

#5: Summer 2018

Dear Readers,

Since 1994, with the signing of NAFTA, the United States, Mexico, and Canada have shared an open and free exchange trade region, marking North America a globally recognized benchmark of how to effectively produce and sell goods and services without borders.

The agreement has increased the flow of FDIs between the three countries, favouring, in particular, large investments of multinational companies. It could be argued that NAFTA was instrumental in accelerating, if not creating, the globalization process.

Mexico has profoundly changed since the North American Agreement came into effect. The country's level of economic integration with the other two North American partners has expanded, transforming Mexico from primarily agricultural commodities and natural resource production and exportation into a diversified economy, with a more mature tertiary sector and a fast-growing, technologically advanced manufacturing industry.

Today, Mexico and its economy are at a crucial historical moment due to its changing relationship with its key partners in the region, its domestic politics, and its structural issues.

The NAFTA renegotiation talks have been dragging, stalled by the US administration's focus on introducing more US-friendly (or fairer) clauses. The US has manifested its

intention to impose duties on some products, and Mexico and Canada have retaliated with similar measures.

This climate of uncertainty has affected the Mexican economy by slowing down foreign investments in sectors that represent the country's industrial prowess over the past 25 years, such as, automotive and electronics. The manufacturing and construction industries have slowed down in 2017, registering lackluster growth rates with only +1.3% and 1.8%.

On the home front, next December 1, 2018, Andrés Manuel Lopez Abrader will assume the role of President of Mexico. He is the first Mexican head of state not belonging to the traditional political parties that have controlled the country for the past decades. He has an alternative agenda that focuses on social justice and the fight against poverty. Almost 54% of voters have given their support to the leader of MORENA, thus endorsing Abrader's platform of "national renewal." His challenge, not an easy one, will be to fulfill his electoral promises without disrupting Mexico's economic growth engines.

Despite the general uncertainties in North America and the global markets, Mexico still remains a country hungry for technology and innovation. With respect to this, Italy could play a leading role. Italian exports of manufacturing technology closed 2017 with a solid +13.84%. The foundry machines for processing plastics and rubber and the packaging machines were the best performers.

We take this opportunity to thank our readers for their continued interest shown in the North American markets, and we invite you to visit the Machines Italia website for more news and information on events and initiatives.

Enjoy the reading.

Giuseppe Manenti,
Italian Trade Commissioner – Mexico City

FOCUS

Mexico's Growing Packaging Industry

With a population of 120 million, political and financial stability, 12 trade agreements with 44 countries, and the North American Free Trade Agreement in renegotiation – Mexico's economy is slated for more strong growth in 2019.

Mexico is a big consumer of packaging materials and technology, particularly in the food and beverage industry, followed by the pharmaceutical and personal care sectors. The popularity of carbonated drinks and alcoholic beverages, as well as the eating habits and personal care of the Mexican population, generate a high demand for packaging and packaging machines. In 2017, the Mexican packaging sector accounted for 5.8% of industrial GDP, 8.6% of manufacturing GDP, and 1.7% of national GDP.

The national production of packaging and packaging machines, however, is practically non-existent, and Mexican buyers look to Europe or the United States when purchasing these technologies. In fact, a great variety of brands from different countries such as Italy, Canada, China, Taiwan, Korea, Spain, Norway, Belgium, and Germany are currently available on the market. Mexican importers/distributors eagerly seek European packaging and technology solutions to offer to local clients. These intermediaries are generally small companies that sell and supply new parts and spare parts for imported machines. In a few cases, they are able to offer turnkey engineering and integration solutions for larger operations.

In 2017, Mexico imported \$700 million worth of packaging machinery. The machines that fill, close, plug, or label bottles, jars, or milk represent the main import items, making up 48% of total imports in the sector, followed by the machines that wrap and shrink films, with a share of 35%.

Italy's market share of the Mexican imports of packaging machinery was approximately \$150 million in 2017, +11.24% when compared to 2016.

Increasingly, Mexico's manufacturing companies are demanding highly advanced automated yet flexible solutions that can allow them to handle a wide range of packaging materials, designs, and product specifications.

The Mexicans value the ingenuity of Italian makers, which provides innovative turn-key solutions that reduce energy consumption, waste, and the number of materials used for packaging. Sustainability has become a critical issue. Extending the shelf life of products, and achieving the highest standards of hygiene and food safety are also important aspects of technology. The decision makers of Mexican companies appreciate technologies that are able to constantly monitor the machinery's performance, safety levels, temperatures, energy consumption, and vibrations. IIOT, remote monitoring, and predictive maintenance, automation are changing the manufacturing industry in Mexico. These technologies are becoming more popular and accessible than ever to medium-sized companies.

The findings above stem from a series of studies of Mexico's packaging industry which were conducted by Italian Trade Commission (ITA) office in Mexico City and [UCIMA, the Italian Packaging Machinery Manufacturers' Association](#).

To request copies of the reports please contact machinesitalia@ice.it

SUCCESS STORIES & TESTIMONIALS

Elica Group Full Steam Ahead In Mexico

The [Elica Group](#) has been a household name in the kitchen hoods market since the 1970s, and it is now the world leader in the industry in terms of units sold. More recently, the Italian-based group has acquired a leading position internationally in the design, production, and marketing of electric motors for hoods and heating boilers.

Vast experience in the hoods and boilers field, great attention to design, innovative materials, and advanced technologies are the strengths of Elica Group.

With regards to technology, Elica has tapped into the growing "smart home" trend and incorporated, early on, ingenious IOT features in its products. This decision has proved to be a smart one indeed, allowing Elica to expand its higher-end residential and commercial appliances market share.



Turning Innovation into Productivity



Similarly, Elica has adopted IIOT and Industry 4.0 tools to boost its global manufacturing operations. Elica now employs 3,800 people and produces 21 million goods and boilers in seven production sites in Italy, Poland, India, China, and Mexico.

The Elica Group Mexico's division, located in the Queretaro Industrial Park, was introduced 10 years ago to serve the Americas. It has grown to 700 employees in the course of the last decade.

Elica Mexico has recently started the expansion of its plant with an investment of 5 million euros of new "Made in Italy" equipment and 100 thousand square feet of floor space. The investment is expected to increase the manufacturing output by 25%, reaching 5 million units (hood) when fully operational. This will attest to Elica's undisputed global leadership in the household appliances industry.

Elica's production is based on the growth model known as "Triple Helix," which connects universities, industry, and government institutions. Mexico boasts a robust education system consisting of 61 higher education institutions, both public and private, 53 research centers, industry-specific clusters, and an array of government programs geared towards supporting manufacturing companies.

The adoption of this model has benefited Elica greatly by allowing it to scale up its Mexican operations. It has also allowed Elica to make a significant competitive and technological leap that will sustain the group's growth both in North America and worldwide throughout the next decade.

COMING SOON

CANADA

Canada's Manufacturers' Outlook 2019

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 [website](#); the newest, 2019 edition will soon be available.

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

Ontario Export Awards & Machines Italia Global Reach Award 2018

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 20th, 2018, 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 distinguishes itself most internationally thanks, in part, to Italian technology.

For further information on this initiative, please contact: machinesitalia@ice.it

BIMU SFORTEC 2018 - Metalworking Technology Trade Show

For the past 60 years, [BI-MU](#) has been synonymous with excellence in the metalworking industry worldwide. The next edition of BIMU – the biennial trade show dedicated to machine tools, robots, automation, digital manufacturing, auxiliary and enabling technologies trade show – will take place at Fiera Milano Rho, in Milano, Italy, from October 9th to 13th, 2018.

Over one thousand 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 – contribute to the success of the trade event in conjunction with BI-MU, SFORTEC INDUSTRY, the exhibition for technical subcontracting and industrial services for the industry.

The Italian Trade Commission (ITA) – Machines Italia and [UCIMU-SISTEMI PER PRODURRE](#), the Italian Machine Tools, Robots, Automation Systems and Ancillary Products (NC, Tools, Components, Accessories) Manufacturers' Association – are sponsoring delegations of North American and foreign buyers and industry professionals to attend the 31 BI-MU. 180 delegates from 17 countries – among them 30 companies from North America – will be attending BI-MU 2018 as part of this ITA sponsored program.

For further information on this initiative and to inquire on how to be part of the ITA-UCIMU delegations to BI-MU 2018, please contact machinesitalia@ice.it

EIMA Bologna 2018 – Delegates Wanted

The Italian Trade Commission (ITA) and [FEDERUNACOMA](#) – the Italian Agricultural Machinery Manufacturing Federation – are organizing a trip to Italy to attend the 2018 edition of [EIMA INTERNATIONAL](#) that will be held in Bologna, Italy, from November 7 to 11, 2018.

With almost 2,000 exhibitors 1,060 companies on an overall surface of 140 thousand square meters, 240,000 visitors from 145 countries, EIMA INTERNATIONAL is one of the largest trade shows in the world for agricultural, horticultural and gardening machinery and technology.

The trip is scheduled as follows:

Monday, November 5, 2018 (afternoon/evening) - departure from Canada and arrival in Bologna, Italy on Tuesday, November 6, 2018;

Wednesday, November 7, 2018 to Friday, November 9, 2018 (all day) – visit to EIMA INTERNATIONAL 2018

Saturday, November 10, 2018 – return to Canada

ITA will cover the following travel expenses:

- Round-trip airfare (coach-class) to/from Bologna, Italy;
- Hotel: 4 nights, from November 6 to November 10, 2018
- Meals (breakfast, lunches);
- VIP pass to the show and business area
- Ground transportation in Italy (to/from the airport/hotel and to/from the hotel/trade show).

For further information on this initiative and to inquire on how to be part of the ITA-FEDERUNACOMA delegations to EIMA 2018, please contact machinesitalia@ice.it

Maker Faire Rome 2018 – The European Edition

The Italian Trade Commission (ITA) – Machines Italia is seeking North American investors, R&D centers and Innovative companies for a trip to Rome to attend [Maker](#)

[Faire Rome – The European Edition](#). This event, which will take place in Rome from October 12th to 14th, 2018, is the largest Maker Faire franchise in Europe and is open to both trade professionals and the public at large. This year's major theme is additive manufacturing and 3D printing technologies, advanced manufacturing, robotics, AI, education, research, and science. The program of Maker Faire Rome is packed with seminars, competitions, demonstrations, and a vast exhibit area.

The travel expenses to attend Maker Faire as part of the Machines Italia delegation will be covered. There are currently 20 spots available for Canadian and US companies. For further information or to request a participation form, please contact machinesitalia@ice.it

Italian Technology Awards 2018 Bolder Than Ever!

Machines Italia, the Italian Trade Agency network in North America, will continue, in 2018, the Italian technology Awards program. The Italian Technology Awards promote Italian manufacturing technology, engineering, and design among graduate and undergraduate students across North America and worldwide. This awards program is supported by [Federmacchine](#), the National Federation of Association of Manufacturers of capital goods intended for industrial and handicrafts manufacturing processes, and its members.

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

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

2018 is arguably the largest Italian technology Awards program so far in terms of countries, sectors, and supporting Italian machinery manufacturers associations(7), as well as a number of students/professors (approximately 50) invited:

USA: Metalworking Machinery (UCIMU), Glassworking Machinery (GIMAV), Packaging Machinery (UCIMA)

Canada: Metalworking Machinery (UCIMU), Glassworking Machinery (GIMAV)

Mexico: Metalworking Machinery (UCIMU), Packaging Machinery (UCIMA), Plastic and Rubber Processing Machinery (AMAPLAST), Ceramic Processing Machinery (ACIMAC)

China: Metalworking Machinery (UCIMU)

Iran: Textile Machinery (ACIMIT)

Oman: Plastic and Rubber Processing Machinery (AMAPLAST)

Romania: Leather and Tannery Machinery (ASSOMAC)

Russia: Metalworking Machinery (UCIMU), Leather and Tannery Machinery (ASSOMAC)

Uzbekistan: Textile Machinery (ACIMIT)

Vietnam: Ceramic Processing Machinery (ACIMAC), Leather and Tannery Machinery (ASSOMAC)

For further information on this initiative and to inquire on how to be part of the 2018 Italian technology Awards, please contact machinesitalia@ice.it

USA

Italy Once Again Will Put The “I” In IMTS 2018 [IMTS 2018](#)

is the 32nd edition of the premier manufacturing technology show in North America. 2,000 exhibiting companies will occupy 1,3 million net square feet of exhibit space at the McCormick Place complex in Chicago, Illinois. IMTS is held every even-numbered year in Chicago and attracts more than 114,000 buyers and sellers from over 112 countries.

Being one of the world's leading show for capital good technologies and machinery, this year Machines Italia a project of the Italian Trade Agency will have representatives at IMTS with Italy's, [UCIMU-SISTEMI PER PRODURRE](#), in the North Building Level 2 Mezzanine – #221005.

Adding to the mix, with IMTS, Italy will have an additional 90+ companies exhibiting either directly or indirectly at the show. Manufacturers will display their equipment in product category pavilions: Metal Cutting: contains everything from machining centers and assembly automation to flexible manufacturing systems and lathes. Tooling & Workholding Systems: features jigs, fixtures, cutting tools of all types and related accessories. Metal Forming & Fabricating/Laser Processes: home to waterjet, plasma-arc and laser systems, welding equipment, heat treating and more. Other pavilions at IMTS include Abrasive Machining /Sawing/Finishing; Controls & CAD –CAM; EDM; Gear Generation; Motion Drive and Automation North America; Machine Components/ Cleaning/ Environmental and Quality Assurance.

For the real-time list of Italian exhibitors participating directly from Italy, click [here](#).

For further information on this initiative, please contact machinesitalia@ice.it

Integrated Automation, Motion & Drives USA 2018

[Integrated Automation, Motion & Drives USA 2018](#), is the premier trade show for process, factory and building automation in North America.

The Italian Trade Agency has organized with Italy's [ASSOFLUID](#), the Italian Association

Manufacturing and Trading Companies in Fluid Power Equipment and Components, [ASSIOT](#), the Italian Association Transmission and Gears Parts Constructors and [Federazione ANIE](#), Booth# E-134347 East Building), the Italian Pavilion, featuring eight (8) of Italy's strongest companies involved in these sectors.

The following are the exhibitors with booth numbers indicated that will be within this year's Italian Pavilion (click on any exhibitor for their profile):

E-134446 [API](#)

E-134345 [CPM Manifold](#)

E-134342 [CPM SpA](#)

E-134444 [FOR](#)

E-134442 [GGT](#)

E-134344 [HTP](#)

E-134445 [Moreali](#)

E-134346 [Nitty Gritty](#)

For further information on this initiative, please contact machinesitalia@ice.it

Italian Technology On Display At Pack Expo International 2018

The Italian Trade Agency ICE and its partner association, [UCIMA, the Italian Packaging Machinery Manufacturers' Association](#), will be present at the [Pack Expo International](#), from October 14 to 17 2018, In Chicago, IL, with two pavilions. The ITA/UCIMA pavilions, booth # 7820, located in the Upper Lakeside Center Building, will feature 17 Italian packaging technology firms.

As well as supporting the Italian exhibitor companies, the ITA and UCIMA will provide Pack Expo International's visitors with information on upcoming events and initiatives, in Italy and throughout the USA, which are aimed at promoting Italian advanced packaging technology and solution to North American manufacturers.

For further information on this initiative, please contact machinesitalia@ice.it

Italy Front And Center In The Move To Smart Manufacturing – Machines Italia Magazine

From consumer products to heavy machinery, technology provided by Italian companies is proving beneficial for North American manufacturers

The impact of smart manufacturing is being felt far and wide—benefitting industries as diverse as consumer products and heavy machinery. Nothing short of revolutionary, the vast improvements in manufacturing involve mastering automation, big data and robotics, in particular. Front and center in this new industrial revolution is manufacturing

technology provided by Italian companies. In this (2018) edition of Machines Italia Magazine we provide a few relevant examples, looking at specific company stories, while taking also a look at what is going on in some key industrial sectors. This edition will be digitally made available online in September at www.machinesitalia.org/magazine, including a digital map of the hundreds of Italian subsidiaries in the North American market who are ready to provide your company with the latest in manufacturing and technology solutions. For further information on this initiative, please contact machinesitalia@ice.it

MEXICO

Italian Pavilion @ FUNDIEXPO 2018

From October 24 to 26, 2018, the city of Guadalajara will host the 21st edition of [FUNDIEXPO](#), Mexico's preeminent trade fair for foundry technology.

The Italian Trade Commission (ITA) office in Mexico City, in partnership with [AMAFOND](#), the Italian Foundry Suppliers' Association will be exhibiting at the event with a group of Italian companies.

According to AMAFOND's data, in 2017, the Italian foundry sector showed clear signs of recovery, with a turnover of about 1.53 billion euros, exports of over 1 billion euros and almost 6,000 employees and 143 companies. On the export front, the US was the main destination market of Italy's foundry technology with € 69 million in 2017, followed by Germany (€ 49 million) and Mexico (€ 44 million).

For further information on this initiative, please contact machinesitalia@ice.it

The CIIMMATH Technology Center Turns 10

In 2007, the Italian Trade Commission (ITA), [UCIMU-SISTEMI PER PRODURRE](#), the Italian Machine Tools, Robots, Automation Systems and Ancillary Products (NC, Tools, Components, Accessories) Manufacturers' Association and [AMAFOND](#), the Italian



Turning Innovation into Productivity



Foundry Suppliers' Association signed an agreement with the Mexican Federal Government, the Government of the State of Hidalgo and several Mexican engineering faculties to supply machinery and equipment to the newly inaugurated Italian-Mexican Innovation Center in Hidalgo AC for High Technology Manufacturing or [CIIMMATH](#).

The ambitious project's goal was to create a platform for a broad collaboration between Italian and Mexican public institutions, private companies and Mexican universities to provide technical training, develop advanced R&D projects and offer support to the local manufacturing industry. Today CIIMMATH is located in a modern facility of 5.000 square meters in the Ciudad Sahagun Industrial Park, in Tepeapulco, equipped with high-tech machinery, office and laboratory spaces.

In order to celebrate CIIMMATH's 10th anniversary, ITA, the Hidalgo state government and the various Italian and Mexican partners are planning a series of events, including seminars, conferences and networking gatherings.

For further information on CIIMMATH's 10th anniversary celebrations, please contact machinesitalia@ice.it

EVENTS & INITIATIVES

CANADA Italian Food Industry Showcase at C2 Montreal 2018

C2 Montreal is the annual international business conference that blends innovation, creativity, art, entertainment, high-level networking, and learning opportunities. The last edition of [C2 Montreal](#) took place at the Arsenal Contemporary Art complex in Quebec's largest city, from May 23rd to 25th, 2018.



Over the 3 immersive days, over 6 thousand executives and decision-makers from across Canada, North America, and various countries around the world met, exchanged ideas, and shared their experiences.

Amongst the key sponsors of C2 Montreal 2018 were Machines Italia, the Italian Trade Commission, and Seeds & Chips.

The purpose of Machines Italia's involvement in the Montreal event was to promote the Italian agri-food industry, and in particular food technology and innovations. From established brands to cutting-edge SMEs, Italy is a leading builder and exporter of food packaging and processing equipment that help companies the world over innovate and make strides in their respective markets. In 2016 alone, Italy produced over \$8.5 billion (CAD) worth of packaging machinery and \$7.5 billion worth of food processing technology, exporting 80% of the former and 70% of the latter. In a nutshell, Italy is truly a hotbed of machinery and equipment innovation.

You'd be forgiven for thinking of Germany, Japan, or Korea anytime the words "machinery and equipment" are mentioned – these countries are home to machinery juggernauts. But Italy has something they don't. "Italian machinery and equipment makers are a lot nimbler," says Matteo Picariello, the Italian Trade Commissioner to Canada. "Italian companies using their products are typically medium-sized, family-owned businesses with very specific needs – they need their equipment to execute precise tasks. To fit with the market, Italian machinery makers have to customize every machine to their clients' needs. There's no one size fits all."

Creating custom-made machines comes with an incomparable advantage: knowledge. Constantly tweaking and remodeling machinery grants Italian equipment manufacturers a deeper understanding of both their products and their market. This knowledge benefits Italy's food industry as a whole as food manufacturers, in turn, use this personalized equipment to craft better products and fill the needs of their own customers while innovating.

"What we're also seeing is Italian food manufacturers being mostly medium-sized; they're able to integrate new technology faster and more efficiently than the giants. That allows them to innovate better and quicker, which gives them a leading edge," Picariello adds.

Furthermore, Italy is reimagining the global food system. “Sixty-six percent of the global population will live in cities by 2050,” says Sharon Cittone, Seeds & Chips Chief Content Officer (Seeds & Chips hosts a yearly food innovation summit in Milan, Italy). “By that year, we’ll have close to 10 billion people to feed on this planet. There are issues that need to be considered, and this needs to happen now” Cittone adds, “Our food system is broken. The idea isn’t to sustain it but to regenerate it, and that’s precisely what a lot of Italian startups are working on right now.”

Areas piquing these Italian entrepreneurs’ interest are plenty. Precision agriculture, for one, attracts many consummate innovators. With most of the world’s agriculture being traditional, the sector is ripe for game-changing technological advances. What if a farmer could use sensors, big data, and predictive analytics to know exactly when to plant, water, and fertilize crops? Could technology be able to pinpoint sick plants or patches? Could AI automate irrigation?

“The idea that, with a blood sample or a DNA analysis, a person could get a personalized, targeted diet plan elaborated for them generates a lot of interest,” says Cittone. “This type of nutrition counseling doesn’t address you as part of a group, but as a person with very specific nutritional needs, intolerances, or allergies, and I think it’s very compelling for the future.”

Asked to describe Italian entrepreneurs in a few words, there is no hesitation in Cittone’s answer: “They’re forward-thinking activists. Game-changers.”

Just as Rome wasn’t built in a day, reinventing our food system is no short-term project. But Italy’s machinery manufacturers and food innovators certainly are on the path towards making this moonshot a reality.

A delegation of Italian food-sector innovators, along with representatives of the Italian Trade Commission and Seed & Chips, participated in C2 Montréal 2018:

- [Mantra Cold Pressed](#), purveyor of fresh, cold-pressed juices
- Precision crop management platform [Agricolus](#)
- Innovation factory [Italy Food Design](#)



Turning Innovation into Productivity



- Cream maker [Officine Dolcelatte](#)
- Industrial valve manufacturers [Bardiani](#)
- Pasta machinery maker [SARP](#)
- Packaging equipment manufacturer [PFM North America](#)
- IIOT and business management software provider [Avantune](#)

Canadian and international decision-makers attending C2 Montreal had the chance to mingle and meet with the Italian delegates during the course of the networking events (breakfast and cocktail) at the Italian Trade Commission and Seed & Chips business lounge on May 23rd.

Luca Gamberini, Marketing Manager of Ocean Reef Group, spoke at a plenary session, on May 23rd, about the revolutionary [Nemo's Granden's underwater green house system](#).

For further information on this initiative, please contact machinesitalia@ice.it

EIMA Show Umbria 2018

From July 11th to 15th, 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 the [EIMA Show Umbria 2018](#).

This 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 the EIMA Show Umbria 2018 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 machinesitalia@ice.it

CIBUS TEC Workshop 2018

The Parma area is arguably the unofficial capital of the Italian food and food technology industry and home to world leading food companies, such as Barilla, Parmalat, and CIM and to EFSA - European Food Safety Authority. Every 2 years Parma hosts [CIBUS TEC](#), the leading Italian trade show for food processing equipment.

Globally Parma is known for the dairy and meat processing industries and signature food products such as Prosciutto di Parma ham, Parmigiano cheese and more. However, not everybody knows that 65% of Italy's bakery, confectionery, and snack producing companies are located within a 200 km radius of this picturesque city.

To promote Parma's technological prowess in the bakery, confectionery, and snack sectors, Machines Italia - Italian Trade Commission (ITA) and [Fiere di Parma](#) invited a few foreign delegates to attend the Cibus Tec Workshop 2018, a three-day event of B2B meetings, facility visits, and peer-to-peer networking opportunities.

Cibus Tec Workshop was held in Parma, Italy, from June 19th to June 22nd, 2018, and brought together a select group of bakery and confectionery technology suppliers (vendors) and international food processors, including buyers from Canada and North America – among which Uncle Tetsu, Karma Candy, and Monte Cristo Bakery.

For further information on this initiative, please contact machinesitalia@ice.it

WMS 2018 Wraps Up

"We have never seen so much automation and so many advanced systems in any other exhibition around the world!" This was a recurring statement in the aisles of [Xylexpo 2018](#) – the biennial international exhibition of woodworking technology and furniture industry supplies – that was held at Fiera Milano-Rho in Milan, Italy, last May 8th to 12th.

As always, the show did not disappoint attendant expectations: plenty of technology for secondary wood processing, from panels to solid wood; the best offer of furniture manufacturing systems; and the most advanced "Industry 4.0" solutions.

Xylexpo 2018 saw a steady flow of visitors, with 17,781 industry professionals – 2.1 percent more than the previous edition. Among them, 5,032 came from abroad, 28.3 percent of total attendance, basically in line with the 2016 edition of the show.

A great turnout for Italy, with 12,749 attendees, up 3.3 percent from the previous edition. Italian visitors accounted for 71.7 percent of the total attendance.

Overall, the Fiera Milano-Rho exhibition centre recorded 37 thousand accesses throughout the whole duration of the event.

In terms of floor space, Xylexpo 2018 was also a success. The show stretches over 34,785 net square meters and 4 halls with 425 exhibitors, (116 from 27 countries).

"In light of these very positive results, we can now say that Xylexpo has finally found its place in the more and more crowded and sometimes messy landscape of global industry exhibitions," commented Dario Corbetta, Xylexpo's Director. "We have made a clear choice to become a stage for high technology solutions, and this approach has increased the participation of a very selected and qualified audience, with decision-making power, knowledge, and expertise." The "re-positioning" strategy paid off, and the show attracted the attention of numerous wood industry operators in Italy and abroad, who now look to Xylexpo for advanced manufacturing machinery and equipment.

The Italian Trade Commission (ITA) – Machines Italia and [ACIMALL](#) - Italian Woodworking Machinery and Tools Manufacturers Association – invited over 250 foreign delegates to attend Xylexpo 2018.

12 selected woodworking companies from Canada were part of this global contingent: Leadwood Ltd, Sunrise Kitchens, Groupe Cabico, Machinery Continental, CNC Automation, Normand Machinery, Springfield Woodworking Kitchen and Bath Wood and Wallwork, Mosaic Millwork, Colonial Manufacturing Ltd, Triangle Kitchen, D & D Contracting Calgary, Muskoka Cabinet Company, and Cambian Cabinets.

According to Ryan Spencer, Senior Estimator at Leadwood Ltd " [I]...was thrilled to be able to attend Xylexpo. In addition to being able to view the latest in woodworking

technology and forge new relationships with B2B companies, we were able to strike a deal to acquire two new machines that will greatly expand our production capacity. We hope to be able to attend again next year."

Mike Edwards from Wood Industry Magazine – media sponsor of the Win a Trip to Xylexpo contest – was embedded in the Canadian delegation to report from the show. Read the show coverage in the May-June 2018 issue of the publication: Grazie Xylexpo. The dates of the next Xylexpo have been set in order to maintain the traditional week-long schedule: From Monday 25th to Friday 29th of May 2020.

For further information on this initiative and to be considered for Xylexpo 2020, contact machinesitalia@ice.it

USA

PLAST 2018: International Exhibition For Plastics And Rubber Industries

There was a strongly positive outcome for the eighteenth [PLAST](#)-International Exhibition for the Plastics and Rubber Industries, which took place at the Fiera Milano fairgrounds in Rho-Pero, Milano, Italy, from 29 May to 1 June 2018.

PLAST 2018 recorded a total of some 1,500 exhibitors, in 55,000 square meters of exhibition space, with significant growth of over twenty percentage points in foreign participants, affirming the international stature of the exhibition. One example of this was the significant expansion of the Chinese and Iranian collectives.

The core of the exhibition was machinery, equipment, and molds for plastics and rubber processing, with over 3,500 units on display. Industry 4.0 technology was also well represented, and also the topic of discussions in the many conferences augmenting the program of this pre-eminent trade fair.

There were 63,000 visitors, 27.5% of whom were from a total of 117 countries outside of Italy, with Spain, France, and Germany being the most represented.

The Italian Trade Commission (ITA) – Machines Italia and [AMAPLAST](#) invited thirty official delegations, from various countries, to attend Plast 2018. They expressed strong admiration bordering on astonishment in interviews by the organizational office for the magnitude and completeness of the PLAST 2018 technology showcase, and for the satellite fairs RUBBER (representing the rubber industry), 3D PLAST (additive manufacturing and related technologies), and PLAST-MAT (innovative plastics) that were part of The Innovation Alliance.

Among the delegates, there was a considerable contingent from North America, including representatives from Plastic Age Products, Aero Plastics, Bath Fitter Belle Pack, Plastube

For further information on this initiative, please contact machinesitalia@ice.it

IPACK-IMA 2018: Another Great Success

1,503 exhibitors, 68,802 visitors, 62,000 square metres of floor space. These were the extremely encouraging figures of the last edition of [IPACK-IMA](#), Italy's largest packaging technology trade show, which took place at the Fiera Milano Rho fairground, (Milano), from May 29 to June 1, 2018.

Noteworthy were the data regarding international attendees: a total of 18,577 foreign visitors from 146 countries, 27% of the total and two and a half times more than in the previous edition (2015).

The success of the shows was also reflected in the traffic on the trade show website: 870,000 visits overall and 600,000 views of the interactive catalog page. With regards to social media, IPACK-IMA and MEAT-TECH generated 2.45 million interactions on LinkedIn, Facebook, and Twitter over the last three months.

Another major factor behind the success of the exhibitions was the joint scheduling with other industry shows under The Innovation Alliance banner: Plast, Print4All, Intralogistica Italia, Ipack-Ima, and Meat-Tech.

Innovation Alliance reached 150,110 visitors, including 105,770 buyers, showcasing innovation and technologies for the plastic and rubber processing, processing and packaging, converting and printing, and internal logistics.

The Italian Trade Commission (ITA) – Machines Italia and [UCIMA, Italian Packaging Machinery Manufacturers' Association](#) invited international buyers (130 from 20 countries) to attend IPACK-IMA 2018.

Among the delegates, there was a considerable contingent from North America, including representatives from Inovata Foods, Pasta Oggi Inc., Tony's Meat, Maple Lodge Zabiha Halal, Aliments Deli Chef Premium Brands, RP's Pasta, Contract Packaging Association, Paket Corp., Hearthside Foods, West Liberty Foods, and Volpi Foods.

For further information on this initiative, please contact machinesitalia@ice.it

Italy Once Again Took The Spotlight At Maker Faire Bay Area 2018

A number of Italian makers along with the [Italian Institute for Technology](#) were showcased within the Italian Trade Agency's country Pavilion at the 13th edition of [Maker Faire Bay Area](#), which took place at the San Mateo Event Center in San Mateo, California from on May 18 to 20, 2018. The makers covered a wide gamut of offerings ranging from robots to wearables, from food technologies to the Internet of Things and to 3-D printing. Their intent was to forge new partnerships and promote their products and services with participants and visitors.

“We were very excited to be part of Maker Faire Bay Area 2018, an initiative truly inspired by out of the box thinking. Our esteemed makers reflected in their innovative products and services those changes taking place in the world of manufacturing today”, said Marco Saladini, Trade Commissioner of the Italian Trade Agency's Chicago Office. “The basic paradigm is moving to a new approach, where three traditionally distinct phases collapse into one, combining design, production and sale all on site of the actual retail point. Italian makers are at the forefront of this process and we strongly believe that international exposure will help them to grow and prosper. We”, concludes Saladini,



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“are definitely aware of the historical significance of this new avant-garde and of its business potential, therefore we will continue to support its efforts to establish new ties with US counterparts.”

Maker Faire Bay Area is comprised of five principal areas, emphasizing electronics, 3-D printing and advanced manufacturing, robotics, education and scientific research. The 2018 edition saw over 90,000 visitors and over 1,200 maker entries. Offices in Rome and Chicago coordinated the Italian Trade Agency’s participation at the US Faire of eight Italian Makers along with the organizers of the Maker Faire Rome, Innova Camera. One of the exhibitors, the Italian Institute of Technology, demonstrated its robot, called R1 - Your Personal Humanoid, to visitors at the Pavilion.

In 2017, the Agency took part at the World Maker Faire in New York where it organized and featured 15 leading Italian makers within the official Country Pavilion. The area was awarded “Best Pavilion” by the editors of Make: magazine. Following the event in New York, the Agency’s Chicago Office organized the official US delegation to Maker Faire Rome 2017. Many of the 16 US delegates conducted presentations to Faire attendees in addition to directly exhibiting at the event, one of the biggest of its kind in Europe. The 2018 edition of Maker Faire Rome takes place October 12-14, 2018.

To learn more about the Italian Trade Agency’s contingent at Maker Faire Bay Area , visit www.makersitalia.com or contact machinesitalia@ice.it

“The World of AI: Actually, Italian” @EmTech Digital 2018

In the world of advanced manufacturing, also known as industry 4.0, the convergence of new advanced technologies such as the internet of things and tri-dimensional printing has been joined by an ever increasing number of elements related to artificial intelligence (AI). Italian researchers’ work has been duly integrated into the international scientific community, as well as within universities and public research institutes around the world. According to a January 2018 report from the World Bank, in the area of AI Italy is an internationally recognized source of research and development (R&D), having ranked as the third leading country in terms of published articles per scholar and sixth in terms of articles published per every \$100,000 spent in R&D.



In order to highlight the potential of an enhanced R&D and trade relationship between Italy and the USA with regards to AI, the Italian Trade Agency partnered this year with the [Italian Association for Artificial Intelligence](#) (AI*IA) and the [Massachusetts Institute of Technology's](#) MIT Technology Review Magazine, the oldest and most established educational media provider in the United States, to create a special event at [EmTech Digital 2018](#), a renowned conference which takes place annually in San Francisco, CA. The official luncheon panel program, entitled "The World of AI: Actually, Italian" was held on the second day of the Conference, March 27, 2018.

Leading experts in the areas of technology, engineering, academic, startup, and management communities participating in the Conference were exposed to crucial insights into the ecosystem of Italian AI R&D innovations coming out of Italy that will contribute to shaping global business.

Practitioners from the Agency and AIIA provided an insider's point of view on policies, opportunities and challenges currently under way in the Italian market. The Italian panelists were:

Luca Ascari, Director of Biomedical Research, Camlin Italy Srl, part of the Camlin Group
Amedeo Cesta, Consiglio Nazionale delle Ricerche Scientist and Past President of the Italian Association for Artificial Intelligence (AI*IA)

Marco Saladini, Trade Commissioner, Italian Trade Agency, Chicago Office

The session was moderated by Antoinette Matthews, VP Licensing and Communities, MIT Technology Review, and Executive Director, MIT Enterprise Forum, Incorporated.

To watch the luncheon panel program, click [here](#).

Click [here](#) to download:the brochure on the event.

For further information on this initiative, please contact machinesitalia@ice.it

INNOVATION DAYS: US-Italy Advanced

Manufacturing Partnerships

Innovation Days 2018 (hashtag #attendID) took place the week of June 25th in Detroit and the greater Chicagoland area, offering Midwestern companies in the automotive, advanced manufacturing and robotics industries extensive opportunities to engage with

a group of Italian delegates organized by the Italian Trade Agency via its Rome and Chicago Offices.

The weeklong program underscored Italy's position as US top solution provider while encouraging engagements between some of Italy's leading companies and universities as they sought to expand existing relationships and build new ones with industry peers, suppliers and research centers.

The main event was held on Tuesday June 26th, when leaders and innovators came together at the [DC3S Center for Collaboration and Synergy](#) in Sterling Heights, MI, for a full day of panels, bilateral meetings and networking opportunities.

The conference panelists addressed the following areas:

- Advanced manufacturing and automotive: past trends, prospects and government policies
- Industry 4.0 is now: advanced manufacturing and robotics at work
- Automotive manufacturing and new technologies: trends and challenges
- Invest in Italy: updates on reforms and opportunities
- Innovation and the automotive supply chain
- Research centers and academic institutions building public-private partnerships

Following the conference, on the same day, a session of bilateral meetings between individual Italian delegates and US and Canadian potential prospects took place.. In the days following the conference, June 27th - 28th, Italian delegates visited FCA's World Class Manufacturing Institute, COMAU's Innovation Center, Wayne State University, Purdue University's Center for Innovation through Visualization and Simulation (CIVS), and the ManufacturingUSA's innovation institutes - DMDII and LIFT where several occasions occurred for the delegates to build relationships with several US counterparts. On the evening of June 28th a networking event was held at the Italian Cultural Institute in Chicago with the Consul General of Italy, Giuseppe Finocchiaro, and the local business community.

On the last day of the program, on June 29th, the Italian delegation took part in additional one-to-one meetings with leading counterparts in the greater Rockford, Illinois area followed by a visit to Northern Illinois University's advanced manufacturing research center, where delegates explored synergies and partnership opportunities.



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32 Italian companies participated in the June 26th, 2018 Innovation Days Detroit conference of which 29 took part in 117 one-to-one meetings with a number of the 81 US participants in attendance. And for the exclusive one-to-one meetings in Rockford, Illinois on June 29th, seven of the Italian companies held 31 meetings with 11 US companies.

The Innovation Days 2018 Detroit-Chicago program has the official support of the Italian Ministry of Economic Development, Automation Alley, Chicago Metro Metal Consortium, DMDII - Digital Manufacturing and Design Innovation Institute, [Federmacchine](#), Italian-American Business Council of Michigan, Michigan Aerospace Manufacturers' Association, Michigan Economic Development Council, Regional Growth Partnership (Toledo, Ohio), Rockford Area Economic Development Council and Oakland County (Michigan).

For the full delegation, event schedule, conference program with videos and presentations from the June 26th conference, please visit <http://id.ice.it>. And for more information on the yearlong Italian Innovation Days 2018 programs click [here](#).

MEXICO

SIMAC TANNING TECH 2018 – Leather And Tanning Technology On Display

[SIMAC-TANNING TECH 2018](#), the annual international trade show for footwear, leather goods, and tanning industries, took place at the Rho-Fiera Milano exhibition center, in Milan, from 20 to 22 February, 2018. 180,000 square feet and 300 exhibitors, from all over the world, showcasing the latest and most advanced technology and processing machinery made the 2018 edition of the show a great success.

Attendees' records showed an increase of 18% compared to the previous edition of the event. The focus of the SIMAC-TANNING TECH 2018 was the energy/eco-friendly performance machinery and Industry 4.0. "On the three extremely intense days of the



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exhibition, thousands of visitors saw high-performing, safe, and eco-friendly technology first-hand. The work done by our companies does not, however, lie solely in innovating the single machine but also and more importantly in an innovated production process – says Gabriella Marchioni Bocca, Simac Tanning Tech President. Thanks to government incentives and our ability to ride the wave of change, we have coped admirably with the recession that impacted the Italian and global industry. and is today better able to respond to market demands: the exhibition is a striking example of this. Machinery and technology for footwear, leather-goods, and tanning continue to play a key role in the production chain, helping to deliver ever more sustainable and innovative Italian production”.

SIMAC-TANNING TECH 2018 was held in conjunction with [Lineapelle](#), the most important international exhibition dedicated to leather, accessories, components, synthetics, and models for footwear, leather goods, garments, and furniture.

The Italian Trade Commission (ITA), in partnership with [ASSOMAC](#), the National Association of Manufacturers of Footwear, Leather goods, And Tanning Technologies, welcomed 20 foreign delegations to the exhibition, totaling more than 160 operators from the sector. As part of this program, Machines Italia Mexico invited selected Mexican companies. including CICEJ- Cámara de la Ind. del Calzado de Jalisco, Asociación de Curtidores de Jalisco, Centro de Información y Tendencias, Calzado Nomadas, Tenería Panamericana, and Berrendo México.

For further information on this initiative and to participate to SIMAC-TANNING TECH 2019, please contact machinesitalia@ice.it

Machines Italia Mexico At FABTECH 2018

[FABTECH](#), Mexico’s leading metal forming, fabricating, welding, and finishing event was held in Mexico City, from May 2 to 4, 2018, at the Centro Banamex.

The ITA office in Mexico City and Machines Italia organized a “Punto ITALIA” desk at the event to provide information and assistance to local visitors, connecting them with Italian exhibitors and delegates.

The presence of Machines Italia served to underline the importance of the ITA's Technological Centers network and its role in supporting the Mexican manufacturing industry: in particular, the Center for [Italian-Mexican Innovation In The Production Of High Technology For Foundry And Metal Works](#) (CIIMMATH), which has been training technicians and conducting high level R&D in partnership with local companies and universities for over a decade.

The next edition of FABTECH will take place in Monterrey, Nuevo León, Mexico, from May 7 to 9, 2019.

For further information on this initiative, please contact machinesitalia@ice.it

Italian Pavilion @ Expo Pack México 2018

[Expo Pack Mexico](#), the main Mexican trade fair for packaging materials and technologies, took place from June 5 to 8, 2018 at the Expo Santa Fe Exhibition Center in Mexico City.

The event registered over 25,000 visitors and approximately 1,000 exhibitors on 193,000 square feet of floor space.

The growing international relevance of the show was attested by the numerous country-specific pavilions among which, the most prominent ones, were Argentina's, the United States', Brazil's, and the France one.

The Italian Trade Commission (ITA), in partnership with [UCIMA](#) - the Italian Packaging Machinery Manufacturers Association participated at Expo Pack Mexico with a 1,500 square feet stand, hosting thirteen Italian companies: ACMI SPA, AMS FERRARI SRL, CA.VE.CO SRL, CAMOZZI SPA, IMETA, IMS Deltamatic, NEW PROJECT SRL, REDA, REJVES MACHINERY SRL, SIAD MACHINERY IMPIANTI SPA, TORQ PACKAGING / APSOL SRL, TROPICAL FOOD MACHINERY SRL, GEROSA.

The Ambassador of Italy to Mexico, H. E. Luigi Maccotta, inaugurated the pavilion and met with the Italian companies exhibiting at the event. Almost 40 Italian companies had their technology and equipment on display at Expo Pack Mexico 2018, including the ITA – UCIMA contingent.

Following the success of Expo Pack Mexico 2018, The Italian Trade Commission is planning another pavilion at the next two editions of the show taking place in Guadalajara, in 2019, and Mexico City, in 2020.

For further information on this initiative, please contact machinesitalia@ice.it

INDUSTRY NEWS

CANADA

Italian Packaging Machinery Industry Races Ahead As Turnover Reaches €7.19 Billion

According to data collected by the research department of [UCIMA](#), the packaging machinery industry, one of the most dynamic Italian manufacturing sectors, recorded a solid 8.9% growth in 2017, with a turnover exceeding €7 billion (€7.19 billion). Export sales totaled €5.7 billion in 2017 (79.1% of the total production), 7.5% up from 2016.

The sector continues to stand out for its strong international presence, with Italian companies competing head-to-head with their German counterparts in all global markets. One machine out of every five sold worldwide is made in Italy.

The sector's trade balance recorded a positive surplus of €5.2 billion, up by 7.1%.

The European Union remains the most important market, accounting for 37.4% of total export turnover (€1.905 billion). Asia ranks second with €1.112 billion and a turnover share of 21.8%. The North American market is the third largest export outlet with €592.6 million (11.6%).

The United States, France, and Germany remain the top three destination countries, followed by Mexico, China, Spain, the UK, Russia, Turkey, and Poland.

The bold growth trend in Italy's exports was accompanied by a similar performance on the domestic front (+14.4% or €1.5 billion).

Italy's packaging machinery industry is comprised of 634 companies employing 32,227 people (up 8.7% on 2016). 65.8% of companies have revenues of below €5 million and account for just 8.9% of the sector's total turnover. The 48 largest companies (with turnovers above €25 million) generate 66.8% of the sector's total turnover. Despite this polarisation, 2017 saw the growth of medium-sized companies (with turnovers in the €10-25 million range), which increased in number from 52 to 77 (+25%) and generated 15.4% of total turnover.

The largest concentration of packaging technology companies is in the Emilia Romagna region (36%), in central Italy, accounting for 61.9% of total turnover. The next most important regions are Lombardy (28.1% of companies and 17.6% of turnover), Veneto (11.8% of companies and 8.9% of turnover), and Piedmont (11.4% of companies and 6% of turnover).

The sector was once again Italy's most dynamic capital goods manufacturing industry in 2017, ranking top in terms of export share and second in terms of overall turnover.

The 2018 forecasts are encouraging because the 2017 positive trend are expected to continue. According to the UCIMA Research Department's forecasts, the industry will continue its strong performance in Italy and Europe. Sales are also expected to improve in Asia and Africa, with a growth of between 6% and 6.5% in the two-year period 2018-2020.

To view UCIMA's survey's full report, click on the following [link](#).

[Bonatti Group Awarded Contract For Transcanada's Coastal Gaslink Project](#)

TransCanada Corporation has conditionally awarded Pacific Atlantic Pipeline Construction Ltd, a Calgary-based Canadian company that is part of Italian engineering and construction firm [Bonatti Group](#), a construction contract for a portion of the Coastal Gaslink Project, pending a positive investment decision by the partners of LNG Canada for the construction of a natural gas liquefaction facility in Kitimat, British Columbia (B.C.), Canada.

The whole 670 km long 48” pipeline, which is intended to feed the LNG facilities in Kitimat, will cross renowned mountain ranges in British Columbia. This is a climate-challenging region, with rich flora and fauna, which is subject to stringent regulations.

The scope of work of Bonatti encompasses construction and testing of 2 out of 8 sections of the pipeline, for an estimated value of 500 M \$CAD.

Bonatti was chosen based on TransCanada’s core principles of safety, environmental stewardship, and stakeholder engagement – along with its financial strength, technical design expertise, and contract competitiveness.

TransCanada has emphasized the importance of this milestone for the Coastal GasLink Project. The Project will create significant employment opportunities for Indigenous communities in Northern B.C., as well as local skilled laborers and businesses.

Bonatti will be directly responsible for hiring a projected 700 workers over the Project construction period, with special emphasis placed on hiring locally first, giving priority to qualified local and Indigenous businesses in Northern B.C.

Bonatti is an international general contractor with 70 years of experience in the service of oil and gas, and power industry. Its activities in the energy sector range from the production and transportation facilities to the power generation plants. It operates in over 20 countries around the world.

Magna Buys Italian Automotive Light Maker OLSA

Canadian headquartered automotive holding [Magna International Inc](#) has signed a deal to buy Italy’s [OLSA S.p.A](#). The transaction is valued at \$354 million (230 million euros).

OLSA, based in Turin, Italy, employs about 2,500 people and has manufacturing operations in Italy, Poland, Brazil, China, and Mexico.

Its customers include the Volkswagen Group, the BMW Group, Daimler, and FCA.

The deal, which requires regulatory approval and other standard closing conditions, is expected to close before the end of the year.

Magna says the deal will make the company a global lighting supplier and expand its capability to design, engineer, and manufacture headlamps, tail lamps, and other lighting products.

Source: [Plant Magazine](#)

USA

US Craft Beer Market Grow As Sacmi Increases Its Market Share

USA beer brewing industry is worth over 108 billion dollars a year (of which 23.5 billion is generated by the emerging craft beer segment). In order to grow its market share in this sector, [Sacmi](#) took part in the 35th edition of [Craft Brewers Conference & Brewexpo America](#), which was held in Nashville, Tennessee from 30 April to 3 May 2018.

Sacmi had a 200 m2 exhibition area (booth 2715) where it featured its latest technology, including its integrated labelling and labelled bottle inspection range. After winning over producers worldwide (especially in the wine and beer sectors) with the new Sacmi KUBE modular labellers, the company has now launched the LabelCheck-360, the latest model to join the all-round labelled bottle inspection range.

Developed by the Sacmi Automation & Inspection Systems Division, this solution features a renewed framework (lightweight alloy instead of the traditional stainless steel). Moreover, it allows, thanks to tried and tested CVS360-3D software, total quality control of both the label (presence-absence, positioning, incorrect or mixed applications,



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colouring, etc.) and the entire bottle body, cap included. The system's ability to identify all and any defects and operate smoothly on the line together with the labelling machine means that the Sacmi solution provides the perfect response to the needs of manufacturers, who are always on the look-out for new solutions that combine versatility, efficiency and total quality control.

On the US market, the expansion of the craft brewer sector is arousing considerable interest. It has, in fact, grown by over 10% since 2015 and the number of brewers recently passed the 5,200 mark (in 2011 there were less than 2,000). Beer enjoys stable popularity among US consumers (a recent GALLUP poll showed that 40% of interviewees indicated beer as a favourite in the alcohol and spirits category); craft beer continues to have the highest development potential and has now reached and surpassed a yearly production/sales volume of 3 million litres.

Alongside the labellers and inspection systems, the Sacmi Group provides a complete range of filling solutions. For example, we recently introduced a combined filling system for bottles (glass or aluminium) and cans, specifically designed for Craft Breweries. This monobloc solution consists of a rinser and a filler which, thanks to a fast size changeover system, can handle both bottles and cans. These units are followed by a capping unit for bottles and a standard seaming machine for cans.

Two-in-one filling has been made possible thanks to an innovative four-in-one machine block (rinser + filler + capper + seamer). The system (patent pending) has a range of fillers featuring from 12 to 50 filling valves and can provide output rates from 10,000 to 24,000 bph/cph (33 cl format). Equipped with every possible device and process needed to ensure perfect beer quality – such as flushing and pre-evacuation – the system is electronically controlled by flow meters; consequently, it offers outstanding hygiene, flexibility and user-friendliness. In keeping with Sacmi tradition the monobloc is hard-wearing and easy to maintain. It is, moreover, compatible with the seamers produced by all the leading constructors.

Developed to provide the perfect response to the needs of the typical Craft Brewery, this solution stands alongside the comprehensive range of traditional Sacmi fillers for bottled or canned beer and wine; the latter come with both electronic control (flow meter filling) and electro-pneumatic control (level filling). In this area, Sacmi has recently acquired new orders. For example, a key customer in Oregon, near Portland, has decided on the

purchase of a can filler for still and sparkling wine; this is a 24-valve unit, with a 141 mm centre-to-centre, coupled with a 4-spindle seaming machine. It has a guaranteed output rate of 200 cpm with sparkling and/or still wines when used on 375 ml and/or 12 oz cans.

Italian LU-VE Purchases U.S. Manufacturer Of Heat Exchanger Coils Zyklus

[Zyklus](#) is a U.S. manufacturer of heat exchangers with a focus on commercial refrigeration, refrigerated transport and air conditioning. [LU-VE](#) produces heat exchangers, and ventilated products for the refrigeration, air conditioning and industrial process cooling markets and it has production facilities in Europe, Russia, China and India.

The acquisition will allow LU-VE to make use of Zyklus' U.S. production facility in Texas and according to the Italian company. "The Zyklus facility will allow an important strengthening of the commercial presence of LU-VE Group in North America, where in the next few years there will be a rapid development in the market for heat exchangers with 'European' technology, characterized by careful attention to environmental impact and energy consumption", President of LU-VE Iginio Liberali noted in a press release. LU-VE has been at the forefront of the development of CO2 technology in Europe and was involved in one of the first CO2 transcritical supermarkets in Europe in Switzerland around 14 years ago.

At the same time the Italian company has been manufacturing, since 2005, LSA (low surface area) heat exchangers that help lower the charge of ammonia in traditional industrial refrigeration systems according to Accelerate Italy.

The acquisition of Zyklus was made by LU-VE S.p.A., at a price of \$10 million (€ 8.6 million), paid with available cash. Part of the money has been deposited in an escrow account, according to LU-VE, with the rest of the payment being delivered upon certain profitability results.

Source: [Ammonia21](#)

Italian TeMa Breaks Ground On \$10 Million Facility In West Virginia

[TeMa Srl](#) and West Virginia officials celebrated the Italian-based manufacturing company's first North American venture.

The new 42,000 square-foot advanced manufacturing plant will produce insulation and drainage systems for residential, commercial, and industrial sectors using automated plastics-extrusion technology.

"TeMa North America is investing in a state-of-the-art advanced manufacturing facility that will create 30 new jobs. TeMa is the latest international company to locate in our 400-acre Burr Business Park, and with each new tenant, we are further strengthening and diversifying our economy in Jefferson County," says Nicolas Diehl, executive director of the Jefferson County Development Authority.

TeMa North America, one of 19 worldwide subsidiaries of Tema Srl (Technologies and Materials), is based in Trieste, Italy. TeMa is globally well known for its continuous research and development of new products in the insulation, drainage and geotechnical sector. The company also has production systems with plants in Italy, Spain, Turkey, Romania and Russia.

The project is expected to be completed on a fast track schedule, and is expected to open in the fall of 2018.

Source: [Journal News](#)

MEXICO

Astaldi Group Will Build The Intermodal Center Of The Mexico City Airport

The contract for the construction of the Intermodal Center for Land Transport (CITT), serving the new International Airport of Mexico City, valued at \$350 million, has been awarded to Italy's [Astaldi Group](#). The contract represents the Group's first step in this

new market, which is part of Astaldi's strategy of geographical diversification, and which offers great opportunities for development in the infrastructure sector.

Integral to Astaldi's global expansion strategy is the partnership with local contractors in order to leverage market specific strengths and expertise. The CITT project will be carried out in collaboration with [Arendal Group](#), a well-known player in the Mexican infrastructure industry. The contract includes, among other things, the construction of a 5-story structure, based on a project by architect Norman Foster, which will be used as a hub for land transportation for the new international airport. The building will have a total area of 450,000 square meters, with a green roof and energy efficient features. The works will have an estimated duration of 32 months, starting in the next few months. The client is Grupo Aeroportuario Ciudad México (GMCM), the authority responsible for the management of the new international airport of Mexico City.

Euro Group Invest € 19 Million In Mexico

[Euro Group](#) is the world leader in the production and distribution of magnetic laminations for electric motors and generators for the most varied industrial applications: from automotive to domotics. The holding controls various manufacturing companies and divisions in several countries (Eurtranciatura, Alcast, Corrada, Euroslot, Saf, and others) and has 1,700 employees and a turnover of about € 330 million (2017).

In order to support the group's investments in research and development and the purchase of machinery and equipment for the new Mexican subsidiary, [SIMEST](#) and [SACE](#), the Italian government agencies providing, respectively, credit and insurance services to Italian companies abroad have guaranteed a € 14.5 million loan.

The investment will increase Euro Group Mexican division's production capacity and make it more competitive in the North American market segment of magnetic sheared laminations for traction motors for electric cars. Euro Group has been operating in Mexico since 2006 through Eurotranciatura Mexico.

ASO Group Benefits From Mexico's Automotive Growth

In the first half of 2018, the export of automobiles assembled in Mexico grew by 10.5% compared to the same period last year, for a total increase in vehicle production equal to 6.4%. The data, published by [AMIA](#) (Asociacion Mexicana De La Industria Automotriz), does not take into account the activities of Japanese maker Nissan. The reason for the growth, explains AMIA's President Eduardo Solis, lies in the fact that "about 80% of what is produced in the country is destined for export, and the demand in the United States has grown by 5%, in June." The growth in the US has reflected the good results in the following months in Mexico.

The weak point remains the internal market. Between January and June, 680,699 vehicles were marketed in the country. A decrease of 8.4% over the previous year. The worst result since 2015.

Italy's [ASO Group](#) has benefitted from a positive trend in the Mexican automotive industry. The group recently secured € 16 million of financing from UniCredit, BNL BNP Paribas Group, thanks to [SIMEST](#) and [SACE](#), the Italian government agencies providing, respectively, credit and insurance services to Italian companies. The financing will support ASO Group investments in manufacturing capacity in the country.

YOUR OPINION MATTERS

Every second year, Machines Italia and the Italian Trade Commission - ITA conduct a broad range survey of the North American manufacturing industry.

The purpose of Machines Italia Awareness Survey is to capture emerging trends, KPIs, pressing issues and mostly to better understand the needs of machinery and equipment end users in Canada, USA and Mexico. This year, Machines Italia partnered with the Society of Manufacturing Engineers - SME, which will publish an executive summary of the survey in the upcoming. Machines Italia Magazine Volume XII.



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We ask your collaboration in completing the survey questionnaire. It takes approximately 10 minutes to fill it out. The data collected will remain strictly confidential and is for our internal use only, they will be handled according to applicable North American and Italian regulations. Personal contact information may be used to keep you abreast of events and initiatives organized by Machines Italia and its partner associations, including (complimentary) trips to major technology trade shows in Italy.

All respondents will receive a copy of the Machines Italia Magazine Volume XII along with our "Trends in Manufacturing" best practice guide. By completing the survey by August 10, 2018 you may have a chance to qualify for additional gifts and giveaways.

Ready to take your survey? [Click here to start](#)