

NEWSLETTER

#3: Winter 2017

Dear Readers,

During my years managing several Italian Trade Commission's – ITA - North American network offices, (NY, LA, Seattle, Chicago), I lived through various economic ups and downs, bubbles, hypes and fades....and survived them!

When I took the helm of ITA's Canadian operations in 2011, Europe was still reeling from the prolonged effects of the 2008 financial crisis, the US hadn't completely gotten out of the slump, yet Canada and Mexico seemed to be doing relatively fine, all considered.

Though caution must be exercised when making broad economic statements, I believe that the North American manufacturing industry overall is quite strong or, at least, stronger today that it was back then. The re-shoring trends seems to have consolidated and local companies have become more competitive on a global scale.

Even the most advanced economies, which rely heavily on the service sector, do need a solid manufacturing base. It is a bench mark of the systems structural sustainability and efficiency.

While I hope that despite the current uncertainties, the NAFTA trade agreement will endure and the three economies will become more integrated, I salute the implementation of the CETA agreement that I am sure will benefit the Canadian and the European economies alike.

Speaking of resilience, I can honestly affirm that throughout my career, very few ITA's initiatives have proven to be as resilient as Machines Italia.

My bias may be due to the fact that I was part of Machines Italia since its inception. Firstly in Chicago, then in Toronto and Montreal, I supervised the creation of the key pillars of this amazing communication campaign: the magazine, the new web portal and the newsletter in both Italian and English. All of them are widely popular information tools now used by thousands of industry professionals, on both sides of the Atlantic, each year.

Under the Machines Italia banner, we organized countless initiatives and opportunities to bring Italian technology providers and North American manufacturers together: we attended industry events, participated in trade shows, hosted delegations, organized seminars and industry events.

In putting these initiatives together, we partnered with important media and industry stakeholders in the US and Canada such as; Penton Media, Annex Publishing, the AME, SME but also the Financial Times, The World Business Forum, The Globe and Mail and more.

A pretty exciting and rewarding job it has been!

Now that my professional journey takes me back to Europe, 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 Canadian companies and people I met throughout the years as well as the Italian Trade Commission's Canada staff.

I wish you a good reading.

Cordiali Saluti,

Pasquale Bova

Italian Trade Commissioner – Canada

FOCUS

2016 Another Strong Year For The Italian Glass Industry

Every year, GIMAV conducts a survey of the Italian glass industry with the aim of providing an overview of the sector and information on its structure, sales, production and export markets. GIMAV is the Italian Association of Glass Processing Machinery and Accessories Suppliers and represents almost 80% of the Italian glass industry.

The results were more than encouraging: the positive trend for Italian glass processing machinery, accessories, and special products posted a year earlier was repeated and consolidated in 2015. The report signaled a new wave of optimism for everybody, demonstrating the strength of the sector despite the difficult economic situation. The stronger positive trend was underlined by a pickup in the domestic market, which was more sustained for the flat glass sector.

A detailed analysis shows a significant increase in exports to the NAFTA countries with a 58% gain, as a result of the initial pickup in the US economy but also because of sales to Mexico growing at a faster pace (up by 73.27%).

The European Union remains the main export market for these products which grew by 18.38%. By contrast, exports to Brazil and Russia took a nosedive due to the socio-political and economic instability of the former and the geo-strategic political crisis of the latter with the controversial international sanctions that have been adopted.

For machinery, products and accessories for the processing of flat glass, in particular, international sales rose by 5.40%, with the United States representing the main outlet.

Hollow glass exports rose by 4.01%, with Mexico as second market.

Greater positivity is being fueled by a turnaround in the negative trend on the domestic market, which has posted a significant increase in sales.

The forecasts for 2016 are optimistic. A particularly positive outlook is predicted for exports while the domestic market forecasts are cautiously optimistic and dependent on the R&D and capital investment incentives.

In conclusion, the Italian glass industry continues to shine. The traditional excellence of its glass processing machinery, products and accessories remains unparalleled worldwide.

The complete 2016 report will soon be available on the GIMAV web site at:

<http://www.gimav.it/en/>

The 2015 report can be viewed and downloaded at the following [link](#).

SUCCESS STORIES & TESTIMONIALS

Quebec-Based Stelpro Invests In Italian Technology To Boost Productivity And Safety

Stelpro, a Quebec-based manufacturer of integrated heating solutions, started 2016 with a bang by investing more than \$800,000 in its Saint-Bruno-de-Montarville facility.

Adopting the latest technology isn't new for Stelpro. Since it was founded 35 years ago, the company has consistently sought out automation solutions, leading to increased productivity and competitiveness. The strategy has helped Stelpro excel in this ever-changing industry, and position itself for success in global markets.

Employing nearly 500 people at its Saint-Bruno plant and headquarters, and at its Grand-Mère plant, Stelpro manufactures heating equipment such as baseboard heaters, convectors, fan-coil units, heating cables and coils. It also produces electronic controls, including thermostats, meeting the industry's highest performance standards.

This level of production makes Stelpro the North American leader in its industry sector. The company maintains continuous production, with only two 12-hour breaks per week. As proof of its versatility, Stelpro is the only Canadian manufacturer to serve both the electrical distributor and retail market, thanks to its comprehensive product offering.

François Séguin, Vice-President of Operations at Stelpro, explains how automation has allowed the company to optimize productivity and open new possibilities for its employees.

"We are proud to say that Stelpro is the only baseboard manufacturer in Canada—and probably in the entire world—to manufacture its products with such a high level of automation."

Séguin insists automation should always be done in steps—the first and most important being the implementation of good management practices. "Over the past seven years, we managed to maintain an annual increase in productivity of over five per cent, which says a lot in the current landscape."

In the 2000s, the company built a highly-automated paint booth, along with a cutting-edge research and development lab equipped with a vast refrigerated space featuring a complete house (to test heating products in real climatic conditions).

In the 2010s, it expanded its plant—located on Montreal’s South Shore—to more than 216,000 square feet and increased capacity by adding several units to its machine base, including cutting-edge Italian-made automated punch presses and press brakes.

The addition of an automated Salvagnini P4 and S4 station helped double the company’s punching capacity and triple its bending capacity (compared to its previous, traditional Amada units).

Two Prima Power digital punch presses (Shear Genius) were also added in 2014 and 2015, which further helped reduce manufacturing costs and increase productivity.

Manufacturing now relies on the combined operation of four punch presses, six press brakes and four mechanical presses.

The 2010s also saw the company complete the acquisition of Synapse Électronique, securing CSA C828-06 certification (a performance standard for R&D), and most recently, updating its conformity to the new 2015 ISO 9001 quality standard.

Stelpro was founded in 1981 (under the name Chalais Électrik) by John Chabot, father of current President Yves Chabot. The company changed its name when it acquired Stelpro Chauffage in 1994. But in 2012, when it expanded its business to offer a complete heating and ventilation solution, the company’s leadership decided to refine its branding by adding a degree symbol and introducing a unique visual touch—°STELPRO comfort 360.

Through the years, several training programs had to be put in place to go along with the introduction of new technology, which allowed employees to add to their expertise and diversify their skill sets.

At the same time, automation helped bolster occupational health and safety efforts, for example, by decreasing risks related to repetitive strain injuries (RSIs). “It’s unavoidable; a worker who repeats the same movement 1,500 times a day will have an increased risk of injury. We transferred these repetitive actions to Fanuc robots, which can perform

them risk-free, and we invested in our employees by redefining their roles and valuing their work,” Séguin explains.

Focused on growth, product quality and improving productivity in its facilities, Stelpro’s sound business plan earned it the title of one of Canada’s Best Managed Companies in 2014. The recognition was no small achievement, given the competitive industry in which Stelpro operates.

The company differentiates itself in numerous ways, the least of which isn’t sustainability. Not only does it take into account environmental, economic and social factors in all of its operations, it actively promotes awareness through its product offerings, which carry distinctions such as Energy Star certification. In 2015, Stelpro was awarded a Level 3 Certificate of Performance from Recyc-Québec’s Ici on recycle program, thanks to its responsible waste management practices.

Today at Stelpro, more than 20 employees are focused on R&D. While launching innovative products promises to remain a top priority for the company (between 5 and 10 new products are launched per year), efforts will also be made to grow in new markets. Stelpro is also planning an expansion of its headquarters in 2017.

Investing in cutting-edge technology has proven to be the best approach towards the company’s ultimate goal—becoming the number one heating equipment company in North America and a leader in related products such as wires, coils and thermostats.

To this end, Stelpro will continue to forge ahead with energy, following its 2020 business strategy focused on smart manufacturing, automation and product innovation.

Luc Boily is a freelance business and industry writer.

This article appears in the Industrial Edge Showcase, presenting stories of Canadian manufacturers using technology and innovation to boost their competitive edge. The Industrial Edge Showcase is a collaboration between [Canadianmanufacturing.com](http://www.canadianmanufacturing.com) and Machines Italia. To read the Stelpro’s article and the other 11 case studies, visit

<http://www.canadianmanufacturing.com/industrial-edge/>

COMING SOON

CANADA

Stay Tuned For Vitrum 2017

Vitrum is one of the most prominent International trade fairs for machinery, equipment and systems for the processing of flat and hollow glass as well as glass materials and finished products. The figures from the last Vitrum show confirm its globally recognized status: 20,000 square meters of exhibition space, 347 exhibitors of which approximately 55% from 24 countries and 82% manufacturers exhibiting directly. 18,450 visitors, 51% from outside of Italy.

For further information about Vitrum, visit the official web site at <http://www.vitrum-milano.com>

The next edition of Vitrum will be held in Milan from October 3 to 6, 2017.

The Italian Trade Commission (ITA), in partnership with [GIMAV](#), the Association of Italian Manufacturers and Suppliers of Machinery, Plants and Systems, Accessories and Special Products for glass processing, will be sponsoring delegations of North American end users to Vitrum 2017.

For consideration to be included in the North American delegation to Vitrum 2017, please contact info@machinesitalia.org

Milano Welcomes Lamiera 2017 Metalfabricating Show

LAMIERA, the international exhibition dedicated to the metal forming machine tool industry and to all innovative technologies related to the sector, chooses Milan as its new stage.

From May 17 to 20, 2017, the prestigious and modern exhibition centre of Fieramilano Rho, in Milano will host the next edition of LAMIERA.

As usual, the event will showcase the latest and most modern technology for metal fabricating and metal forming as well as a very rich program of seminars, presentations and exhibits. Over 20,000 professionals attended the last edition of the show.

The Italian Trade Commission and UCIMU-SISTEMI PER PRODURRE will be inviting North American based manufacturing companies to Lamiera 2017. To participate in the Italian Trade Commission's sponsored trade delegation to Lamiera, please contact info@machinesitalia.org

BIAT 2017 – Startups Innovation And High Technology Lab

The third edition of BIAT, the lab for innovative technologies and start-ups, will take place in Catania on March 2 and 3, 2017 and will bring together foreign venture capitalists, incubators and accelerators and the most promising Italian start-ups and projects from Southern Italy.

The main goal of BIAT is to foster international cooperation at various levels, by means of a matchmaking mechanism between supply and demand in the commercial, industrial and technological fields.

The focus areas of BIAT 2017 are new materials, biotechnology, nanotechnology, mechatronics, renewable energies, environment and smart technology.

BIAT, funded under the Cohesion Action Plan of the Italian Ministry of Economic Development, is a program designed to enable the enterprises and research systems of Italy's so-called Convergence Regions - Campania, Calabria, Apulia and Sicily - to

express their full potential for innovation and excellence. Indeed, Convergence Regions host some of the most important technological and industrial districts in Italy and in the European context.

The Italian Trade Commission is inviting North American companies, research centres, universities, venture capitalists and investors to attend the event. For further information on BIAT, please contact info@machinesitalia.org

USA

CONEXPO-CON/AGG 2017

CONEXPO-CON/AGG will take place from March 7 to 11, 2017 in Las Vegas, Nevada. The international trade show is where every major construction industry is represented amongst 2,500+ exhibitors over 2,500,000 square feet and more than 150 education sessions including asphalt, aggregates, concrete, earthmoving, lifting, mining, utilities and more.

The Italian Trade Commission (ITA) along with the Italian Construction Equipment Association, [UNACEA](#), will be exhibiting at CONEXPO-CON/AGG 2017 with an information desk (booth #[S5136](#)) highlighting the latest technology and advanced solutions made in Italy.

For a current list of Italian companies exhibiting at the show, click [here](#).

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

Italian Trade Commission (ITA) / UCIMU-Machine Tool Builders Delegation To Ohio And Alabama



Turning Innovation into Productivity



The Italian Trade Commission (ITA) and [UCIMU-SISTEMI PER PRODURRE](#) will be touring plants and manufacturing facilities in Ohio and Alabama with a delegation of leading Italian metalworking technology and machinery builders.

The tour will take place from March 13 to 15, 2017, and kicks off in Cincinnati, Ohio while stopping in various other cities in Alabama where the Italian companies will have the opportunity to meet with local manufacturers and showcase their innovative solutions.

This is the third delegation of Italian companies in the US of this kind. Previous ones were conducted in Michigan, Indiana and Virginia.

According to Matteo Picariello, Head of the Italian Trade Commission office in Chicago, which is coordinating the project, "...these types of initiatives provide opportunities for local manufacturers in the respective US States to meet and understand firsthand, the latest technology solutions available from leading Italian companies that may help them manufacturer more efficiently and productively, while giving the Italian delegates valued insights into the US manufacturing sector and related trends in the marketplace".

If your company is located in Ohio (Greater Cincinnati) or in Alabama, and you would like to be kept updated on the opportunities to learn more about the Italian companies taking part in this year's delegation, kindly 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, Print4All, together with Ipack Ima, Plast, Meat Tech and Intralogistica Italia, 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 developing cutting-edge services for the business communities of the target markets, against a background of growing cooperation among manufacturers of expo 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 ARG I, 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 ARG I 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 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.

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

MEXICO

Simac Tanning Tech 2017

Simac Tanning Tech is the chief international event for machinery and technologies for the footwear, leather goods and tanning industries. The event will take place in Milan, in conjunction with Lineapelle (International exhibition of leather, accessories, components, fabrics, synthetics and models), from February 21 to 23, 2017. For further information on the event, please visit www.simactanningtech.it.

A video showcase of the most advanced machinery and technology on display at the last edition of Simac Tanning Tech is available at the following [link](#).

The Italian Trade Commission and [Assomac](#) - the National Association of Italian Manufacturers of Footwear, Leathersgoods, Tannery Machines and Accessories - will be inviting North American based manufacturing companies to Simac Tanning Tech 2017.

To participate in the Italian Trade Commission's sponsored trade delegation to Simac Tanning Tech 2017, please contact info@machinesitalia.org

Machines Italia At Expomanufactura 2017

Expomanufactura is Mexico's top event for manufacturing technologies. The trade show gathers exhibitors and visitors from various industries; automotive, mechatronics, electronics, medical devices, appliances, foundry and smelting and more.

The 2017 edition of Expomanufactura will take place from February 7 to 9 at the CINTERMEX exhibition centre in Monterrey, NL.

Machines Italia México will be participating to Expomanufactura 2017 with an information desk to provide support to both Italian and Mexican companies.

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

Countdown To EXPO PACK 2017

The 2017 EXPO PACK will take place in Guadalajara, JA, from June 13 to 17. Fifteen thousand professional buyers - from a wide range of industries, including food processing, beverage, pharmaceuticals, cosmetics & personal care, graphic arts, chemicals, textile, footwear, automotive, hardware, furniture and electronics - will attend the Guadalajara event; the largest Latin American show for packaging and processing technologies and materials.

EXPO PACK Guadalajara 2017 will feature 500 companies on nearly 13,000 net square meters of exhibit space (140,000 net square feet).

The Italian Trade Commission (ITA) Mexico office and [UCIMA](#), the Italian Packaging Machinery Manufacturers Association will host an Italian pavilion featuring 11 leading Italian technology companies:

Ariflex, Camozzi, Cellografica Gerosa, Imeta, Ilpra, IMS Deltamatic, Matrix, Melegari Manghi, Reda, Tropical Food Machinery.

In 2015, Italy exported over 125 million Euros worth of packaging machinery and equipment to Mexico and, with a market share of 18.2%, it was the second most important supplier of packaging technology to the NAFTA country.

According to a market report prepared by UCIMA, the packaging machinery market in Mexico should grow by 5.3% by 2018. The cosmetics, food processing and chemicals industries should lead the growth with expected rates of above 6%.

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

PLAST 2018: International Exhibition For Plastics And Rubber Industries

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

The range of products showcased at PLAST are: 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, downstream equipment, machines and equipment for the plastics and rubber recovery and recycling, raw materials, acrylics, polyamides, polyolefinics, styrenes, vinylics, 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.

For more detailed information, please see the PLAST 2018 official website

www.plastonline.org.

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

EVENTS & INITIATIVES

CANADA

Daily Planet Discovery Channel Canada: Machines Italia Is On Air

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

The first four segments aired between the end of May and December, 2016, within four different episodes of Daily Planet and they featured:

Robosoft Grand Challenge and the [Soft Robotics Week 2016](#), hosted [BioRobotics Institute, Scuola Superiore Sant'Anna in Livorno](#)

The road test of the new [Ducati XDiavel](#) motorcycle

[Pagani Automobili](#)'s Huayra super sports car

[Tor Art](#) the Carrara based stone machining shop specialized in 3D scanning and processing which is rebuilding parts of the Palmyra temple of Bel in Syria destroyed by ISIL.

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

Canadian Manufacturers' Outlook 2017

The Canadian Manufacturers' Outlook is a survey conducted, on a yearly basis, by Northstar for PLANT Magazine in partnership with sponsors Grant Thornton LLP, SYSPRO Canada and Machines Italia - Italian Trade Commission.

The latest edition of the survey report is fresh off the press. The findings - based on 526 replies from senior manufacturing executives (margin of error +/- 4.27%, 19 times out of 20) - show that 36% of the respondents are optimistic although most (55%) qualify their optimism with caution.

More than half of the senior executives are expecting orders and sales to increase (by an average 15% and 16%); but costs will also increase (by 9%). Pricing will stay the same for 55% but 33% expect increases (of 8%). Forty-two per cent see profits rising an average of 13%.

Pricing and costs top the list of challenges for 50% of respondents, followed by increasing sales (48%), economic conditions (45%) and the value of the loonie (42%). Caution is evident by their intentions to invest. Sixty-six per cent don't know how much they'll invest in machinery, equipment or technology in 2017, and 72% are unsure about investments in their facilities. But 60% expect to invest in training and 55% in machinery, equipment and technology over the next three years.

Only 33% are concerned about entering new markets and 37% don't export at all. Most (86%) are doing the bulk of their business in North America, 62% of it in Canada.

A complimentary copy of the complete Canadian Manufacturers' Outlook report can be downloaded at the following [link](#).

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

Ontario Export Awards 2016 & Machines Italia Global Reach Award

On November 22, 2016, CanadianManufacturing.com and Annex Business Media hosted the [2016 Ontario Export Awards](#).

The third annual awards ceremony paid tribute to the success and innovative approaches of Ontario manufacturing exporters. Extending across industries and including rural and urban representation, the awards are a celebration of the contributions exporters have made to both the provincial and national economy, and a showcase of leading companies who invest in their businesses and operations to be more competitive in global markets, and to forge international supply chains.

The event kicked-off with a Networking Reception for over 200 people, including award finalists, sponsors, dignitaries, industry associations and the event hosts.

The official awards ceremony was then opened by Master of Ceremony, Lisa Wichmann, Publisher of CanadianManufacturing.com at Annex Business Media. Finalists were presented via video profiles throughout the luncheon and winners were welcomed to the stage for a photo and to provide brief comments to the audience. In total, 210 delegates attended the Gala luncheon.

Assistant Deputy Minister of International Trade, Cameron Sinclair, delivered opening remarks at the Gala. Industry associations represented included the Canadian Food Exporters Association, Excellence in Manufacturing Consortium, Canadian Manufacturers & Exporters, Forum for International Trade Training, and others.

Machines Italia and the Italian Trade Commission sponsored the Ontario Export Awards 2016. Sandra Di Carlo, Deputy Trade Commissioner, Italian Trade Commission, spoke at the event and presented the Global Reach Award to Robert Miller, Operations Manager, Lofthouse Manufacturing, the Guelph (Ontario) based manufacturer that has become an integral part of Brawo and a key element in Gnutti's global supply chain. [Silfab Solar Inc.](#), the Canadian subsidiary of the Italian manufacturer of PV modules, Silfab Spa won the Clean Tech category Award.

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

EIMA 2016

[EIMA International](#), International Exposition of Machinery for Agriculture and Gardening, is a biennial event originally kick-started in 1969, by FEDERUNACOMA, the Italian Agricultural Machinery Manufacturers Federation, and organized by the federation's service division, FEDERUNACOMA Srl, in collaboration with BolognaFiere.

The last edition of EIMA was held in Bologna from November 9 to 13, 2016 and topped 1,900 exhibitors, from 40 countries, on an exhibition area of 375,000 m², 140,000 m² net and over 50,000 models of agricultural and horticultural machinery and equipment on display.

The Italian Trade Commission (ITA) and [FEDERUNACOMA](#), the Italian Agricultural Machinery Manufacturers Federation, invited delegations of buyers and industry professionals to attend the event. Four hundred and fifty delegates from 50 countries – among which 30 companies from North America – participated at EIMA 2016 as part of this ITA sponsored program.

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

Get Your Motor Running At EICMA 2016

EICMA is unarguably the largest international show for motorcycles, bicycles, e-bikes and the two-wheel industry. Since its debut, over 100 years ago, the event keeps getting larger and larger. Here are some of the figures from the latest EICMA, which took place in Milan from November 8 to 13, 2016:

- Visitors: 600,000;
- Exhibition space: 3 million square feet (280,000 sqm);
- Exhibitors: 1143, 45% of which from 41 countries, outside of Italy;
- Media: 6,000.

The Italian Trade Commission (ITA) and ANCMA, the Italian Motorcycles, Bicycles and Accessories Manufacturers Association, invited buyers and industry media to attend the event. One hundred delegates from 50 countries – among which several companies from North America – participated at EICMA 2016 as part of this ITA sponsored program.

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

USA

Machines Italia Vol. XI: Exploring The New World Of Advanced Manufacturing

In this newest edition of Machines Italia Magazine Volume XI, our focus is on how North American companies are embracing a wave of new technologies, many from Italian providers that are helping them bring work back home, while remaining competitive.

Italian companies are playing a big role in researching, developing and bringing to market these advanced manufacturing tools and strategies, many of which are enabled by innovation software, automation and thinking.

We take a closer look at trends in the North American manufacturing market and tell the stories of companies using premium Italian technology to become more competitive and profitable. These stories demonstrate that investments in sophisticated, premium Italian manufacturing equipment and tools are paying off.

And to find our Italian solution providers with local operations in NAFTA, click [HERE](#) for an interactive directory.

A complimentary copy of Machines Italia Vol. XI is available at the following [link](#).

Machines Italia Celebrates The Italian Technology Award Winners From North America

Last November, the Italian Trade Commission (ITA) announced the US winners of the thirteenth Italian Packaging Technology Award (IPTA), seventh Italian Machine Tool Technology Award (IMTTA) and the first-ever in the US - the Italian Glass working Technology Award (IGTA). ITA honored recipients for their outstanding theses

submissions and academic scholarships with a one-week educational and cultural trip to Italy which commenced on November 27th, 2016.

The 2016 US winners joined distinguished students from four other countries (Mexico, Russia, Egypt and Indonesia) in an intense educational program at the Università Carlo Cattaneo – LIUC to discuss innovations and best practices in the machine manufacturing industry. The program not only provided academic growth, but an excellent opportunity for practical experience in international collaboration. Students also toured top Italian machinery manufacturing factories and discovered firsthand innovative technologies which have made Italian manufacturers recognized world leaders. In addition, students were given time to take cultural and historical tours of various Italian cities while in Italy.

The initiative's fundamental mission is to enrich the engineering education of US students. ITA's Chicago Office sponsors IMTTA in collaboration with UCIMU-SISTEMI PER PRODURRE (Association of Italian Manufacturers of Machine Tools, Robots, and Automation Systems & Ancillary Products). IPTA is sponsored in conjunction with the Italian Packaging Machinery Manufacturers Association (UCIMA), and ITA- via its Houston Office, the IGTA in conjunction with (GIMAV) the Italian Association of Glass-Processing Machinery and Accessory Suppliers. As collaborative partners in the initiative, each organization is motivated to support ITA's mission to advance knowledge globally within the machine manufacturing industry for the next generation of engineering professionals. The three award programs have received the local support and cooperation of the Society of Manufacturing Engineers (SME).

This year, 2017 US winners will be invited to take part in 2017 activities in the US, organized by, or in collaboration with the Italian Trade Commission (ITA).

2016 International Italian Technology Award US Recipients:

Italian Machine Tool Awards:

Sarah Wolff, Northwestern University



David Pritchett, Northwestern University
Stephanie Hulseley, Clemson University
Jennifer Lynn Bennett, Northwestern University
Professor: Dr. Giorgio Bortolotto, Northwestern University

Italian Glass working Technology Awards:

Courtney Au-Yeng, Leigh University
Sean D. McAnany, Leigh University
Charles McLaren, Leigh University
Professor: Dr. Siddha Pimputkar, Leigh University

Italian Packaging Technology Awards:

Anusuya Thinaharan, Rochester Institute of Technology
Dan Douglas Kramer, Penn State University
Michael Moorehead, California Polytechnic State University
Professor: Dr. Arthur Alves Teixeira, University of Florida
For further information on this initiative, please contact info@machinesitalia.org

Italian Trade Commission (ITA) & Society of Manufacturing 2016 Industry 4.0 Survey

This survey of Industry 4.0 was conducted by the Italian Trade Commission (ITA) Chicago USA Office and the Society of Manufacturing Engineers in November 2016 with over 325 companies based in the US taking part (2/3 of which currently use Italian machinery and technology in their production lines).

The report provides insight and analysis to determine the latest trends in Smart Manufacturing to determine how manufacturers are reacting to Industry 4.0. Questions included plans to adopt the connected factory on the shop floor in regards to technology acquisitions, upgrades and migrations to benchmark current awareness/understanding and the perceived 'role' of digital solutions, identify current adoptions and areas of focus.

Over the last decade, the evolution of the Internet of Things, Big Data and the desire for ever-increasing productivity has driven the smart manufacturing movement. Today, manufacturers can see and react to the performance of their machines and integrated systems with analytics in real time. They can enable machines to talk to one other, control operations remotely, predict challenges and even share live data with the supply chain. Advancements in cloud computing, as well as mobile and app technology, increasingly puts power into the users' hands.

For further information on this initiative or to request a complimentary copy of the report, please contact chicago@machinesitalia.org

Machines Italia Discusses Advanced Manufacturing & Industry 4.0 At MIT's EmTech 2016

On the heels of the Italian Ministry of Economic Development's launch of the Industrial National Plan 4.0, Machines Italia USA and the Italian Trade Commission (ITA) Chicago office hosted a conversation on the ground-breaking collaborations between Italian and US companies in advanced manufacturing and the emergence of the Industry 4.0.

The event took place on October 18th, 2016 at the Samberg Conference Center, [Massachusetts Institute of Technology](#), in Cambridge, MA, as part of [EmTech 2016](#).

Among the panelists:

- Michele Scannavini, President of the Italian Trade Commission (ITA)
- Stefano Domenicali, Chairman & CEO, Automobili Lamborghini
- Alberto Maria Sacchi, Board Member and past President, Federmacchine
- Elizabeth Bramson-Boudreau, COO, MIT Technology Review

The panel discussion titled, "Advanced Manufacturing: Through Collaboration Comes Innovation," illustrated best practices and partnerships between US and Italian companies that are shaping Industry 4.0. The panelists talked about the growing number of joint advanced research centers, including Lamborghini and Boeing's efforts to spur the carbon fiber industry, and Italy's Ministry of Economic Development and IBM developing the first IBM Watson Health European Center of Excellence with IBM, investing \$150 million USD Milan-based facility.

ITA President Michele Scannavini said, “Collaboration breeds innovation and the partnerships between US and Italian companies are indicative of this success. EmTech is the perfect platform to share how more businesses can innovate together.”

“We’re thrilled to present the best of Italian innovation at EmTech 2016, a perfect fit to highlight Lamborghini’s experimentation and advancement in carbon fiber research. We are proud to be among such an esteemed panel at one of the world’s leading institutions to share what innovations lie ahead at Lamborghini’s future,” said Stefano Domenicali, Chairman and CEO, Automobili Lamborghini.

Attendees acquired striking new insights about the US-Italian participation in Industry 4.0 including:

- Italy is the third largest EU exporter of flexible manufacturing technologies including robotics with \$9.6 billion USD in Italian exports to the US,
- Its Industrial National Plan 4.0 is heavily promoting investments in innovation to attract €10 billion of additional private industrial investments by 2017,
- The goal is to increase private investments up to €11.3 billion in research, innovation and development and €2.6 billion through tax deductions in innovative startups and venture capital investments.

Video footage of the “Advanced Manufacturing: Through Collaboration Comes Innovation” panel discussion is available at the following [link](#).

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

Print4Pack 2016

[PRINT4pack](#) conference was held at Fiera Milano Rho, in Milano from September 20 to 21, 2016. The 2-day event was organised by ARGI, Italian Association of Graphic Industry Suppliers, [ACIMGA](#), Italian Manufacturers Association of Machinery for the Graphic, Converting and Paper Industry, with the support of the Italian Trade Commission (ITA), the Ministry for Economic Development, as part of the Made by Italy program.

The aim of the conference was to invite professionals from around the world to share their insights on the trends, opportunities, new materials and technologies in the graphic and packaging industry over the next few years.

The focus of PRINT4pack 2016, in particular, was the Mediterranean basin and its innovative and prepositive culture as well as the new business models which can be implemented.

Experts, media, opinion leaders from USA, Israel, Egypt, Libya, Algeria, Morocco, Tunisia, Turkey, Iran, were invited to attend and participate at the conference.

The roster of keynote speakers at the conference included:

- Carlo A. Carnevale Maffè, Professor of Strategy, Business School, Bocconi University
- Marco Sachet, Director of the Italian Institute of Packaging
- Ron Gilboa, Director of Functional Printing, Infotrends
- Michele Amigoni, Packaging Research & Innovation Manager of Barilla
- Roberto Masciambruni, Head of Packaging Design, Angelini
- Carla Leveratto, Creative Director, Gruppo Roncaglia
- Eliana Farotto, R&D, Comieco
- Oriana Savonitti, Packaging Specialist, Illycaffè
- Luca Pennisi, Director Rotomed
- Alberto Palaveri, R&D Director, Sacchital
- Domenico Tessera, CEO, Sales
- Osvaldo Bosetti, Plant Director, Goglio
- Rita Gaimarri, Customization Manager, Mondelez International
- Oscar Farinetti, Owner of UniEuro and founder of Eataly

The program for the 2016 conference is available at the following [link](#).

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

**Italy @ IMTS: 20 Years Of Italian Technology
Excellence**



Turning Innovation into Productivity



The 31st edition of [IMTS](#), the biannual -International Manufacturing Technology Show, took place at the landmark McCormick Place, from September 10 to 15, 2016.

The event featured metalworking technology, robotics, automation, welding equipment.

The figures of IMTS 2016 were impressive:

- 2,407 exhibitors, the highest ever,
- 115,612 visitors from 117 countries,
- 1.3 million square feet of exhibition space.

The Italian Trade Commission (ITA) Chicago office and Machines Italia USA were at the show to support the large contingent of Italian exhibitors: Over 120.

An information desk with [UCIMU-SISTEMI PER PRODURRE](#), the Italian Machine Tool, Robots, Automation Systems and Ancillary Products (NC, Tools, Components, Accessories) Manufacturers' Association, and [Confindustria](#), The Italian Federation of Machinery Manufacturers Associations, was set up.

On September 14, 2016 Machines Italia USA organized a networking reception to promote Italian technology. The event was attended by over 300 IMTS delegates.

Video footage of the reception is available at the following [link](#).

https://youtu.be/CIHUOS_HOKc

ITA Chicago has been participating at IMTS for the past 20 years.

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

MEXICO

Machines Italia Celebrates BIMU's 60 Years, Metalworking Excellence

The figures from the last BIMU trade show which took place from October 4 to 8 2016, are truly impressive: 1,060 exhibitors, 47% from outside, Italy, 3,000 metalworking machines on display over 900,000 square feet, exhibitions space, 61,926 visitors and 1,000 pre-arranged business meetings.

The biannual event which marked its 60th anniversary in 2016, has become a synonymous with excellence in the metalworking industry worldwide.



Turning Innovation into Productivity



The Italian Trade Commission (ITA) and [UCIMU-SISTEMI PER PRODURRE](#), the Italian Machine Tools, Robots, Automation Systems and Ancillary Products (NC, Tools, Components, Accessories) Manufacturers' Association, invited delegations of buyers and industry professionals to attend the 30 BIMU. 180 delegates from 17 countries – among which 30 companies from North America – participated at BIMU 2016 as part of this ITA sponsored program.

The celebrations for the 60th anniversary of BIMU included a media campaign on international trade.

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

FUNDIEXPO 2016

The Italian Trade Commission's (ITA) Mexico City office and Machines Italia Mexico attended FUNDIEXPO 2016 that took place at Centro De Exposiciones De Queretaro in Queretaro, from October 5 to 7 2017, with [AMAFOND](#), the Italian Association of producers of machinery, plants, furnace materials and services for the foundry industry and a contingent of Italian machinery technology providers.

Seventeen top Italian companies exhibited at the ITA-AMAFOND pavilion:

ARTIMPIANTI GROUP, CIME CRESCENZI, COLOSIO, CO.STAMP, FATA ALUMINIUM Srl, FOMET, FORM, GMS GLOBAL METALLURGICAL, G.N.R., IDRA, IECI, ITALPRESSE INDUSTRIE, JODOVIT, MECCANICA PI.ERRE, O.M.A.R., QDESIGN, SAPP.

FUNDIEXPO is the largest Latin American trade show for the foundry industry. The sector has been growing exponentially in the past few years thanks to the demand originating from the booming automotive industry in Mexico. For further information on this initiative, please contact mexico@machinesitalia.org

TECNARGILLA 2016

[Tecnargilla](#), the world largest biennial event for ceramics technology and materials is organized by [ACIMAC](#), the association of Italian manufacturers of machinery and equipment for ceramics and Rimini Fiera.

The 2016 edition of Tecnargilla took place last September 26 to 30 in Rimini and the statistics confirm its status: 33,395 visitors, 500 exhibitors, 40% of which from 25 countries, over 800.000 square feet. The trade show was subdivided into 4 technology-specific exhibition areas:

- Tecnargilla, ceramic tiles, ceramic ware,
- Kromatech, ceramic painting, decorating;
- Claytech, brick and terracotta processing
- T-White, sinks and bathroom fixture processing

The Italian Trade Commission (ITA) and ACIMAC invited delegations of buyers and industry professionals to attend the TECNARGILLA 2016 among which several companies from North America. For further information on this initiative, please contact info@machinesitalia.org

EXPO PACK México 2016

Twenty-five thousand visitors, 1,000 exhibitors from 30 countries participated to [EXPO PACK México](#), the packaging technology trade show which took place in Mexico City from May 17 to 20, 2016.

Amongst the innovations on display at EXPO PACK México 2016 were packaging machinery for the food and beverage processing industry, the pharmaceutical industry, the cosmetics and the nutraceutical industries.

The Italian Trade Commission's Mexico City office, Machines Italia Mexico and [UCIMA](#), the Italian Packaging Machinery Manufacturers' Association, attended the show with an information desk to provide assistance to the show visitors and the numerous Italian companies exhibiting at the show.

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

North Americans Visit CIBUSTEC 2016

Since 1939, [Cibus Tec](#) has been showcasing innovations and advanced technology for the foods processing industry.

The 2016 Cibus Tec which took place in Parma from October 25 to 28, featured a wide range of processing technologies, from packaging to logistics – for all types of products: fruit & vegetables, milk & dairy products, meat & seafood, convenience food & fresh cut, bakery and cereals by products, ice cream and dessert, coffee and single serve, confectionery and liquid foods.

The Italian Trade Commission (ITA) and [FierediParma](#), the trade show organizer, invited delegations of foreign buyers and industry professionals to attend Cibus Tec 2016. Over 200 delegates from 17 countries – among which 30 companies from North America – participated to the food processing technology show in Parma, as part, of the ITA sponsored program.

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

INDUSTRY NEWS

CANADA

ASSIOT Joins The Machines Italia Family

[ASSIOT](#) is the Italian Association of Gears and Transmission Systems Manufacturers. Founded in 1971, ASSIOT's membership is now 100 companies strong, which represent 70% of the Italian power transmissions manufacturing industry, and approximately 9,000 employees.

ASSIOT became the 16th Machines Italia partner associations. Now the Italian Trade Commission's sponsored project embraces 16 key industrial technology and machinery sectors.

For further information on ASSIOT and the power transmissions industry, please contact assiot@assiot.it.

Mecaer Expands Its Manufacturing Facility In Québec

[Mecaer America](#) has announced that it will invest \$40.4 million in its Laval facilities to design and manufacture new landing gear for airplanes and helicopters. The company will receive a \$5-million loan and a \$3-million non-refundable contribution from Investissement Québec.

“The agreement with the Québec government and Investissement Québec confirms that we have chosen the right territory – North America. The world’s largest aerospace market is here, and Mecaer plans to become more and more integrated into it,” said Alberto Ribolla, President, Mecaer Aviation Group.

Mecaer America is a subsidiary of the Italian Mecaer Aviation Group, which employs 600 people worldwide. The announced project could potentially lead to the establishment of a new facility in Québec, the group’s future global centre for landing gear.

Italy’s Zapi Group Establishes Its Presence In Canada

[Zapi Group](#), the Italian-based leader in motion and transmission components for batteries and hybrid-powered vehicles acquired Delta-Q, a Canadian company that designs chargers for electric vehicles, including golf cars, scissor lifts and floor cleaners.

Delta-Q’s co-founder and CEO, Ken Fielding, said the deal will accelerate Delta-Q’s growth and strengthen its product and service lineup.

“We are excited about where we can go next, building on the exceptional capabilities, our team, our strong core values and further leveraging the Delta-Q brand which is well recognized in our markets,” Fielding said in a Dec. 7 statement. “As part of the ZAPI Group we look forward to continuing to drive our growth forward, leveraging their capabilities, complementary technologies and global foot-print.”



Turning Innovation into Productivity



The Burnaby, B.C.-based company was founded in 1999 and supplies a number of global manufacturers with charging equipment for golf cars, scissor lifts, industrial floor cleaners, among other vehicles.

Founded in the 70s and headquartered in Central Italy, ZAPI is a globally recognized manufacturer of cutting edge power drives (inverters), electric power transmission and control technology.

Bardiani Valves Canada Debut At Profood Tech 2017

Bardiani Valvole is an established Italian manufacturer of hygienic valves for the food, beverage and pharmaceutical industries. It exports its products to over 70 countries and the brand is synonymous with Italian technological innovation worldwide.

Bardiani will be exhibiting at the Profood Tech 2017 trade show in Chicago where it will present its newest line of PMO valves.

To learn more about Bardiani and its range of valves, please visit www.bardiani-valves.ca

USA

“No Limit To Imagination” – Sacmi Introduces The New COLORA CAP In The United States

No limit to imagination. A slogan that, in [Sacmi](#)'s case, translates into new technology for decorating caps, designed to complement plant and machinery used all over the world for manufacturing plastic caps – a field in which Sacmi is the world leader – with a solution capable of highlighting essential aspects for developing the brand and showcasing the product.

It is the new COLORA CAP, the machine for digital decoration of plastic caps that will be presented at the Plastic Caps & Closure Conference in Chicago, the sector's most

important symposium in North America and a key occasion internationally for taking a closer look at the latest innovations for processes and products in the packaging-beverages sector. The 2016 conference, hosted at the Fairmont Hotel in Chicago from 29 – 31 August, saw the participation of Sacmi with a presentation by Marco Ferri, North America area sales manager for Sacmi's Closures & Containers Division.

The core of the presentation, entitled "Technological innovation with high product impact", will be dedicated to the potential of the COLORA CAP solution developed by Intesa, the Sacmi Group company specialising in the design and marketing of machines for digital decoration in the ceramics and food & plastics sectors. This further step in the evolution of COLORA enables digital printing even on coloured caps, with applications of the utmost interest both for the dairy and the CSD drinks sectors, to maximise the brand and to increase product recognition, and for the development, marketing campaigns with dedicated collections (sport, animated cartoon characters, etc.).

Objectives which, thanks to Sacmi technology, are now within reach: indeed, with the new COLORA CAP, Sacmi has added unique features in terms of flexibility, reduction in time taken for size changeovers, and increases in logistics efficiency to the unlimited colour development and the ultra-high definition of the decoration, the distinctive elements of the digital decoration technology can be found in the international market, where some of the most important brands in the sector have already installed the new machine.

Highly automated, - the solution is offered by Sacmi complete with cap transport system, heating, plasma surface treatment and corona treatment, digital decoration and drying - the new COLORA CAP has passed the "low migration" test for CMYK inks at independent certified laboratories, and is equipped with an integrated quality control system, for inspecting the qualitative characteristics of both the capsule and the decoration directly on the line, and at very high speed.

The result? The release of the full marketing potential, thanks to the possibility of printing very high resolution images on caps, changing the decoration with a mere click, directly

on the line and without the need to stock dedicated product lines. All in a strategic market such as North America, the home of the sector's major multinationals and a strategic area for the development and growth prospects of the Sacmi Group, which has been serving the area for many years through its own subsidiary, Sacmi USA, and its efficient spare parts and after sales service.

Euro Group + Kuroda Precision Industries = Eurotranciatura USA

Italy's [EURO GROUP SPA](#) and Kuroda Precision Industries Ltd. from Japan established a Strategic Alliance for the production and sales of stator and rotor laminations for electrical motors and generators in the American Market. As a first step, Euro Group and Kuroda have decided to operate together in the United States, by bringing their respective skills and a commitment to extend this cooperation to other regions. Euro Group will secure to the Alliance its existing Global Manufacturing capacity and Technologies, while Kuroda, in conjunction with Euro Group's tooling expert Corrada, will ensure the supply and maintenance of press tools/dies, including its inner lamination technology. Kuroda will also, offer stamped products (motor core, etc.) through its own and Euro sales network. The Joint Venture named Eurotranciatura USA LLC is owned 90% by Euro and 10% by Kuroda. On February 28th 2014, Eurotranciatura USA finalized the acquisition of the Lamination Division of a leading American refrigeration compressor producer based in Paris, Tennessee, USA.

Eurotranciatura USA started to fully operate this Plant from March 3rd 2014 onward. The transfer of ownership did not affect the supply of laminations to the previous owner due to the signing of a long term supply agreement.

Today, the company has 11 punching presses ranging from 160 to 350 T, 3 high-pressure aluminium die-casting machines, an installed annealing capacity of 15,000 lbs/hour, 3 laser-welding machines, machining and welding devices for assembling rotors and stators. This operation will allow Euro Group to complete its presence in North

America, thanks to its central location in USA and its strategic location in Queretaro, Mexico.

Agrati Group Acquires Continental Midland Group

[Agrati Group](#) from Italy announced the acquisition of Continental Midland Group (CMG), a leading North American engineered fastener company in the automotive, commercial vehicle and Industrial markets with 4 production plants focused on screws, bolts, nuts and special cold forged parts, and one logistic center. Plants and logistic centers are located in the US: Illinois, Ohio and Indiana. The Sales and Applications Engineering Center is located in Southfield, Michigan.

Agrati Group is continuing to grow internationally, expanding its industrial, commercial and technical presence in the North American market, in line with the globalization strategy. The goal is to intensify the presence of Agrati in the key market segments globally.

CMG will contribute by providing customers an even greater level of service and technical support through a wide variety of products, in line with the main Agrati Group targets: globalization, technical leadership and full supply chain provision.

The CMG acquisition will enable Agrati to increase their current business and develop stronger relationships with both customers and suppliers, becoming one of the largest fastener manufacturers in the world.

The Agrati family confirms a strong commitment to strengthen the sustainable development of the Group, ensuring the principles of competitiveness and innovation. After this acquisition, the Agrati Group expects to reach a consolidated turnover of over 640 million Euros (\$700 million USD), with 12 manufacturing plants, 5 logistic centers and 2.500 employees.

Fiat Chrysler Announces \$1 Billion Investment In US

FCA, the US arm of automaker Fiat-Chrysler, announced on January 8th, 2017 that it would invest a total \$1 billion in plants in Michigan and Ohio, which will add 2000 new jobs in the United States.

The announcement, in what the company said was the second phase of a plan it first made public a year ago, came days after Ford Motor Company decided to scrap a plan to build a facility in Mexico, instead opting to invest in a plant in Michigan.

"Consistent and combined with previously announced investments, FCA US is further demonstrating its commitment to strengthening its US manufacturing base, and aligning US capacity to extend the Jeep product lineup," FCA said.

In a statement, FCA said it would retool and modernize its Warren Truck Assembly Plant to produce a new Jeep and Grand Waggoners, while a facility in Toledo would build a new Jeep pickup truck. These plans will be in place by 2020, the company said.

The move "is a continuation of the efforts already underway to increase production capacity in the US on trucks and SUVs to match demand," the company said, adding that it would help solidify the US as "a global manufacturing hub" for its flagship brands.

However, Fiat indicated it would still continue to produce in Mexico.

"The added benefit of the investment in Warren is that it will enable the plant to produce the Ram heavy duty truck, which is currently produced in Mexico," FCA said.

Advanced Ceramic Coatings Opens New Facility In North Carolina

North Carolina based Advanced Ceramic Coatings (ACC), a joint venture between Ohio-based GE Aviation and [Turbocoating Corp.](#) of Italy, announced that it will invest \$15

million to build a new 62,500-square-foot facility at Hillside Enterprise Park in Duncan and create 50 jobs.

Local officials identified ACC as the company seeking incentives under the economic development project codenamed “Project Door.”

The facility will be constructed on a piece of property at 1191 Howell Road within the 84.5-acre park owned by Indianapolis-based developer Scannell Properties. ACC’s site is near a 77,000-square-foot facility that will soon be occupied by German automotive supplier Brose North America Inc.

ACC said the plant, which is expected to be open by the third quarter of 2017, will produce advanced coatings for GE’s high-temperature ceramic matrix composite (CMC) components in its jet engines.

“Duncan and Spartanburg County offered the right mix of skilled employees and resources to help ACC expand its production capabilities over the next few years,” said Scott Hayes, general manager of ACC, in a statement. “GE and Turbocoating will invest more than \$15 million in equipment and the new facility will employ around 50 people by 2022.”

The company said it anticipates it will begin hiring for the new positions during the second quarter of 2017. It encouraged job applicants to email ACCcareers@advanced-ceramic-coatings.com.

“That’s a great team they’ve put together,” said Spartanburg County Councilman David Britt. “We welcome them with open arms... [Hillside Enterprise Park] is a great asset. We are very fortunate to have a developer like Scannell interested in Spartanburg.”

ACC was formed two years ago. GE said the joint venture was part of its push to create a supply chain that would allow it to produce more CMCs. In October 2014, the company opened a new CMC factory in Asheville, N.C.

According to GE, CMCs are made of silicon carbide ceramic fibers and ceramic matrix, and enhanced with proprietary coatings. They are lighter and more heat resistant than metal alloys, the company said.

ACC is the latest specialty chemical company to find a home in Spartanburg. In October, Italian manufacturer Ritrama announced its plan to invest \$85 million to build a 350,000-square-foot plant at Tyger River Industrial Park and create 150 jobs.

“We’re very pleased to welcome Advanced Ceramic Coatings to the park,” said Joel Scannell, managing director of Scannell. “They are a great fit and an example of the kinds of companies we hope to attract to the park.”

The S.C. Department of Commerce said the state’s Coordinating Council for Economic Development has approved job development credits and a \$250,000 Set Aside grant to Spartanburg County to assist with real property improvements for the project.

MEXICO

Ferrero Mexico Invests In R&D

The Italian confectionery group Ferrero Spa has announced the creation of a new R&D centre in Mexico in response to the growing demand for sweet treats in Latin America and the success of some of its marquee products such as Nutella and Ferrero Rocher. Ferrero’s R&D facility will be located in proximity to the existing plant in San José Iturbide, Guanajuato state and will be equipped with advanced equipment and a laboratory to develop and test new products, recipes and ingredients for both the domestic and the regional markets.

ENEL And ENI Top the Energy Joint Ventures In Mexico

Italy is emerging as one of the leaders in the new, partially deregulated energy market. This is thanks to a strategy that focuses on the creation of partnerships and joint ventures with local players.

In particular, two Italian-based heavyweights of the energy industry seem to be growing exponentially: ENEL Green Power has been working in Mexico since 2007. Recently, ENEL won four large contracts for projects in the renewable energy sector and it is planning to invest USD 1.1 billion to expand its operations in the country.

ENI has won a contract for oil explorations in the shallow waters of the Gulf of Mexico and it could invest up to USD 1.1 billion should the project be successful.

YOUR OPINION MATTERS

100% of the respondents to the poll in our previous newsletter indicated that they prefer to deal with suppliers with operations, including after-sale service and technical support, in North America. What is the other single most important factor in selecting a technology supplier?

- Price
- Quality
- Quality/price ratio
- Good reputation , the supplier
- Innovation
- Flexibility
- Task/application specific considerations
- Others (specify)