org.

Machines Italia @ Fundiexpo 2016

Monterrey (Nuevo Leon), will host Fundiexpo, the main Mexican exhibition for the foundry industry from October 5 to 7 2016. The trade show will showcase technology and innovation from Mexican and international providers.

Globally, Mexico ranks 10th among the top foundry producers with over 2.5 metric tons of metal castings. In 2014, the sector generated USD \$6.5 million of revenue and employed 50,000 workers.

Given the importance of the foundry industry for the Mexican economy, Machines Italia will be taking part in the show with a 2.4 thousand square meter exhibition area, hosting leading Italian machinery and technology suppliers. Additional information on Fundiexpo 2016 can be found online at <http://fundiexpo.com/>.



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To inquire about the Machines Italia Mexico's initiative please contact
mexico@machinesitalia.org

TECNARGILLA 2016

With 500 exhibitors, over 800 thousand square feet of exhibition area and 32 thousand visitors, **Tecnargilla** is the world's largest trade show for the ceramics and brick industry. The 25th edition of the show will take place in Rimini, Italy from September 25 to 30, 2016. Tecnoargilla will offer international ceramics industry professionals the opportunity to meet and learn about the latest technology and innovations.

Machines Italia, the Italian Trade Agency offices and **ACIMAC**, the association of Italian suppliers of plant, machinery, equipment, semi-finished products, raw materials and services for the ceramic, heavy clay and refractories industries, will be organizing delegations of buyers and end users of foundry technology from North America and other countries around the world to the show.

For further information on this initiative please contact info@machinesitalia.org.

Print4All 2018

The great event scheduled two years from now at Fiera Milano will feature the debut of **Print4All**, the latest addition to the exhibitions catering to the printing world held from May 29 to June 1 2018 together with Ipack Ima, Plast, Meat Tech and Intralogistica Italia. Print4All is the result of the collaboration between associations **ACIMGA** (Italian Manufacturers' Association of Machinery for the Graphic, Converting and Paper Industry) and **Argi** (the Graphic Industry Suppliers Association), and combines three long-standing brands showcasing specific industrial production chains with strong synergies between the respective target markets: Converflex, Grafitalia and Inprinting.

Print4All caters to the needs of a printing industry that is increasingly market-oriented and is developing cutting-edge services for the business communities



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of the target markets, against a background of growing cooperation among manufacturers of exo and roto technology, the world of offset and digital printing as well as serigraphy, pad printing and industrial inkjet printing. The event will have a unique format unparalleled in the world and will showcase the industries of printing, printed communication, paper, converting and industrial and digital printing.

Print4All exhibitors will have the chance to present technology applicable across all of the production chains involved in the exhibition project. Visitors will get a comprehensive overview, in a single show, of the technological solutions available in all segments of the industrial supply chain, with strong synergies in terms of market information, technological innovation and best practices in every sector.

“Today converters’ and printers’ portfolios include clients from different channels and industries - says Andrea Briganti, Acimga director and Centrexpo Spa board member. Trade exhibitions need to consider this and offer a full range of technology supporting industrial printing, package printing, converting, labelling and more generally the entire graphic and commercial printing industry”.

For Acimga and Argi, the 2018 exhibitions are a stepping stone in a three-year project made of extensive collaborations aimed at the production of documents on the development trends of industrial printing and the staging of annual content transfer meetings involving the different players in the industry.

“Print4All with the shows Converflex, Grafitalia and Inprinting will be directly organized by Fiera Milano, to which we granted use of the brands - says Marco Calcagni, president of Acimga -. Both Acimga and Argi will do their part by encouraging their member companies to participate in the exhibitions.

We believe in a business model - concludes Calcagni – where the exhibition venue deals with producing the exhibitions, leaving the task of planning the content as well as the production chain and inter-industry network to trade associations”.

“The cooperation between Argi and Acimga was strongly promoted by both



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Governing Councils – adds Argi Secretary General Enrico Barboglio. By combining the competence of each association, our intent is to give the market a sign of dynamism and true modernity”.

“Print4All with the events Converflex, Grafitalia and Inprinting represent the breakthrough the market has been needing for a long time: a different industry model that breaks away from the dynamics strictly connected to the exhibition area and embraces all-comprehensive projects designed for business growth” – concludes Roberto Levi Acobas, President of Argi.

PLAST 2018: International Exhibition For Plastics And Rubber Industries

PLAST, held in Milan every three years, is one of the most important exhibitions for plastics and rubber industry worldwide.

The whole range of products is represented in PLAST exhibits areas:

- Injection moulding, extrusion, blow moulding, thermoforming and welding machines
- Machines for foam, reactive and reinforced resins
- Molds and dies, laboratory control and test equipment, ancillary equipment for plastics and rubber processing
- Machines for secondary processing, finishing, decorating, marking and plastics packaging, as downstream equipment
- Machines and equipment for the plastics and rubber recovery and recycling
- Raw materials, acrylics, polyamides, polyolefins, styrenes, vinyls, thermoplastic polyesters, thermosets, fluoropolymers, elastomers, pigments, colourants, masterbatches, fillers, reinforcements, additives, process auxiliaries and other plastics
- Secondary and regenerated raw materials, R PET R PE, R PP, ABS R, R PVC, regenerated elastomers, composites, plastic and rubber alloys and other materials
- Semi-finished and finished products, household, electrical, electronic, industrial and agricultural applications and other plastics and rubber applications and processes
- Product design, manufacturing and reconstruction services and other services for the plastics and rubber industry.



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For more detailed information, please see PLAST 2018 official website www.plastonline.org.

PLAST 2015 statistics are available [here](#).

USA

Italy At SelectUSA 2016 Summit

The [Italian Trade Agency](#) (ITA) will once again take an active role at this year's SelectUSA Summit taking place June 19-21, 2016, in Washington, D.C. This year's theme is "The Innovation Advantage" and will feature investment opportunities from every corner of the United States for global investors. High-profile business and government leaders will share their insights on the latest innovations and trends.

Participants will include international and domestic companies of all sizes seeking to establish or expand operations in the United States. Economic developers from across the state, regional and local levels will also be there, ready to facilitate and spark business investment.

At the 2015 edition, Italy had the largest European delegation present and sixth largest overall, attending the conference. This year Italy will have close to 40 companies attending the Summit.

Since ITA's signing of a Memorandum of Understanding with the US Department of Commerce in 2014, the objectives and aims of the Italian Trade Agency at SelectUSA Summits have been to:

- prior to the Summit(s) circulate announcements on the various opportunities and benefits available at the Summit, to the Agency's vast contact list of companies, informing and encouraging their participation at the Summit;
- provide various opportunities for Italian-based SelectUSA contacts, to promote the Summit to Italian companies via conferences, trade shows, etc. either at those organized by, or which the Agency is directly involved;
- provide on-site assistance to Italian companies participating at the Summit who are considering the US market for potential investments such as M&A,



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green and brown field investments, etc. acting as a liaison between Italian companies and respective on-site state and federal agencies of relevance at the Summit;

- provide market orientation materials such as trends, statistical data, and relevant information on individual segments within the US which would be of interest for delegates' activities;
- provide and inform Italian delegate companies of the various manufacturing, legal and virtual office services provided by the ITA Offices throughout the US, which could benefit them in their exploratory phase of considering the US market for their activities.
- after the Summit(s), provide continual assistance and support to delegate companies in their further consideration of the US market for investment opportunities.

Italy and the United States have strong economic ties. Italian foreign direct investment (FDI) stock in the U.S. exceeds \$28 billion and 124,700 U.S. workers are employed by Italian-owned firms. Those firms contribute \$24.6 billion to U.S. exports and over \$2.3 billion to research and development spending in the United States.

For further information on this initiative or to participate to the SelectUSA 2016 Summit please contact info@machinesitalia.org

Italian Machine Tool Industry Special Event at IMTS 2016

As the [IMTS - International Manufacturing and Technology Show](#), here in Chicago, September 12-17, 2016 at McCormick Place will once again feature over 120 Italian companies participating either directly or via their NAFTA based subsidiaries, the [Italian Trade Agency](#) via its Chicago Office together with the Italian manufacturers' association [UCIMU-SISTEMI PER PRODURRE](#) will host a special event to reflect this notable level of participation.

The special event is scheduled to take place on the evening of September 14, 2016 in downtown Chicago, within a scenic backdrop illustrating the charms and characteristics for which the city is noted.



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Invited guests expected are industrial leaders from Italy's association, UCIMU-SISTEMI PER PRODURRE and high-level representatives of the Italian Trade Agency, along with those from the **Association for Manufacturing Technology (AMT)** the IMTS show organizers, **Digital Manufacturing & Design Innovation Institute** and **US Department of Commerce** amongst many others.

For more information on the event, be sure to check for updates at www.machinesitalia.org closer to the event date, as well as during the show stop by the UCIMU-SISTEMI PER PRODURRE booth within the Trade Associations section at IMTS.

Machines Italia And ASSOCOMAPLAST's Guide To Doing Business In The US

The Italian Trade Agency via its Chicago Office and Italy's **ASSOCOMAPLAST**, (Italian plastics and rubber machinery, ancillary equipment and moulds manufacturers' association) will soon publish its legal guide for Italian companies - primarily involved in manufacturing sectors who are looking to enter into the United States.

The project has had strategic partners in developing its content, including the **University of Chicago's Law School** and legal firms such as Chicago's **Bryan Cave LLP** providing content and support.

The guide addresses the do's and don'ts for Italian companies coming into the US, covering matters, such as incorporation, product liability, banking issues and accounting practices amongst many other topics. A number of testimonials from existing Italian subsidiaries are also included.

If you work for an Italian subsidiary in the US, you may want to share the Italian blog "Investire Negli USA" provided by Bryan Cave LLP, which addresses a number of issues included in the guide, with your Italian counterparts, by clicking [here](#).

For further information on this initiative please contact info@machinesitalia.org.



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Italy @ Industrial Automation North America 2016

Industrial Automation North America is co-located once again this year with the [IMTS - International Manufacturing and Technology Show](#), here in Chicago, September 12-17, 2016 at McCormick Place.

And Machines Italia USA, the Italian Trade Agency via its Chicago Office together with the Italian manufacturers' associations, [ASSOFLUID](#) (fluid power equipment and components) and [ANIE](#) (electro-technical and electronics) will host an Italian pavilion made up of 15 exhibitors illustrating some of the latest technology and solutions in factory, process, and building automation as well as for power transmission, motion control and fluid technologies.

The Italian pavilion will be located in the Lakeview (East Building) of the McCormick Place facilities in booth section area #E-4533. For more information on the exhibitors and the Agency's activities for the show, be sure to go to www.machinesitalia.org for updates as they occur.

INDUSTRY NEWS

[CANADA](#)

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[ST SOFFIAGGIO TECNICA, DUPONT And ACTUAPLAST Take The Mystery Out Of Blow Molding!](#)

The global volume of turbo charged cars and trucks continues to increase year after year. As a result, the demand for more turbo air duct solutions and automotive components produced using 3D suction blow molding technology, new materials and technologies has also increased.



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To support this growth, ST Soffiaggio Tecnica, DuPont and ActuaPlast thought it would be advantageous to host a Technology Exchange. The goal was to share what's new in this industry in a way that stimulates new ideas that foster additional opportunities. The industry reaction to the concept was so high, a second day was added. Each day hosted 50 industry experts. The event was held on March 15th and 16th, 2016.

The morning session for each day was held at the Hilton Embassy Suites in Livonia, Michigan to introduce the technology, the experts and the products. Each of the three companies also presented their core businesses and products as preparation for the PM session.

A shuttle bus then transported the guests to the headquarters of ActuaPlast North America, where the afternoon was a "hands on session" broken down into five stations. Participants enjoyed the opportunity to work with ST Blow Molding machines (model ASPI 150.2) at ActuaPlast running two DuPont thermoplastic materials (Hytrel® and Zytel®) fabricating finished parts. A welding station was operational showing how to IR weld parts being fabricated from the DuPont Hytrel® 8730.

The Blow Molding Event and Technical Exchange was an example of the collaboration of the three co-hosts ST, DuPont and ActuaPlast joining forces to showcase blow molding, while providing technical support and answering questions. From an ST perspective, interested customer(s) are offered assistance through each stage of the decision process, from design study, to the choice of the suitable material(s), to the implementation of 3D prototypes and pre-series with an optimization of cycle times, thicknesses, weight and production.

Triulzi: Glass Washing Machines And More

Since 1950, Triulzi has been continuously evolving and improving the quality of its equipment.

Thanks to ongoing research and development, the company has become a global level supplier of glass processing technology, including: horizontal and vertical washing machines, machinery and turnkey systems for manufacturing IG units and laminated glass, automated plants for acid etching and powder application units. Triulzi's equipment is used to process glass for many applications and industries: from construction to home furnishing, from solar energy to automotive.

With particular regards to the automotive industry, TRIULZI TC SPECIAL EQUIPMENT has developed glass washing equipment with ultrasonic bath immersion, which is in high demand in North America.



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The ultrasonic bath immersion technology allows for the removal of processing residues from the glass sheets without damaging the surface. This is achieved by applying a combination of ultrasonic waves and water to the glass sheets during the washing cycle.

During the washing process, the glass is always moving along the line, at the same height, and the ultrasonic bath immersion washing is performed by flooding the entire glass surface with water first and then applying the ultrasound.

The high performing wet powdering system is also designed for the automotive industry and, in particular, for windshield manufacturing. With this technology, the glass is first heated and then powdered in order to enable a uniform distribution of the nonstick coatings on the glass surface before the bending process.

Last, but not least, is their fireproof glass washing equipment, which can automatically and silently remove the special fireproofing gel from the glass edges. The whole process is numerically controlled and operated from a touch screen panel.

A complete line of their fireproof glass washing equipment will be displayed at the Triulzi stand at Glasstech 2016 trade show, next September in Düsseldorf, Germany.

Adelio Lattuada Srl: Edging And Beveling Machines

Since 1978, Adelio Lattuada manufactures glass working machines, providing the widest range of edging and beveling machines on the market and exporting around 85% of its products throughout the world.

The edging machines represent the core-business of the company, with over 30 models divided into different series, to satisfy any possible production need. The major line is the TLS, whose models are able to carry glass sheets with weights up to 1,500 Kg (2,425 lbs), thicknesses up to 100 mm (3.9") and sizes up to 12x3.21 m (39.4x10.5 ft): the only one able to vertically grind these thicknesses. Moreover, Lattuada TLS is the only series available on the market featuring models with 9 wheels in its mitering section for the processing of thicker miters. These features make the TLS line the ideal choice for all glaziers with a large production of oversized glass panes and



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has proven to be the most used by the major producers of stratified glass for the heavy building industry.

During the last 10 years, the Italian company has strengthened its presence in the United States and Canada considerably, also thanks to the excellent work of the on-site Agents, who have gained the trust of important multinational groups. Presently, the US and Canada can be considered top markets for the production of oversized architectural flat glass, thanks to various major companies which have reached the highest level within this field.

A remarkable milestone was reached in 2010 when, to satisfy a special need of an important US customer, Adelio Lattuada designed and built the largest ever edging machine: 25 m (82 ft) in length and 6 meters (19.7 ft) in height, this model is equipped with 15 wheels able to grind glass sheets up to 12x3.21 m (39.4x10.5 ft).

The images of glass samples show the perfect quality you can obtain on larger and thicker panes with Lattuada TLS machines.

In one video, you can see one of Lattuada's major Canadian customers, AGNORA - Architectural Glass North America, processing an oversized glass sheet with their edger. In the other video, you can find a live grinding demonstration of a huge stratified glass, moved by a light bridge crane with suction cups, performed during Glasstec 2014 edition.

CUGHER & SCHOTT: High Tech Partnership In The World Of Glass

CUGHER GLASS, one of the top players in the glass technology industry, has achieved major commercial success by supplying new screen printing machines to SCHOTT, the German based leader in the flat and hollow glass market for residential, technological, optical and pharmaceutical applications. By working with SCHOTT, CUGHER proved its ability to meet the most demanding technological needs and to communicate successfully and effectively with the different divisions and production departments of the multinational group.

SCHOTT Turkey, for example, required machinery for inline printing of very small glass whereas SCHOTT's North American production plant, specializing



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in flat glass processing for the residential construction industry, required high-speed screen printing machines.

These diverse needs were met by CUGHER's FAST series of machines. This extremely fast and high performing equipment can process glass sizes up to 800x1000 mm with a rate of 650 pcs/hr. The changeover is very quick and can be completed by a trained operator and an assisting technician in a few minutes, thanks to the self-learning system for the various glass sizes.

The machine design allows for ease of maintenance and consequently the machine downtime is reduced to a minimum.

All FAST series machines are designed to accommodate the following optional features:

1. Possibility to set different speeds for squeegee and flood bar;
2. Anti-drip system on printing carriage (squeegee / flood bar);
3. Constant pressure of squeegee and flood bar that can be selected from the control panel;
4. Easy and fast registration of the frame, with micrometric precision on all directions, including the rotation;
5. Fully mechanical off contact, easy to set and highly reliable;
6. Adjustable printing head height in accordance with glass thickness;
7. Extraction of the frame without losing records and pneumatic locking of the same;
8. Possibility to raise printing head up to 500 mm for easy cleaning / maintenance (in total 1500 mm from the floor);
9. Printing table of anodized and grinded aluminum with belt transport system in order to handle drilled glass as well;
10. Design and manufacturing of the nesting plates, to handle all different glass sizes;
11. Cycle time: 5.5 seconds.

Investments in Research & Development

Cugher is fully committed to investing in research and development, in order to better provide its customers with innovative and technologically advanced solutions.

Recently, Cugher increased the funding and staffing of its engineering department by 50% and added new project management resources for new R&D projects.

Glasstec & Glassbuild 2016. At the next Glasstec Exhibition, in Dusseldorf (September 2016), Cugher will unveil to the glass world its new company brand and its new stand-alone machines which have been engineered to serve the residential and construction industry specifically. This line of stand-alone machines will complement Cugher's fully automated lines and plants for high volume manufacturing processes such as the one in the automotive industry.

Cugher will also exhibit at Glassbuild America in Las Vegas (October 2016) where it will showcase its innovations to the North American market.

OCME Collaborates With Toyota To Improve Its Business Processes

Benefiting from over 62 years of experience, OCME is known worldwide as one of the most trusted leaders and innovators within the field of integrated packaging, filling and handling technology. Based in Parma, Italy, OCME manufactures primary and secondary packaging machines including fillers, end-of-line and logistic machines for the beverages, food processing, detergents, petro-chemical and tissue sectors. In addition to being a machine supplier, OCME provides complete 'turnkey' lines and complete solutions. OCME prides itself on paying particular attention to the environment and its machines are designed to optimize the use of space, staff, energy, material and time.

OCME OPTIMUS:



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In 2014, OCME, taking inspiration from the T.P.S - Toyota Production System, embarked on its own journey to lean transformation. The goal was to create a sustainable system by achieving and maintaining the following key objectives:

- Reduce waste more efficiently;
- Identify effective and efficient lean standards;
- Meet the needs of the market through improving its production processes;
- Foster, encourage and enhance the personal and professional growth of the company's employees.

The implementation of the system was defined through 3 main Lean steps:

- "Kaizen": one of the supply chain management processes that allows streamlining the flow of material, reducing material handling, and improving production efficiency.
- "Pull": a process that allows the rationalization of time and space by managing the material according to the phases of assembly, eliminating or reducing the material stationing at the factory, and ensuring that the material is available wherever and whenever it is needed.
- "Board production stop": aimed at optimizing the assembly times as well as the production cycle reliability, by solving priority problems, and by focusing on People's Empowerment.

The VEGA production line (OCME best-selling shrink-wrappers) was the first line to be introduced to the system, achieving notable positive results:

Increased efficiency in assembly time and production;

Reduced time to market delivery;

Increased efficiency in use of space.

These positive results have led to new targets:

Continued consolidation of the activities and increased results on the Vega production line;

Implementation of new solutions and processes to the company's existing machinery lines (partially initiated as of today);

Improvement in attention to customer needs;

Application of new principles to extend beyond the factory floor and include areas such as technical, commercial, project management, etc.

This path led to the birth of OCME OPTIMUS, a long-term method of business



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processes organization, with the objective of concentrating the efforts of the whole team on the common goal of meeting the customer's needs, in an organized and safely operational environment.

During the OCME Open House, which took place on the 26th and 27th of April, 2016, the OCME OPTIMUS system was presented to customers and visitors from various countries that were gathered for a presentation in the company's "Training Room". In this dedicated lean learning space, working groups and team leaders explained how to obtain the best results from using OCME technology.

Famar Tec – Next Step Into The North America Market

Famar is a historic brand that has been operating, for more than 45 years, on the global market designing and building automatic machinery for pharmaceutical and cosmetics packaging.

In 2015, Famar joined forces with Curti Costruzioni Meccaniche, a leader in the field of automation and mechanical processes, with experience in end of the line packaging machinery for the food and pharmaceutical industries.

The merger created the Famar Tec group. Famar Tec group product range now include:

- Blister machines.
- Thermoformers for trays.
- Continuous or alternate cartoners.
- Side load case packers.

Farmatec machinery is highly flexible and versatile. Its solutions are designed to meet the needs of small, medium sized pharmaceutical, cosmetics and herbalist companies as well as large multinational companies.

With its costumer centric philosophy and continuous investment in technological innovation and R&D, Farmatec is rapidly expanding its global presence and it is breaking through the North American markets.

Italcarrelli: Revolutionary Loading Technology for Glass In Crates

Italcarrelli is a world-leading manufacturer of machines and solutions for the handling of flat glass. The company has developed and patented a



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revolutionary loading technology: EN BOX 25.

Given the continuous increase in the demand of crates of flat glass for import/export, Italcarrelli has developed a machine - EN BOX 25 -to simplify the loading and unloading of glass in crates directly from the shipping containers. The loading/unloading of the glass in crates is an extremely risky operation, for both the glass and the operators, when done with traditional methods. The frequency of injuries and damages to the crates is very high. Companies often prefer to ship glass in open top containers for it is easier to load and unload, but these types of containers are certainly a lot more expensive. With EN BOX 25 it is possible to load and unload a container in just a few minutes with a single operator in complete safety.

The loader, which is similar to a telescopic fork-lift truck, is made up of a rotating arm that can extend in order to reach the centre of the container. The tip of the arm is equipped with a hydraulic tool to lift the crates. This tool can also rotate and thus enables it to position the crate on the left or on the right of the container as well as to carry out modifications during positioning. All the above operations are carried out by a single operator sitting in the cabin at a safe distance from the load.

With this loader, it is also possible to transport the crates inside the warehouse as well as the loading and unloading of the same from trucks.

Fratelli Pezza Srl: Outstanding Sandblasting And Glass Marking Equipment

The Italian company Fratelli Pezza Srl, founded 1970, is a worldwide leader in the manufacture of sandblasting and marking equipment for flat glass.

Located in northern Italy, the company produces a wide range of manual and automatic sandblasters including the top of the range MISTRAL EV series, whose software allows you to program up to 50 blasting areas on the glass plate as well as to create and store up to 50 customized working programs.

The machine is also equipped with the shading blasting feature, a technique which is increasingly being used in modern architecture as it allows to produce a lot of creative and “eye-catching” works.

Facades, dividing walls, shower boxes, decorated glass doors, these are the items that may require a shaded surface finish.



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The shading finish obtainable using a MISTRAL EV cabin is absolutely outstanding on a qualitative level: no blank areas, no dark spots, no visible marks or signs.

Denver Spa: 30 Years of Craftsmanship In Fabrication Machinery

For over 30 years, DENVER has had a reputation for outstanding quality, state-of-the-art technology and unparalleled customer service everywhere in the world. Our solid commitment is to be a reliable partner for the demanding craftsmen as well as the modern fabrication company. For this reason, we continuously strive to improve our products from the very design stage up to ancillary services aiming to deliver real value to our customers. DENVER is part of an industrial group including electromechanical components and core precision mechanics.

DENVER's seamless logistics feature a comprehensive warehouse managed by advanced IT systems to ensure timely and accurate parts shipping.

Among DENVER's prized technology:

- High productivity automatic working cells for Krea Glass. This system is an extremely easy way to create an automatic working cell with 2 production units, 1 robot, 1 upload area, 1 measuring station (watch the video)
- AQUA, a modern, versatile and high-performance waterjet cnc cutting machine, featuring 3 & 5 interpolated axes with brushless movement and 2 workbench sizes, which can perform fast and precise cuts. On AQUA, axes stroke is on high precision guideways with helical teeth rack and pinion transmission which are lubricated by a centralized pump. AQUA advanced features include:

Structure Flying Bridge: Strong and heavily ribbed steel structure, sand-blasted, rust-proof primed with two layers of ceramic coating. Automatic lubricating pump for all guides.

Cutting head: Cutting head designed to deliver best cutting quality with double mini hopper for abrasive cutting and drilling orifice and focalizer. It features a protective head to disperse water mist during working cycle.

High pressure pump: Powered by a 50/kW Hp 37 electric motor and equipped with intensifier to guarantee maximum processing pressure at 4137 bar



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(60.000 psi). It is adjustable to optimize operating cost, according to the processing demand. Equipped also with air/oil exchanger cooling system for countries with a temperature up to 35°.

OCMI-OTG: A Small Company With A Long History And A Bright Future

Two entities coexisting under the same management, based on completely different technologies and applications, OCMI and OTG are the two main components of OCMI Group, Italian business headquartered in Milan, founded in 1921 and run by the third generation of the Gusti family.

OTG specializes in manufacturing customized gearboxes, special speed increasers and reducers specifically for applications in the oil and gas industry; OCMI is a leading manufacturer of machinery and finishing lines for the production of pharmaceutical and cosmetic glass containers from glass tubes.

With just under 60 employees, a turnover of around €20 million and with almost 90 per cent of its production dedicated to exports, OCMI-OTG can be described as a pocket-size multinational, a typical family-run SME that is managed to succeed in international markets.

Its light structure allows OCMI-OTG to be flexible and make whatever internal developments are necessary to respond rapidly and effectively to the evolving customers' needs. Flexibility, innovation and quality are three key strengths that have enabled the company to take on some of the biggest competitors.

The OTG Division

OTG's product portfolio includes PTMb horizontal parallel gears for API centrifugal pumps, turbo generators or compressor applications, GR right-angle gears, HS parallel shaft gears, high speed parallel reducing gear boxes for turbo expander applications and many auxiliary equipment for turbines and compressors.

OTG division began with custom gears and gear units for sport cars, such as Ferrari and Porsche, and is now developing industrial applications for oil and gas. Today, the oil and gas sector is their main focus followed by the power generation and the paper industries. Within the oil and gas sector, the company has worked with companies like GE Nuovo Pignone as well as some of the most important manufacturers of turbines, compressors and pumps and



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top engineering companies across the globe.

Brands such as Fincantieri, Dresser, Sulzer, Elliot, Man Diesel & Turbo and Worthington are only a few prestigious names within the who's who list of OTG's customers.

Apart from a few standardised items intended for the paper industry, OTG does not have a product catalogue but manufactures gear and gearboxes that perfectly meet the customer's needs. Everything is customised according to client's specifications. Each component of the gearbox is completely developed and manufactured internally by OTG and all the aspects of the project are completely managed inside the division.

The OCMI Division

OCMI's product portfolio includes complete production lines to convert glass tubes into pharmaceutical and cosmetic containers such as ampoules, vials, droppers and dental cartridges. The production is organized in three plants: Milan (Italian headquarters), Chelles (France) and Ahmedabad (India).

The factory of Moderne Mecanique in Chelles, specialized in the production of glass processing machines and lines for ampoule manufacturing, was purchased by OCMI in 1998 from the multinational company SCHOTT.

The factory in Ahmedabad (India), mainly specialized in the production of vial forming machines and refurbishing of ampoule and vial forming machines, was started in 2006 under the name of OCMI India.

Currently, OCMI has more than 1,200 installations worldwide and customers ranging from North America to China.

The largest manufacturers in the production of borosilicate glass tubes are using OCMI machines for tube converting and developing countries like China, Pakistan, India, Iran are importing OCMI equipment to improve the quality of their products.

The pharmaceutical industry is not their only reference market since OCMI can also provide solutions for the production of tableware and drink-ware glass items. One of the main products in this field is the sealing machine for stemware articles available in different configurations according to the production speed required. The last sealing machine was developed for one of the biggest glassware manufacturers worldwide located in the U.S. and is also being used by some of the most famous European stemware manufacturers. In the tableware glass industry, OCMI is continuously improving its solutions



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also with respect to the press and press-blow machines used in the production of several types of glass items from jugs to tumblers, mugs, plates and cups to technical glass items like glass insulators and bricks.

Big Vision for Particular Businesses

Despite the recent global recession, OTG division, over the last ten years, has almost tripled its turnover, doubled the number of machines produced, mainly within the oil and gas sector.

On the other side, the sharp fall in the oil price during the last year has prompted major producers to drop oil and gas projects: consequently, OTG noticed a reduction in orders.

But OTG is not known to sit and wait for opportunities to knock at its door.

While waiting for the oil and gas to regain its former glory, the company continues to invest in the future and in new machinery.

Many of these recent investments have improved the overall speed and increased the manufacturing capacity as well as enabling the company to produce in-house some components previously provided by a few sub-suppliers.

The OCMI division's attention is focused on developing areas where high quality packaging for pharmaceutical products is becoming increasingly important. The recent recession had little effect on OCMI who continued to have satisfactory results despite the saturation of some traditional markets. OCMI division made invested in new equipment in order to optimize production times and costs. OCMI India, for example, invested in new tooling machines, imported from Europe, to improve the quality of parts to be produced for local machines. The Quality control Department has been equipped with the most advanced machines for parts inspection both in the Italian and French factories.

As part of the company's plan to achieve a lean manufacturing process, OTG is also currently implementing a new SAP management system.

The strategy for the future is to continue to invest in new technology and management systems. The company's goal is to become even more flexible and still maintain the level of quality that has enabled it to work with market leaders.



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Macotec: Flat Glass Technology That Boosts Productivity

Leading the industry for over 20 years, Macotec designs and builds the most productive and technologically advanced systems for glass cutting, handling and storage.

Among Macotec's technological wonders are its advanced cutting systems, which are extremely versatile machines. They are designed for cutting both monolithic and laminated glass and they range from completely automated handling and cutting lines to simple stand-alone cutting tables. The new, patented System to remove the Protective Film (TPF) on coated surfaces is another ground breaking innovation by Macotec.

TPF is normally used to protect the glass surfaces from mechanical damages often incurred during the fabrication process. In addition, TPF enhances the product's environmental stability.

Macotec's TPF technology for protective film and Low-E soft coating removal is equipped with a powerful Suction system which is positioned outside of the machine. A dedicated "head" allows for management of the removal process with greater speed and efficiency and most importantly, with maximum protection of the glass surface. The removal process eliminates all plastic residues and the system also allows for labelling of the glass surface resulting in easier identification. Film removal can be performed in various modes:

- X – Y cut
- Diagonal straight cut
- Shaped cut
- With standard width (10 + 10) or higher (multiple runs)

Mappi America: American Company With Italian Roots

Thanks to Mappi America, Made in Italy innovation and technology are now ready to serve your needs closer to home. Mappi America, established in 2015 is, in fact, part of [Mappi International](#) group, an Italian producer of ovens for quenching glass.

Since 1993, Mappi has been designing and building machinery and equipment



for the glass industry world-wide.

Some of its most popular products include:

- **ATS** series machines with horizontal ovens for quenching glass.
- **Fox** series machines for satisfying medium-small glassmakers that want to include a quenching system that is efficient and space saving.
- **ATS J** is the quenching Giant, one of the biggest machines available on the market that can quench 3300x6000 mm plates. An extraordinary machine that can control consumptions and works continuously.

Mappi's commitment to its North American clients is now stronger than ever and it is demonstrated by its presence in key industry events across the continent. In April 2016, visitors to Glass TEXpo in San Antonio, Texas had a chance to view Mappi's technology. At the beginning of June 2016, Mappi exhibited at Glass Expo Pacific Northwest, in Bellevue, Washington.

Other upcoming international shows in 2016 include: Glass South America, in São Paulo, Brazil, Glasstec in Düsseldorf, Germany, Glassbuild in Las Vegas, Nevada.

Mappi's North American team can be reached online at www.mappi.us. The site contains information on Mappi's technology, latest products and innovation, sales and technical assistance. Add Mappi America to your social network of choice: [Facebook](#), [Linkedin](#), [Twitter](#), [YouTube](#) and [Instagram](#)!

TECNOVA: Plastic Recycling Machinery And More

Established in 1982 by Mr. Antonio Massaro, TECNOVA has been able to grow and to strengthen its presence firstly on the national market and subsequently, all over the world.

This has been possible because of the use of the best materials, components and technology in all of TECNOVA's plants and thanks to a fast and effective technical assistance.

TECNOVA is a leader in the production of recycling plants (for film, ground, sheet, foam, monofilaments, thermoformed of bio-degradable technological materials, LDPE, HDPE, LLDPE, PP, PS, ABS, EPS, PET, PA 6/6.6, PC, PA, POM), pipes and profiles production lines.



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Visit www.tecnova-srl.it to learn more about TECNOVA's technology.

Part of the TECNOVA's family is TECNOVITI a company specialized in the production of both new and refurbished screws and barrels for single or twin screw extruders.

Visit www.tecnoviti.it to learn more about TECNOVITI's technology.

In order to meet the growing demand for innovative equipment and plants for processing and extruding complex plastic materials, BINOMA Srl was recently added to the TECNOVA group. BINOMA manufactures co-rotating twin screw extruders, complete twin screw plants for the production of master batch, for colouring and compounding of plastic materials, foil extrusion and co-extrusion lines, special extrusion lines for the production of semi-finished products, directly employing thermoplastic scraps according to the DRP™ process (direct recycling process) PET, PS, PP, LDPE, HDPE.

Visit www.binovapm.it to learn more about BINOMA's technology.

EFI™ Reggiani: New Technology And Solutions For The New Era Of Green Textile Production

EFI™ Reggiani's strong position, and long and successful history as the leading manufacturer of high-end digital textile machines, has resulted in a comprehensive range of systems used worldwide for a growing variety of fabric applications. The company's innovative philosophy is founded on decades of extensive research and now targets end-user demand for consistent, fast productivity and superior quality. This is achieved successfully through the optimization of the textile manufacturing process with reduced energy and water consumption, leading to greater efficiency and a lower environmental impact.

The EFI Reggiani product portfolio comprises the industry's most-complete offering for the entire textile process, starting from yarn treatment to fabric printing and finishing. EFI Reggiani designs, manufactures, sells and services



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high-quality machines across the globe for a wide variety of substrates.

EFI Reggiani product brands include EFI Reggiani printers and Mezzera and Jaeggli pre- and post-treatment machines – all devices that are developed to offer improved productivity and quality, optimized printing and reduced energy and water consumption.

EFI Reggiani's range of integrated systems is designed and manufactured to the highest standards. EFI Reggiani products simplify textile production across a wide range of industries, including home textile and interior décor, sports and active wear, fashion, outdoor, automotive, and flooring applications. Plus, the company is addressing the growing demand for display graphics applications and displays where vivid colours, dense blacks and lightweight materials are complemented by greener results.

All of EFI Reggiani's inkjet digital textile systems are based on new eco-chemistry, using water-based inks that, together with advanced and streamlined automation, provide a total solution for textile businesses. The water-based inks are developed to be eco-friendly by significantly reducing pollution without compromising quality and speed.

Shakerama: Universal Dyeing Machine For Laboratories By Tecnorama

SHAKERAMA (patented), is a new system for dyeing laboratory samples, designed and produced by Tecnorama to complete its range of automatic dyeing machines, forming part of the DOS&DYE COMPACT system.

This machine is particularly suitable for dyeing knitwear and fabric made of all fibre types: natural, artificial and synthetic.

SHAKERAMA is conceived to work with groups of more autoclaves carrying out simultaneously dyeing cycles with different recipes but using the same dyeing program.

Thanks to the electric heating system it is possible to reach a max. temperature of 142°C, while the cooling system, by means of a forced circulation coil with water, can bring the temperature back down to around 30°C.



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With this type of heating system (bain-marie), perfect temperature uniformity and regularity is guaranteed for all dyeing units. The problem of uniformity in the dyeing unit during the dyeing process is generally encountered in the dyeing machines using Infra-Red radiant heating system, which can create big problems in terms of dyeing reproducibility.

The name SHAKERAMA refers to this system which “shakes” the liquor and moves the textile material, so as to ensure a uniform dyeing process, with liquor ratios as low as 1:5.

As already mentioned, SHAKERAMA has been devised to form part of the well-known DOS&DYE COMPACT system, thus it works completely independently and automatically. This machine consists of:

- An automatic system for opening/closing dyeing units;
- Automatic loading/unloading of the textile material;
- Automatic draining of the dye liquor;
- Heating and cooling operations, controlled by dedicated software.

This machine, in combination with Tecnorama dispensing machines (DOSORAMA models), becomes a system for full automation of the whole dyeing working cycle: dispensing of dyestuffs and chemicals, part of dyeing recipes, are inlet directly and automatically into the dyeing units by the multi-pipette dispensing system. Other chemical products can also be dispensed automatically during dyeing processes.

In other words, SHAKERAMA is an innovative dyeing machine that fits in perfectly with the "Full Automatic" philosophy of the DOS&DYE COMPACT. The creation of SHAKERAMA marks the final element, introducing a new type of dyeing system with the “shaking” of the liquor and the textile material at the same time, similar to the working concept of the Jet and Jet-Flow dyeing machines used in bulk.

Shakerama will be presented to the North American market during Techtextil 2016. Discover it at the Acimit stand (hall B)!

ADI - Application of the Industrial Diamond

ADI, Application of the Industrial Diamond, is an Italian company founded in 1980 in Thiene (Vicenza), committed to the MADE IN ITALY concept, and is a



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worldwide leader in the production of diamond tools for ceramics, stone, glass, optics and mechanics.

ADI is renowned for its excellence in offering customer oriented and customized advanced solutions. A strong commitment and investment in R&D and infrastructures allows ADI to remain competitive in the evolving global market. The USA facility, based in Lenoir, is capable of assisting customers on site, in different fields of applications: stone, glass, mechanics, ceramics and technical materials.

ADI has recently developed a new style of flat and arris wheel. Thanks to the PATENTED refrigeration system, the wheel has a more homogeneous wear, with the consequence of a longer life and much better profile retention.

The wheels belong to the UHS à Family, which includes also the BLUE ROUTER “THE SOLUTION”, which grants no vibration also on thin glass, no chipping and best cost/performance ratio.

FADIS, Textile Machinery Since 1960

FADIS celebrates 56 years as a world leader in the production of technology for the textile industry. The company was founded in 1960 with the purpose of manufacturing machines such as rewinders, soft winders, assembly winders, hank to cone winders, reeling machines, spooling machines and intermingling machines, which are meant to process all types of yarns such as cotton, wool, silk, artificial fibres, synthetic fibres, mixed fibres, intermingled yarns, fancy yarns. Though still owned and run by the founding family, today FADIS is present in more than 70 countries. All of FADIS' machines are made in Italy and are guaranteed by the National Register of Italian Manufacturers. The last generation of precision machines clearly shows the importance that FADIS gives to innovation, research and development of new products, new materials and technologies as well as to the environment.

Through its line of precision winding machines and its “OPEN PLATFORM”, FADIS has dedicated much attention to reducing the power consumption of its equipment. For example, using the latest generation brushless motors technology with step motors in the SINCRO range machines has allowed



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FADIS to reduce the energy consumption of the equipment by more than 12%, thus emitting far less CO₂ in the air.

Thanks to the use of modern structural designs and of new, lighter but durable materials, our machines feature extremely compact dimensions and occupy less floor space. The very compact design of the new machines allows it to increase the available loading space in shipping containers by 33%.

Furthermore, FADIS is one of the promoters of ACIMIT - the Association of Italian Textile Machinery Manufacturers - "SUSTAINABLE TECHNOLOGIES" initiative, where members commit to provide processing technology and solutions aimed at reducing the overall use of resources (energy, water and chemical products).

FADIS is a leader in elastomeric yarn covering line. FADIS' Sincro Sprint spooling machine is a combination of a "traditional" yarn covering system with a compact and efficient double-sided spooling machine, equipped with independent winding spindles with electronic yarn guide, precision crossing and motorized bobbin. Sincro Sprint is also equipped with an "on-line" tension control device, which was designed to reach high winding speeds. The control device provides several benefits including greater versatility and flexibility with regards to the selection and change of all the parameters necessary to wind yarn on flanged bobbins.

FADIS was the first company worldwide, in 1987, to introduce air covering technology. Today, its Multipla Airjet model is considered the benchmark for this system, in the market.

The newest version of the Multipla Airjet was unveiled at ITMA Showtime in 2015 and it features an electronic motorized unwinding device that can unwind an elastomeric yarn and intermingle it through air with a textured yarn.

The computerized digital terminal on the control terminal allows to electronically control and vary the draw ratio, as well as all the other standard parameters. Also the "Tens Control™" technology used in the Multipla Airjet is a unique "on-line" tension control electronic system that constantly checks the tension of all the yarns during the intermingling process.

This version, with its high level of technology, is meant to satisfy the most sophisticated production requirements and guarantee the formation of packages with perfectly stabilized yarn and excellent uniformity of both tension and intermingling.



Turning Innovation into Productivity

MPH 2002: The Green Runner Is Born

SACMI is a world's leading manufacturer of machines and complete turnkey plants for various industrial fields ranging from ceramic tiles, sanitary-ware, tableware, extruded products up to metal and powder metal forming.

With over 15,000 presses operational worldwide and a range that spans from 30 to 25,000 tons, SACMI's fully automatic hydraulic presses are technologically advanced yet simple, safe and highly reliable.

Furthermore, thanks to a net of more than 80 Companies worldwide, SACMI GROUP grants a fast and efficient round-the-clock after-sales service directly on site.

The MPH2002 is SACMI's second-generation 200 ton press for powder metal compaction: this truly innovative machine combines all the SACMI PM Division's hard work - investment, know-how development and partnerships with academia/industry - and aims to set a new standard for PM hydraulic pressing technology.

The meticulous attention SACMI always puts into energy saving and environmental sustainability has been taken a step further thanks to an innovative hydraulic circuit that provides lower energy consumption, with reductions in the order of 15 - 40 % depending on production conditions.

The core of the circuit consists of two closed-loop controlled pressure lines fed by variable-speed drives and fixed-displacement pumps. These are activated automatically according to the real needs of the set pressing cycle and ensure that, whatever the production scenario, energy consumption is minimized.

Finally, the unparalleled performance provided by the new hydraulic design of the MPH2002 offers potential speed gains of up to 50% without losing energy efficiency.

In addition to renewed mechanical and hydraulic systems, the other outstanding innovation is the new computer-aided programming system. The MPH2002 in fact features an Assisted Programming Interface (API) which allows operators all over the world to set program parameters easily: all they have to do is enter, via the graphical interface, a few geometrical characteristics of the piece to be pressed and cross-check the results with a user-friendly cycle simulator before pressing any real pieces.



Turning Innovation into Productivity

AMUT DOLCI BIELLONI: Live Demos Of The New Telia FSC

AMUT DOLCI BIELLONI staged a live demo at the DRUPA trade show in Dusseldorf, Germany from May 31 to June 10, 2016 (stand 11/E39)

The demo showed the potential customers how it is possible, when changing a job, to minimize the scrap of the substrates to be printed during the start up. The Telia 8 color shown at Drupa includes a new and an improved version of the FSC system.

The FSC system allows:

- If a job has been previously stored in the work-station, the machine will repeat with extreme precision the printing pressures with no need of any electronic device or manual correction and the production will start with only 10 meters of scrap.
- If a brand new job has to be printed, the operator has to digit on the work-station:
 - o The repeat to be printed
 - o The number of colors to be used
 - o The plate and the sticky back thickness of the material
 - o The thickness and the type of the substrate (polyethylene, paper, CPP, etc.)
 - o The width of the substrate

At this point, by pushing a button, all the decks will be adjusted and put in “touch” position, in contact to the substrate to be printed. The tension controls will be adjusted according to the weight of the substrate. All these operations can be done without printing and with no scrap.

To check the register, by printing only few meters of material, the operator can adjust the minimum variation of registers through an interactive register control system and also these adjustments can be done without running the press. When the operator finally starts the production, a minimum correction (if needed) of the printing pressure can be done through wireless remote control.

The unwinders/rewinders, totally new in the design, are shaftless in order to speed up the rolls loading on the unwinders and the unloading from the rewinders.

Three 10-color machines of this new Telia generation have been recently installed in U.S. market.

During the fair Amut Dolci Extrusion (part of Amut group) introduced, through video conferences, the last solutions of the extrusion coating technology, showing lines in operation and explaining the wide range of lines (from one to three stage) now available.

R.B.M. WHEELS: Flat Glass Polishing Wheels For Edgers And Double Edgers

R.B.M. ITALIA produces polishing wheels for flat glass. R.B.M. wheels are used on the most common straight edgers, double edgers and beveling machines.

The main production is divided into three main branches: synthetic rubber wheels, resin wheels and cerium oxide wheels.

Among R.B.M.'s most popular and best performing wheels:

- 9RS A red/brown color wheel made of a rubber based material mix and abrasives. This wheel is used for the first polishing of edges and is suitable for edges of various thicknesses and processing conditions. It is recommended for double edgers by the following makers: Schiatti, Busetti, Bavelloni, Bottero. The rubber based mix is extremely soft and malleable and self-repairs while working.
- X09 The most recent of the R.B.M. of cerium oxide products. The X09 wheel can work at a high rotation speed (3400 R.P.M.). It is used in the final polishing step on all types of machinery with excellent results in terms of polishing and duration.
- MB1 A hard, black color resin wheel generally used for polishing arrises. In the polishing process, the MB1 resin wheel is used after the diamond wheel



Turning Innovation into Productivity

as it has a 400 mesh. The lower mesh version, the MB2 (280 mesh), may be used without the diamond wheel preliminary polishing step.

- B80 A synthetic rubber and abrasive wheel which is mostly used for the removal of the new generation low E glass films. It can be used on cutting tables and manual machines. It is produced in peripheral shape only and is available in several meshes (B46-B80-B100-B150) and sizes.

Surge Of Italian High-Tech Investment Hit The US

So far this year, Italian investments in the US have been numerous and have been all over the map. The US States which have reported a string of recent Italian investments include Tennessee, Virginia, Illinois and Texas.

Tennessee:

In the first four months of this year, 2016, four noted Italian investments have taken place in “The Volunteer State” by the Italian companies Martinelli Ettore, Beretta, Del Conca and Sacmi.

Martinelli Ettore had its grand opening in April of its new facility which had started operations in January. Operations will initially focus on Martinelli Group’s core business - that is moulds for ceramic presses - but may expand in the future to other business segments where the company operates through the brands Emar-Imer and Emar Impianti: among these, the production and regeneration of grids, plates and other accessories for the press loading technologies.

Italian gun maker **Beretta** opened its new manufacturing and research facility in suburban Nashville and announced that it will begin making the U.S. Armed Forces M9 handgun at the plant this summer. Tennessee provided \$10 million as part of the incentive package for the \$45 million facility, which will make the handgun for the U.S. military.

Tennessee is home to the largest ceramic manufacturing district in the US and investments by Italian companies, Del Conca and Sacmi in the region have made sense.



Turning Innovation into Productivity

And two years after opening its U.S. production facilities here, Del Conca USA, a subsidiary of [Del Conca Group](#) based in Italy, has put in motion plans to double its capacity of porcelain tile production from 32 to 65 million square feet per annum. The expansion, with work expected to begin during the second half of 2016, and production to start in early 2017, involves a further investment of \$30 million both for construction and the purchase of new Italian technology.

To date, the U.S. plant, located in Loudon County (Tennessee), covers 320,000 square feet, but during the course of 2016 it will be expanded to cover 430,000 square feet. This increase of production will also involve the hiring of additional local personnel. About 40 new employees, all Americans, will be hired for the new production lines, in addition to the 85 currently employed.

Another player in the ceramic market, [Sacmi](#), has as well opened its own subsidiary here. The company's branch, opened since February and located in the town of Brentwood, houses the company's spare parts warehouse and assistance service for local customers. Construction of the offices and the new facility's service areas were recently completed.

Virginia:

Last March (2016), Virginia Governor Terry McAuliffe announced that Italy's [ELDOR Corporation](#), an international group leader in the automotive business, will invest about \$75 million to establish its first U.S. production plant in Botetourt County. The project will create approximately 350 new jobs. The company's key manufactured products include ignition systems, engine control units, braking systems actuators, and power/electronics management systems for hybrid and electric vehicles. The Governor met with the company founder at their headquarters in Italy during his June 2015 European Marketing Mission, following an initial meeting at the 2015 SelectUSA Investment Summit in Washington, D.C.

Illinois:

An Italian manufacturer that supplies the automotive industry announced this



Turning Innovation into Productivity

past January (2016) that it is investing \$6.4 million in a 44,000-square-foot production facility in southeast Rockford, Illinois and is hiring 37 full-time workers.

It's the first U.S.-based operation for **Taurus 80**, a maker of high precision zinc die-cast parts. The company employs 268 people at its operations in Torino, Italy, and Tunisia. The Rockford company, Taurus Die Casting LLC, is ramping up production at East Rock Industrial Park, where more than \$500,000 in remodeling work is underway.

Roberto Marselli, president and CEO of the Rockford affiliate, came to town last summer while the company was scouting sites to establish a U.S. presence.

The search came down to Rockford and Holland, Michigan. Holland is pretty, but Illinois was easier to deal with, Rockford is closer to Chicago and, most of all, there's a highly skilled workforce here, he said. "Our customers, our suppliers are in the U.S., mostly in the Midwest. That's where the growth is," he said. "So this is where we needed to be. The labor force here is key."

Texas:

After years of going by the code name "Project Sizzle," the veil was recently lifted on a major industrial investment in Brownsville, Texas. Earlier this month (May 2016) Texas' Assistant Secretary of Commerce Arun Kumar was among the officials to announce the imminent arrival of **SATA USA**, part of Italian firm SATA Group, a top supplier of machined parts to Caterpillars, John Deere and many of the world's auto manufacturer

The company plans to build a foundry-machining operation that will anchor a 350-acre heavy manufacturing corridor on F.M. 511. Brownsville will be the SATA Group's first presence in the United States. SATA USA will invest about \$400 million in the project, which officials say will create a number of jobs during the construction phase and 300 jobs long term.

SUCCESS STORIES & TESTIMONIALS

Pirelli Reaffirms Its Long-Term Commitment To Mexico And NAFTA

Pirelli recently unveiled its plan to invest USD \$200 million to build a new car tire manufacturing facility in Silao, Guanajuato, Mexico. The announcement came only four years after the inauguration of another Pirelli factory in the ‘Puerto Interior’ industrial park in Silao and coincided with the visit to Mexico of Italy’s Prime Minister, Matteo Renzi and meeting with Mexican President, Enrique Pena Nieto at the Palacio Nacional, in Mexico City. According to the company, the new investment confirms the importance of Mexico to Pirelli’s international operations, especially the NAFTA market where the premium strategy is showing “promising” signs of success. The total value of the Italian multinational company in Mexico is now over USD \$600 million.

The construction of the new facility will begin late 2017 will be equipped with the most advanced and environmentally sustainable technology, bringing Pirelli’s production capacity to 7.5 million pieces by the end of 2018. The 1,400-strong workforce is forecast to grow to more than 1,800.

The current Pirelli production hub in Silao covers 140,000 square meters and produces tires for the premium segment of the market and in particular the High Performance and Ultra High-Performance tires for cars and SUVs sold across the NAFTA countries. In 2015, premium sales in the region grew by 24.3 percent. Overall, last year the area registered sales of about USD \$973 million — an increase of 21.7 percent and representing 13.7 percent of total group sales, up from 11.8 percent the previous year.

Part of Pirelli’s North American strategy includes a close collaboration with automakers. Several tire models have been in fact designed and developed in collaboration with local partners: Cinturato P7, All Season Plus, Scorpion Verde All Season Plus, Pzero All Season Plus. To its NAFTA clients, the company offers several programs geared toward improving the management and optimization of the inventory. The FastTrack, network, and geo-marketing are some examples of these programs available through Pirelli.



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In Mexico, the company offers training and technical development assistance to its employees and to customers through the Istituto Piero Pirelli foundation.

Pirelli & C. SpA is a multinational company based in Milan, Italy, founded in 1872 and publicly traded since 1922. The company is the world's fifth-largest tire manufacturer and it is present in over 160 countries, has 20 manufacturing sites[5] around the world, 37,000 employees and a network of around 10,000 distributors and retailers.

Pirelli has been supplying advanced and high performing tires for racing competition since 1907. Nowadays, Pirelli is the exclusive supplier of renowned sport events such as Formula 1 (since 2011), Superbike World Championship and countless other events around the world.

Pirelli commits 3% of its revenues to R&D and product innovation.