



**Machines
Italia**

Turning Innovation into Productivity

ITCA CONSULATE GENERAL OF ITALY
CONSULAT GENERAL D'ITALIE
ITALIAN TRADE COMMISSION
DELEGATION COMMERCIALE D'ITALIE

NEWSLETTER

#4: Fall 2017

Dear Readers,

The Fall is traditionally associated with a time to roll up our sleeves and go back to work. Children are back in school, vacations have been taken.

With this renewed sense of energy, we focus on completing the projects already in the works and formulate new battle plans for the rapidly approaching new year.

My experience as Director of ITA Chicago, for the last four years and my recent post in Toronto have given me the opportunity to note the similarities and differences between Canada and the US.

Canada is proactively moving toward strengthening its commercial ties with the world and Europe in particular. The [CETA or Canada EU Comprehensive Trade Agreement](#) - recently came into effect as of last September bringing along sweeping changes in terms of tariffs, labour regulations, goods and capital movements to and from the Euro zone and Canada. Canada is also shedding some of the internal impediments to free trade. The [CFTA or Canadian Free Trade Agreement](#), effective July 2017, should eliminate some of the most outdated trade barriers between the federal and the provincial jurisdictions.

On the other hand, the current US administration seems to be poised to put a cap on the free trade in North America. NAFTA is due for renegotiation. Is it going to survive? I truly believe so. Probably Mexico and Canada would have to agree to some concessions which in the end will benefit fair competition among the three partners.

It would be hard to conceive a total stoppage of a trade integration whose total worth approaches a 13 figures number. The value of the trilateral trade in the NAFTA area was over USD [1 trillion in 2016](#).

Thanks, in part, to the Agreement, the US, Canada and Mexico economies are on a growth trend. According to the [IMF World Economic Outlook](#) the real GDP growth rate of the NAFTA countries should be around 2% in 2017 and above the 2% benchmark in 2018 while vs. 1,5% of the EU's and 1% of Italy's (both in 2017 and 2018).

The manufacturing sector's [GDP](#) in the NAFTA area grew 2.6% in 2016, surpassing the USD 20 trillion threshold for the first time....ever. The manufacturing industry in North America should continue to outperform the growth of the other non-manufacturing sectors in 2017 and 2018.

The climate is more favourable now for manufacturers, with declining national currencies, cheaper natural gas to power factories and rising labour costs in Asia, which makes North America more competitive.

Italy's industrial technology sector is well positioned to take advantage of these healthy growth rates. Italian companies learned how to leverage on North American's manufacturing clusters, locating their operations strategically in order to better serve their client base.

The Machines Italia newsletter is a tool intended to share information on Italy's latest innovations and opportunities for North American companies to learn more about how Italian machinery can give them a competitive edge. We try to bring Italian technology closer to where it is really needed.

I hope you appreciate our effort and enjoy your reading.

Cheers,

Matteo Picariello
Italian Trade Commissioner – Canada

FOCUS

SelectUSA 2017 Reaffirm Italy's Strong Commitment To FDI In The US

The United States welcomes investors of all sizes, including established multinationals, small or medium-sized enterprises, and high-growth start-ups. The SelectUSA Investment Summit brings the diversity of the United States together under one roof – enabling any business to find the people, the resources, and the market it needs to be successful. Participants at the first three Investment Summits have announced more than \$20.6 billion in Greenfield FDI into the United States since 2013. Data from FDI Markets show that these participants are responsible for more than 12 percent of all announced Greenfield FDI projects in the United States from fiscal year 2013-2016.

The Italian Trade Agency via its MOU with the US Department of Commerce, was present assisting the Italian delegation of companies - who over the past two years - including this year, has represented the largest EU delegation at the Summit. And this year, Italy had the 8th largest overall delegation present.

Total stock of FDI from Italy in the United States in 2015 (by UBO), registered over \$47 billion with the primary sectors of Italy's FDI from those of Industrial Machinery, Auto Components, Metals, Consumer Products, Software & IT Services, and Alternative Energy.

As at previous editions, the Italian Trade Agency, together with the Italian Embassy in Washington and SelectUSA, hosted a network briefing event during the Summit for the Italian delegation on the second day of the Summit (June 19th, 2017).

The following day (June 20th), the Italian delegation attended a private meeting with the US Government's Under Secretary for International Trade, Israel Hernandez, who welcomed the delegates to the Summit and engaged in dialogue on trade issues of interest by the delegates.

More information on the 2017 Summit can be found at this link:

www.selectusasummit.us

SUCCESS STORIES & TESTIMONIALS

Italian Companies Continue To Invest And Create Jobs In The US

Over the past several months, Italy has been on an investment spree bringing manufacturing to local economies and providing job creation in many communities across the US. Below are some of the most recent developments:

AROL GROUP

Arol North America, part of Arol Group, has opened a HQ in Buford, Georgia. The facility also includes sales and after sales support and training to US customers. The company designs, produces and distributes capping and corking systems based in Canelli, Italy, for the food and beverage sector, among others.

The facility in Georgia includes a manufacturing plant focused on designing and producing specific models dedicated to the US markets: mechanical elevators, waterfall sorters and change parts for all Arol models.

Arol designs technology for food, beverage, wine & spirits. It manufactures over 700 closing systems and more than 500 control systems a year, with over 26,000 machines installed worldwide.

NEGRI BOSSI

In light of its recent strategic expansion plans in North America, Italian injection moulding manufacturer Negri Bossi announced it will move its US headquarters from New Castle, Delaware, to Plymouth Township, Michigan. Construction work on the 3,300 m² facility commenced in June this year while the relocation is scheduled for January 2018.

In addition to administrative offices, the site will also feature areas for demonstration and training purposes, including five injection moulding machines with a performance of up to 20,000 KN as well as warehouses to store machinery, robotics and replacement parts. Machinery will also be custom-tailored to individual clients on site.

Negri Bossi subsidiary Sytrama will continue to pre-assemble their robotics parts in Plymouth Township, using components made in the USA in particular. As announced last year, the Italian company is evidently seeking greater proximity to the American automotive industry, illustrated by the move to open a technical centre in Ann Arbor,

TeMa

TeMa North America plans to build a manufacturing facility in the Burr Business Park in Kearneysville, WV. The 42,000-square-foot plant is expected to create 30 jobs. Italy-based TeMa has sales offices in the United States, but the West Virginia plant will be the company's first manufacturing operation here.

"We are proud to announce the opening of our manufacturing facility in West Virginia.

The development of our products has taken years of diligent work, dedication and sacrifices that have finally been repaid by a strong presence in the market with top-level partners in the United States," said Luciano Mazzer, President of TeMa Group. "With the opening of a new production plant in West Virginia, we want to develop new, ecologically friendly products and become leaders in the U.S. market".

The new facility will produce insulation and drainage systems for residential, commercial and industrial use. Parent company TeMa Group, is a European leader in the insulation, drainage and geotechnical sector.

COMING SOON

CANADA

Canada's Manufacturers' Outlook 2018

The Manufacturers' Outlook is a yearly study conducted by [Plant](#) magazine and key business partners. Over 500 respondents – manufacturing industry executives from across Canada - participate in the survey by sharing their views on what has transpired over the past year and on what they expect in the near future. 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. Since 2009, Machines Italia has been a strong supporter of the Manufacturers Outlook study.

Last year's report can be downloaded on the Machines Italia [web site](#), the newest, 2018 edition will soon be available.

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

Ontario Export Awards & Machines Italia Global

Reach Award 2017

The [Ontario Export Awards](#) – OEA - recognize the innovative approaches and unique contributions – measured in terms of export growth - of Ontario 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 (over 100,000 industrial readers across the country). OEA is organized in partnership with the [Canadian Manufacturers and Exporters](#) association,



[Canadian Food Exporters Association](#), [Excellence in Manufacturing Consortium](#) and the [Forum for International Trade Training](#).

OEA's Award ceremony and gala luncheon will take place next November 21, 2017, at the International Centre, Mississauga, Ontario. Over 300 executives will be in attendance.

Machines Italia Canada is a category sponsor of the OEA and will bestow the Machines Italia Global Reach Award upon the Ontarian manufacturer that most distinguished itself internationally thanks, in part, to Italian technology.

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

Back By Popular Demand: Win A Trip To Xylexpo 2018 @ WMS 2017

Woodworking technology end-users visiting [WMS 2017](#) in Toronto will have a chance to win a trip to Milan, Italy to attend the 26th edition of [Xylexpo](#), the world's showcase for woodworking machinery and systems. The contest is sponsored by [ACIMALL](#), the Italian Woodworking Machinery and Tools Manufacturers' Association, Machines Italia and [Wood Industry](#) magazine.

Up for grab are two travel packages, inclusive of return flight to Milano, Italy, hotel accommodation (4 nights, from May 8 to 12, 2018), transfers to/from hotel/airport and to/from hotel/trade show venue in Milan, VIP passes to the show and business lounge.

The contest entries can be filled out online at the following [link](#) or directly at the Wood Industry magazine and the Machines Italia – ACIMALL booth at the WMS show.

The draw will take place at the WMS show in Toronto on November 4, 2017.

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

USA

Wealth Of Italian Innovation On Display At FABTECH 2017

[FABTECH](#) will bring plenty of innovation and technology solutions to Chicago from November 6-9, 2017. More than 40,000 attendees and over 1,700 exhibiting companies are expected to gather once again to celebrate metal manufacturing at its best. As per previous editions of the show in Chicago, Italy will have 40 of its leading companies exhibiting. The event also provides educational sessions and expert-led presentations covering the latest trends and technology in the metal forming, fabricating, welding and finishing industries.

In addition, FABTECH 2017 will showcase more manufacturing technology than ever before with two co-located events in partnership with Hannover Fairs, USA: Industrial Automation North America and Motion, Drive & Automation North America. For a real time list of the Italian exhibitors at this year's show, click [here](#).

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

Print4All 2018

[Print4All](#), is an international exhibition that caters to the printing industry. It will be held in Milano, Italy from May 29 to June 1, 2018, in conjunction with Ipack Ima, Plast, Meat Tech and Intralogistica Italia. The event 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), with the support of Fiere Milano.

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”.

“We believe in a business model”, - states Marco Calcagni, President of ACIMGA – “where the exhibition venue – Fiera Milano - 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

Machines Italia Celebrates The 11th Italian Technology Award Winners From North America

The Italian Technology Awards program is a competition that invites undergraduate and graduate students attending international universities to submit a paper or a research project on an array of relevant mechanical engineering subjects and in particular on

innovations and challenges facing various manufacturing industries in their countries or globally. The aim of the program – now in its 11th year - is to enrich the engineering education of students and foster international collaborations and cooperation. The program is organized and sponsored by the Italian Trade Commission, in partnership with various industrial machinery and technology manufacturers associations in Italy as well as various schools, universities, colleges and institutions around the world.

Winners of the Italian Technology Awards (ITA) are awarded a one-week trip to Italy and, depending on the specific award program and technology sector, students and selected faculty members will visit leading Italian technology and manufacturing companies and take part in advanced educational sessions at the Università Carlo Cattaneo - LIUC . Return flight, meals, accommodation, participation in the educational sessions, logistics and transportation for the period above, for the winning students and faculty members, are covered by the Italian Trade Commission and its partner associations.

The ITA 2017 educational trip to Italy is scheduled from November 5th to 11th, 2017.

ITA 2017 includes students and professors from Mexico, Canada, USA, Russia, Egypt, and Brazil from the following programs/sectors and partner associations:

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)

IGTA in conjunction with (GIMAV) the Italian Association of Glass-Processing Machinery and Accessory Suppliers.

ITA 2017 North American partners include the Society of Manufacturing Engineers (SME) - USA/Canada and the University of Waterloo – Canada.

The list of the ITA 2017 awards recipients will soon be available on the ITA section of the [Machines Italia web site](#).

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

Plastic Technology Road-Show Seminar + PLASTIMAGEN MEXICO 2017

Machines Italia Mexico and AMAPLAST, the Italian trade association of manufacturers of plastics and rubber processing machinery and moulds, are teaming up to promote Italian know how and technology to plastic and rubber processors in Mexico.

The busy Fall agenda will kick off with a road-show seminar on the designing and maintenance of injection moulds which will make stops in Puebla, Lerma and Mexico City next November 7, 8 and 9.

Industry experts and solution providers from Italy will explain the latest technology innovations, advanced materials and designing tools for all types of applications. The seminar will also teach the maintenance best practices to increase molds duration and performances. Additional information on the event will soon be available at www.italiaenmexico.com

Machines Italia and AMAPLAST will also be organizing an Italian pavilion at [PLASTIMAGEN MEXICO 2017](#) which will take place from November 7 to 10 at the CitiBanamex trade centre in Mexico City, DF.

More than 870 companies – over 400,000 sq. of floor space - will be exhibiting at the 21st edition of PLASTIMAGEN MÉXICO.

With 30,000 industry professionals in attendance, PLASTIMAGEN MÉXICO is the most important plastics event in Latin America.

The Italian pavilion (booth #536) will showcase the technology and equipment of over 40 leading companies. A list of participating Italian companies is available at the following [link](#).

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.



Turning Innovation into Productivity



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, vinyls, thermoplastic polyesters, thermosets, fluoropolymers, elastomers, pigments, colourants, master batches, 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

Strong Italian Presence At AEROMART Montréal

2017

24 Italian leading aerospace companies participated in the 5th edition of Aeromart that took place in Montreal from April 4 to 6, 2017. The delegation was part of the Italian pavilion organized by the Italian Trade Commission Canada and [AIAD](#) – the federation that represents the Italian companies in the aerospace, defence and security sectors.

[AEROMART Montréal](#) is one of the largest aerospace industry convention in North America with 800 companies represented, from 28 countries and 1,300 participants. 11,000 business meetings were organized during the course of the Global Supply Chain Summit at the event.

Montreal is the 3rd most prominent hub for the aerospace industry, after Seattle and Toulouse, with 700 companies, 76,000 direct employees, \$ 28 billion in revenues, and 1.6% of Canada's GDP.

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

EIMA Show Umbria 2017

Last July 25th to 30th, 20 companies from across the world were hosted by the Italian Trade Commission (Canada and Mexico) and [FEDERUNACOMA](#), the Italian Agricultural Machinery Manufacturers Federation, in Italy where they attended [EIMA Show Umbria 2017](#).

The event, which took place in the Casalina farm, near Perugia, with its 1860 hectares and 1450 UAAs, consisted of on-site demonstrations and field trials of agricultural machinery, equipment and advanced technology as well as workshops and seminars on such topics as soil preparation, seeding, fertilization, irrigation, haymaking, digital agriculture and farm productivity. Among EIMA Show Umbria 2017 partners were [Coldiretti Umbria](#), [UmbriaFiere](#), [University of Perugia](#), the [Agraria Foundation Institution](#), [Cesar](#), [Consorzio Agrario dell'Umbria](#) and [Dipartimento di Scienze Agrarie Alimentari Ambientali Perugia](#). Information on the Italian technology showcased at the event is available at www.eimashow.it.

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

Lamiera 2017 Metalfabricating Show

[LAMIERA](#), the international exhibition dedicated to the metal forming industry and related technology, took place in Milan – its new stage - from May 17th to 20th, 2017 at the Fieramilano Rho fair ground.

The event showcased the latest and most modern metal fabricating and metal forming machinery and equipment and featured an extensive program of seminars, presentations and thematic exhibits. Over 23,000 professionals and almost 500 exhibitors participated at the 2017 edition of LAMIERA.

The Italian Trade Commission and UCIMU-SISTEMI PER PRODURRE invited 110 foreign delegates from 13 countries to the event. Among the delegates were the following North American based manufacturing companies selected by Machines Italia: BPM Metals Inc, Lopes Ltd, AC Dispensing Equipment, AGI Metal, Alltrade Industrial, Canadian Fabricating & Welding, Mott Manufacturing, Makloc Building Inc, and more. For further information on this initiative, please contact info@machinesitalia.org

USA

Italian Technology @ GlassBuild America 2017

Now in its 15th year, [GlassBuild America](#) is the gathering place for the entire glass, window and door industries in North America. The 2017 edition of the annual event took place from September 12 to 14 in Atlanta, GA, and was Presented by the National Glass Association and the Window & Door Dealers Alliance along with the American Architectural Manufacturers Association, the Glass Association of North America and the Insulating Glass Manufacturers Alliance, and in conjunction with industry's leading publications – Glass Magazine and Window & Door.

GlassBuild America was a comprehensive and united event. Who Exhibited? Italy of course! In the past four years there has been an average of 423 exhibiting companies at GlassBuild America. And this year the Italian Trade Agency via its Houston Office and the Italian association, [GIMAV](#), were in booth #2237, assisting and supporting the 10+ Italian solution providing manufacturers for the industry who exhibited.

The map of all the GIMAV member firms exhibiting at GlassBuild America is available on line at: <http://www.gimav.it/Fairs/GlassBuild2017/>.

Exhibiting Italian companies covered the broad spectrum of manufacturing, as related to glass technologies and machinery. In addition, the show floor was home to the Innovative Product Pavilion which showcased cutting-edge technologies and other ground-breaking advances from across the glass industry, ranging from energy conservation to design innovations and the latest “green” products.

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

US Manufacturers Discover Trentino’s Industrial Technology Cluster

Italy’s Trentino region is home to over 800 companies in the mechanics and mechatronics industry. The sector employs almost 10,000 people, which makes it Trentino’s largest employer, and provide an important contribution to the region’s exports.

The Office of the Italian Trade Agency in Chicago together with Italy’s [Trentino Sviluppo](#) invited 10 US companies to explore partnership and sourcing opportunities from leading Italian technology solution providers from in the region. The trip took place from June 18th to 21st, 2017.

US delegates met with their Italian counterparts and visited facilities across Trentino thus gaining first hand understanding as to how these companies may be of consideration in their upcoming projects and procurement needs.

The information on the Italian companies involved in the delegation is available at the following [link](#).

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

Italy's Role In Advanced Manufacturing Evident At Rapid 2017



Turning Innovation into Productivity



On May 11th, 2017 the Italian Trade Agency Chicago Office was interviewed during the [Rapid + TCT 2017](#) Conference in Pittsburgh, hosted by the Society of Manufacturing Engineers.

The show is one of the premier events for Advanced Manufacturing and provides a forum on the new trends and outlooks for Industry 4.0 and beyond.

The ITA's spokesperson talked about its mandate to assist and promote Italian advanced manufacturing technology in the US and illustrated the Italian government's national plan, Industry 4.0, and how it will benefit Italian manufacturers investing in innovation.

To watch the video interview click [here](#).

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

Machines Italia & UCIMA "Pack" Italian Innovation Into Pack Expo

Pack Expo Las Vegas 2017 saw, once again, a strong presence of Italian packing machinery manufacturers, thanks to the continued participation of the Italian Trade Agency Chicago Office and the Italian association for the industry [UCIMA](#).

This year's show took place from September 25th through the 27th at the Las Vegas Convention Center. The Italian Trade Agency and UCIMA organized an Italian pavilion Booth #S-6249 to promote the over 30+ Italian exhibitors at Pack Expo and to provide information to US companies looking to gain and or maintain their competitive edge in the marketplace by using made-in-Italy technology. The list of Italian companies represented at the Italian Trade Agency and UCIMA pavilion is available at the following [link](#). For a complete list of Italian exhibitors at the show click [here](#).

Digital Journal recently published an overview of the global packaging machinery market and once again noted Italy's dominance in automated packaging machinery, click [here](#) for the full report and see why Italy is ranked so highly.

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

Machines Italia USA's 5th Participation To Makers Fair

The Machines Italia USA Desk in Chicago arranged the fifth Italian participation at the 2017 [Makers Fair](#). The event, which took place in New York City September 23-24 was open to both trade professionals and the public at large. This year's major theme was additive manufacturing and 3D printing technologies, advanced manufacturing, robotics, education, research & science. The 2017 Makers Fair stretched across four halls and attracted more than 100,000 visitors and 900 makers.

The Italian Trade Agency and Machines Italia participated in the fair to provide assistance to Italian and local companies, researchers and innovators and to enhance Italy's visibility and contribution to the world of manufacturing. This year's Italian Makers Pavilion featured 15 of Italy's leading makers. On the 25th, the Agency hosted its participating makers for a briefing at its New York Offices on how to do business in the US, followed by a visit to one of the leading FabLabs in New York within the Marymount School.

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

MEXICO

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 www.vitrum-milano.com

The 2017 edition of Vitrum was 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, sponsored delegations of North American end users to Vitrum 2017.

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

EXPO PACK 2017

The 2017 [EXPO PACK](#) took place in Guadalajara, JA, from June 13 to 17, 2017. 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 - attended the Guadalajara event; the largest Latin American show for packaging and processing technologies and materials.

EXPO PACK Guadalajara 2017 featured 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, hosted 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 2016, 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

Mexican Delegation At SIMEI 2017

Machines Italia Mexico invited Mexican companies to visit the 27th [SIMEI](#) trade show which took place from September 11th to 15th in Munich, Germany.

SIMEI was held in conjunction with Messe München's drinktech, the international trade fair of equipment for beverages and liquid food, and focused on technology, machinery and equipment for wine production, conditioning, storage, bottling and packaging as well as related logistics and services. 20,000 Sq. mt., 2 halls, 200 exhibitors, 75,000 visitors from more than 180 countries were the figures of SIMEI.

The next edition of the biennial show organized by the Unione Italiana vini will be held in Milan, Italy in 2019.

For further information on this initiative and to participate to SIMEI 2019, please contact info@machinesitalia.org

Carved In Stone At Marmo+Mac 2017

[Marmo+Mac](#) is the leading global trade event for the natural stone industry. It encompasses the entire sector's supply chain, from raw material to semi-finished and finished products, from processing machinery and technologies, to applications of stone in architecture and design.

The figures of Marmo+Mac 2017 confirm its leadership status: 67,186 visitors, 60% of which are from 146 countries,

1,670 exhibitors, 64% from 52 countries.

Machines Italia Mexico, in partnership with [VeronaFiere](#) and [CONFINDUSTRIA MARMOMACCHINE](#), the association representing the Italian marble and stone machinery industries, invited a delegation of Latin-American processors to the event to experience firsthand the most innovative Made in Italy technology and solutions.

For further information on this initiative or to be part of the next Marmo+Mac, please contact info@machinesitalia.org

XVI Foundry Technology Symposium

The [Simposium Nacional de la Industria Fundidora](#) or Foundry Technology Symposium, organized by [Sociedad Mexicana de Fundidores-SMFAC](#) in partnership with [AMAFOND](#), the Italian Foundry Suppliers' Association, is the single annual largest industry event in Mexico. The 16th edition of the Symposium took place in Querétaro, QE, last October 4 to 6.

Machines Italia Mexico took part in the event with a group of leading Italian foundry technology companies.

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

INDUSTRY NEWS

CANADA

AMAPLAST: New Branding To Represent Italy's Plastic And Rubber Technology

As of last June, Assocomplast is AMAPLAST, the Italian trade association of manufacturers of plastics and rubber processing machinery and moulds. The members' board overwhelmingly approved the name change and the association's new logo featuring the AMP acronym and the colours of the Italian flag.

In a period when the plastics industry is constantly in the spotlight and often criticized for its impact on the environment, this new name sends a positive signal and strengthens the idea of an organization and a group of companies that are committed to developing and promoting cutting-edge technologies to produce quality products, with great concern for the eco-sustainability, the responsible use of resources, and the energy savings.

AMAPLAST, which is a member of Confindustria, (the Italian industrialists association), represents over 160 major machinery manufacturers.

Please visit AMAPLAST's new web site at www.amaplast.org for information on Italian technology, events and initiatives relating to the plastic industry.

AROL SpA Acquires UNIMAC-GHERRI

[AROL SpA](#), an Italy-headquartered global company involved in the design, production and distribution of capping and corking systems, has finalized its acquisition of Italian packaging equipment manufacturer [UNIMAC-GHERRI](#), a specialist in the production of filling and capping of glass containers with twist-off caps.

The acquisition of UNIMAC-GHERRI is part of the growth strategy of AROL SpA who are looking to expand its equipment offerings and integration of high-tech equipment. AROL is a part of FT System who specialize in non-destructive inspection and quality control for in-line and laboratory work.

AROL designs tailor-made solutions for the food, beverage, wine & spirits, household care, personal care, pharmaceutical and chemical sectors.

With FT System, the AROL group counts on more than 600 specialists and 14 operational branches in four continents, manufacturing over 700 closing systems and more than 500 control systems a year, with over 26,000 machines installed globally.



“We are particularly pleased to have enriched our offer to our customers with the machines produced by UNIMAC-GHERRI, from over 30 years synonymous of quality and reliability in twist-off closures,” says AROL chief executive officer Alberto Cirio.

UNIMAC-GHERRI chief executive officer Renzo Tavaroli says: “Thanks to the integration in AROL SpA, we will be able to expand our commercial presence and after-sale all over the world, as well as to carry out quickly the important innovations to develop our systems and implement the digital transformation as required by the ultimate packaging installations.”

AROL products are available in Canada via its [AROL East Canada](#) location in Prince Albert, Saskatchewan. Source: Canadian Packaging

Italy’s National Industry 4.0 Plan

The Italian Government’s adoption of the [National Industry 4.0 Plan](#) for industrial technological and digital transformation represents a great opportunity for manufacturing companies operating in Italy. The plan aims to raise tax incentives for investments in goods and technologies that connect physical and digital systems, in order to conduct complex analysis (Big Data) and adapt manufacturing systems in real time.

The 2017 Budget Law introduces new tax incentives and increases existing incentives for companies investing in technological and digital transformation in accordance with the Industry 4.0 model: hyper-depreciation on tangible operating assets and super-depreciation on intangible operating assets, a new Sabatini Act, tax credits for R&D, facilitations for SMEs and innovative start-ups, and more.

PWC has recently published a guide (in English) to the various Industry 4.0 incentives made available by the 2017 Budget Law. The PWC report is available for viewing or downloading at the following [link](#).

PWC also conducted an extensive global survey on industry 4.0 strategies and trends. The survey is available at the following [link](#)

Makro Labelling Opens Subsidiary In Quebec



Turning Innovation into Productivity



Makro Labelling North America is a branch of [Makro Labelling SRL](#), a leading labelling technology provider based in Goito, Italy.

According to Michael Kucey, Makro Labelling decided to invest in Quebec to better serve its rapidly growing customer base in Canada and North America. In fact, over the past 2 years alone, Makro sold over 50 machinery and lines to North American clients.

Makro will be exhibiting at the upcoming [Pack-Expo 2018](#) in Chicago.

USA

Nova Siria Supports Emergency Repairs In Alaska

[Nova Siria Srl](#), an Italian based supplier of jointing, repairing and hot-tapping systems for land and marine pipelines performed an emergency repair at the Chugach Electric Association's Cooper Lake in Alaska, last spring.

Working with McMillen (contractor) and MWH/Stantec (engineering), Nova Siria supplied 36" MultiGrip Couplings for the pipeline supporting the local Chugach Electric Association's infrastructure. The existing couplings had to be replaced to make the siphon operational. It was a time sensitive and delicate operation that Nova Siria and its local partners successfully completed.

AMUT Conquers Leadership In PET Recycling Technology

2016 saw the construction and start-up of the AMUT 6,000 Kg/Hr out-put PET recycling plant for UNIFI in Reidsville, North Carolina. This year, [AMUT](#) is constructing the new mega PET Recycling Plant for CARBONLITE in Dallas, Texas. The high quality standards required by these clients is achieved with the integration of the latest proprietary technologies such as the DE-LEBALLER, which helps resolve the issue of the FULL-BODY shrink sleeve labels on PET Bottles. The installations incorporate AMUT technological solutions and machinery to deal with the new recycling challenges, such as the ever worsening MRF bales, so that the customers can obtain the highest quality of recycled PET, Polyolefin Rigids & Films, as well as other polymers.

Glass, sand and other abrasive materials ruin the washing process by reducing the production quality, increase the operating costs and maintenance issues. AMUT's solution is to get rid of these and other contaminants that don't belong in the recycled plastic stream before it goes to the extrusion and downstream processes.

AMUT exhibited PET recycling technologies at the Plastic Recycling Conference in New Orleans last March.

The videos of the PET lines and other equipment by AMUT are available on [Youtube](#)

MEXICO

Italy's Enel To Build Largest PV Plant In The Americas

Large-scale PV projects dominate the Mexican landscape with two auctions so far yielding very competitive bids for PV power plants in Mexico. Even though these auctions were open to a variety of power generation technologies, solar PV surprised observers by capturing about seventy percent of the auctioned capacity. Many of these plants in the first and second auction rounds will be built next year, catapulting Mexico from a sub one hundred MW market annually to a market with over 1 GW of annual installations. A third round is scheduled for this coming November and as many as eighty companies are expected to be in the race to participate.

One of these large-scale projects is the largest PV power plant in the Americas and consists of a 754 MW solar farm in Villanueva in the Mexican state of Coahuila. Italian power provider [Enel](#) secured this project as part of the 1 GW it was awarded in Mexico's first renewable energy auction, which was held in 2016. In that auction, Enel had bid a very low USD 35.5 per MWh (plus 20-year clean energy certificates), putting Mexico in the list of countries with the lowest solar LCOE.

Source: [PV Magazine](#)

Eni Continues To Grow Its Presence In Mexico's Oil Industry

[Eni](#), a multinational oil and gas company headquartered in Italy, has been granted 3 of 10 offshore blocks awarded by Mexico's National Hydrocarbon Commission (CNH) in the Sureste Basin, in the Gulf of Mexico. This result boosts Eni's presence in a market that only opened up to foreign investments in 2014, in line with the country's Energy Reform, and which has huge growth potential.

The award is the outcome of the first bids called under "Ronda 2", in which CNH offered blocks located in water depth ranging from 20 to 500 meters in the Sureste and Tampico-Misantla Basins.

Eni will be Operator of Block 10 (Eni 100%), Block 7 (Eni 45%, Cairn 30%, Citla 25%) and Block 14 (Eni 60%, Citla 40%), with all of the licenses to be managed through Eni Mexico. The contract awards, which will be production sharing agreements, are subject to final approval by the authorities.

Eni already holds a 100% stake in Area 1 in the Sureste Basin, where the exploration and appraisal campaign is successfully ongoing and a fast-track plan for the development of the Amoca field is being finalized, with plans for an early production phase. The new blocks are joined to Area 1 and, in the case of a successful exploration campaign, will allow Eni to build up a new core area of considerable size with significant operational synergies in the Country.

Eni has been present in Mexico since 2006, and it established its wholly-owned subsidiary Eni Mexico in 2015.

Pemex, Mexico's state oil company that lost its monopoly in the reform, won two blocks – one in consortium with DEA Deutsche Erdoel of Germany and one with Ecopetrol of Colombia. Pemex has a strong track record in shallow-water exploration and development.

Source: [Eni](#)

Fimer To Supply Conversion Centres For PV Plant in Mexico



Turning Innovation into Productivity



Italian photovoltaics supplier Fimer has sealed €9 million in financing from [Sace](#) and Deutsche Bank for the supply of conversion centres for two solar farms in Mexico. Deutsche will issue two performance bonds worth US\$4.3 million, which will be backed by Sace. The German bank will also issue a €5 million loan that will be used to finalise supply contracts.

Head of Milan branch at Sace, Enrica Delgrosso says; “With this initiative, we are continuing our commitment alongside Deutsche Bank in support of the internationalisation projects of Italian companies like Fimer, which are growing in complex high-potential markets like those of Latin America.”

Fimer specialises in the design, production and sale of ultra-high-efficiency modular inverters for large photovoltaic installations.

Commenting on the deal, Fimer CEO Ambrogio Carzaniga says; “With this project, we are consolidating our position in the Latin American markets for the supply of electric power conversion systems for customer solar farms. Fimer invests constantly in research and development, and from this year our new facility in Vimercate is fully operational, increasing our production capacity.”

Source: [Global Trade Review](#)

YOUR OPINION MATTERS

[Trade agreements such as CETA and NAFTA.....](#)

- represent a threat to my business/industry
- offer opportunities to my my business/industry
- only serve very few, very specific sectors/industries
- have an overall positive impact on the economy