

NEWSLETTER

#6 Summer 2019

Dear Readers,

Last May, Machines Italia took part in the Collision conference which for the first time ever was held in Canada (Toronto).

The conference did not disappoint the expectations: thousands of delegates, hundreds of speakers, a number of large global players in the information and telecommunication industry attended. The decision to move the conference to Toronto is a further sign that the city has become a major tech force in the world. Home to the fourth largest tech ecosystem in North America, Toronto will have more tech jobs than Silicon Valley within two years based on its growth rate. Hosting a conference like Collision, called by some “the Olympics of tech”, is a major opportunity to expose Toronto as a major tech hub to a global audience.

16 high tech companies, mostly startups and more than 20 delegates were part of the Italian contingent at the event. The reason for Machines Italia to attend Collision is pretty obvious; with the spreading industry 4.0 or Smart Manufacturing, advanced ICT and more “traditional” manufacturing technologies are increasingly converging.

Machines Italia has always supported technology in all its forms and particularly where or when the manufacturing of goods are involved.

For decades manufacturing machines have relied on sophisticated software to control their functioning. The interaction between machines and desktop computers through

CAD/CAM programs and similar tools has long been used in design, engineering and production settings in North America, Europe and elsewhere.

Remote diagnostic and monitoring tools were employed by Italian machinery manufacturers since the early two thousands and later became mainstream tools.

What is currently taking place in the manufacturing industry that is different.

The pace and the magnitude of this ICT/Manufacturing convergence has now reached an unprecedented level: IIOT, AI, deep learning, block chain, augmented reality and VR, Big Data, 5G connectivity are prepotently entering the manufacturing workshops across all advanced industrial economies. A true revolution that opens up a new realm of possibilities and new challenges.

In the following months we will keep following the development of the Industry 4.0 revolution, while trying to create opportunities for Italian and North American companies to collaborate. Stay tuned.

Quite exciting times we live in. Possibly, as exciting as when Leonardo Da Vinci, at the pinnacle of the Renaissance, used its ingenuity to design and build innovative machinery. 2019 marks, in fact the 500th anniversary of Leonardo's death and Machines Italia and ITA took some time to celebrate the great contributions made by Leonardo and like minded Italian innovators to science and technology by creating an illustrated roadmap of (some) groundbreaking scientific and technological breakthroughs that bear the made Italy seal.

After all, Technology is by definition the "science of craft", from Greek τέχνη, techne, "art, skill, cunning of hand" and -λογία, -logia, which is a collection of techniques, skills, methods, and processes used in the production of goods or services.

Enjoy the reading!

Matteo Picariello

Italian Trade Commissioner – Canada

FOCUS

Invest in Italy? Why Not?

In June the FDI Desk at the Italian Trade Commission's Toronto office organized an event to highlight the investment opportunities in Italy. The seminar was hosted by KPMG in Toronto with a great attendance. The roster of speakers from Italy are as follows:

- Giovanni Majnoni d'Intignano, Chief Representative for North America, of Banca d'Italia-Eurosistema
- Stefano Nigro, Director of the Foreign Direct Investment Department, Italian Trade Agency
- Marco D'Acunto, Invest in Italy
- Marco Fragale, Futur-e project, ENEL
- Ambra Nicole Strub, Logistic & Infrastructure, Invitalia
- Antonio Augimeri and Francesca Pardeo, Life Sciences, Bioteconomia
- The Ambassador of the Italian Republic in Canada,
- Claudio Taffuri
- Italian Trade Commissioner to Canada - Matteo Picariello

The presentations from each spokesperson were compelling.

Arguably the most revealing speech, was delivered by Francesco Cereda, Symbola, Foundation for Italian Qualities and it was titled “Italy In 10 Selfies”. He pointed out some less known facts about Italy such as:

- Italy is one of the 5 countries with manufacturing surplus exceeding a huge 100 billion USD.
- Italy is the world's leading manufacturers of make up and also the first to eliminate microplastics from cosmetics).
- Italian wood furniture industry ranks second in the world in terms of trade surplus.
- Fashion: Italy is the world's second largest clothing industry in terms of market shares.
- Italy is the most sustainable agricultural sector in the EU, in terms of carbon gas emissions.
- It is estimated that almost 77% of Italy's economy is classified as circular vs 53% of France's and 43% of Germany's.
- Italy is the leader in pharmaceutical production in the EU - before Germany, England, France and Spain.
- Italy is Europe's leading bicycle exporters.

These facts indicate that Italy's economy relies heavily on technology, innovation and sustainability but also focuses on the role of the manufacturing industry.

In fact, the Toronto seminar also included two case studies and testimonials of global manufacturing companies which set up operations in Italy: Magna International (Headquarters in Canada) and NTN Bearing (Headquarters in Japan).

It is not by accident that Italy will be hosting, once more, the World Manufacturing Forum, which will take place at the end of September in Cernobbio.



Over 1 thousand delegates from 50 countries and more than 50 high profile speakers will be meeting in the beautiful countryside of Villa Erba to discuss about the “New Skills For Future Manufacturing” and to network with peers.

As a partner of the event, the Italian Trade Commission is organizing a delegation of Canadian investors and companies active in the manufacturing sector will attend the Forum.

For additional information on this event or to request copies of the Toronto's investment seminar, please contact machinesitalia@ice.it

SUCCESS STORIES & TESTIMONIALS

MECAER Flies High Above Canada

[Mecaer Aviation Group - MAG](#) is a leading international provider of solutions for Aircraft Actuation & Flight Control Systems, Landing Systems, Cabin Comfort Systems and Aircraft Services in the Helicopter, Business Aviation and General Aviation markets. it employs approximately 600 people in various facilities worldwide.

They operate in civil and military aerospace markets and they have hundreds of clients across the world.

In 2000 Mecaer America Inc. started its operation in Quebec, in order to establish MAG presence in the North American market and get closer to key customers for MAG strategy. Mecaer America and its management team worked to become a system integrator, building a solid supply chain – in Quebec and internationally – and to be recognized by the market as a premier solution provider for Landing Systems in the helicopter, trainer and small Business and General Aviation aircraft market segment.

At the same time MAG Aviation Inc. in USA was established, with two sites in Philadelphia and Hagerstown to operate in the Cabin Comfort Systems and Aircraft Services market for helicopter

In 2016, with the support of the Québec government and Investissement Québec, Mecaer America started a R&D and equipment project to invest \$40.4 million in its Laval hub to create group's future global centre for the designing and manufacturing of for airplanes and helicopters landing gears.

During a recent visit to Canada, UCIMU's Vincenzo del Monte visited Mecaer operations in Canada and interviewed Paolo Vercellotti, Director of Finance, for an article on successful Italian investment in North America. The article will be included in a report on Canada's Metalworking industry.

For additional information on Mecaer and to request a copy of the report please contact machinesitalia@ice.it

COMING SOON

CANADA

Machines Italia & ACIMALL At WMS 2019

Machines Italia and [ACIMALL](#), the Italian Woodworking Machinery and Tools Manufacturers' Association will be once again participating in the [Woodworking Machinery & Supply Conference and Export \(WMS\)](#), taking place from October 31 to November 2, 2019 at the International Centre Toronto. This year however, there will be a



selected group of Italian companies tagging along, these companies in fact will be exhibiting their technology at the Italian pavilion at WMS 2019.

As usual, Canadian woodworking technology buyers visiting WMS 2019 will have a chance to win a trip to Milan, Italy to participate in the 27th edition of [Xylexo](#), the world's showcase for woodworking machinery and systems. The contest - now in its 5th edition - is sponsored by ACIMALL and [Wood Industry](#) magazine.

Up for grabs are two travel packages, including return flights to Milan, Italy, hotel accommodation from May 26 to 29, 2020, transfers to and from the hotel and the airport and to and from the hotel to the 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 2, 2019.

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

Machines Italia + Discovery Channel Canada

Last May, a crew from [Discovery Channel Canada](#) toured Italy to film stories on Italian advanced technology excellence. The project is part of a collaboration between the network and Machines Italia, Canada. Discovery Channel Canada stopped in Genova, Milano, Vicenza, Bologna, Modena and Roma.

The stories are being edited into segments that will be launched via a social media campaign across the various network outlets and will be streamable on a special Machines Italia section located on the channel's website, starting from September 2019. The featured stories include; [Dainese](#), [Italian Institute of Technology](#), [Lamborghini](#), [Marposs](#) and others.

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

VITRUM 2019: ALL CRYSTAL CLEAR

VITRUM is the biennial, international glass processing technology trade show that will be held in Milan, Italy, from October 1 to 4, 2019. With over 300 companies on an overall surface of 140 thousand square feet, over 20,000 visitors from 108 countries, VITRUM is the leading Italian trade event for the glass industry and one of the largest in the world. The Italian Trade Commission (ITA) – Machines Italia and GIMAV - the Association of Italian manufacturers and suppliers of machinery, equipment and special products for glass processing - are inviting North American companies on a trip to Italy to attend VITRUM 2019.

The trip is scheduled as follows:

- Sunday, September 29, 2019 (afternoon/evening) - departure from Canada; (morning) - arrival in Milan, Italy on Monday, September 30, 2019;
- Tuesday, October 1 to Wednesday, October 2, 2019 (all day) – visit to VITRUM 2019;
- Thursday, October 3, 2019 – return to Canada;

ITA will cover the following travel expenses:

- Round-trip airfare (coach-class) to/from Milano, Italy;
- Hotel 4 stars: 3 nights, from September 30 to October 2, 2019;
- Meals (breakfast, lunch);
- VIP pass to the show and business area and dedicated online B2B matching platform;
- Ground transportation in Italy (to/from the airport/hotel and to/from the hotel/trade show).



For further information or to request a participation form, please contact
machinesitalia@ice.it

USA

Italian Technology At GlassBuild America 2019

Now in its 17th year, [GlassBuild America](#), with over 400 exhibiting companies, is the gathering place for the entire glass, window and door industries in North America. The 2019 edition of the annual event will take place from September 17th to 19th in Atlanta, GA, and will be 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 the industry's leading publications – Glass Magazine and Window & Door.

Who Exhibits? Italy of course! Italian companies will, once again, dominate the glass technologies and machinery halls. In particular, the Innovative Product Pavilion which showcases 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 a list of those companies participating directly from Italy this year, click [here](#).

Machines Italia will also be in attendance.

For further information on GlassBuild America 2019, please contact
machinesitalia@ice.it



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

Pack Expo Las Vegas 2019 will once again, have 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 takes place from September 23rd through the 25th at the Las Vegas Convention Center. The Italian Trade Agency and UCIMA organized an Italian pavilion [Booth #US-7734](#) to promote over 30+ Italian exhibitors at Pack Expo, 11 of which will be featured in the ITA/UCIMA Pavilion where information will be provided for 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 along with additional information is available [here](#). For a complete list of Italian exhibitors at the show click [here](#).

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

Wealth Of Italian Innovation On Display At FABTECH 2019

[FABTECH](#) will bring plenty of innovation and technology solutions to Chicago from November 11th till 14th, 2019. More than 45,000 attendees and over 1,700 exhibiting companies took part in the 2017 edition here in Chicago, with the same numbers this year expected to gather once again to celebrate metal manufacturing at its best. 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, along with a 3 dimensional Additive Manufacturing pavilion which first appeared in the 2017 edition.



As per previous editions of the show, Italy will have 40 or more of its leading companies exhibiting. For a real time list of our exhibitors participating directly from Italy at this year's show, click [here](#).

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

MEXICO

Italian Technology Awards 2019: Students Wanted!

Machines Italia, the Italian Trade Agency network in North America will continue in 2019 with 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.

Over 50 students from 10 countries will be taking part 2019 edition of the Italian Technology Awards program which will be supported by various Machines Italia's Italian machinery manufacturers associations (7):

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



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

Mexico: Metalworking Machinery (UCIMU), Plastic and Rubber Processing Machinery (AMAPLAST),

China: Metalworking Machinery (UCIMU),

Iran: Leather and Tannery Machinery (ASSOMAC),

Oman: Plastic and Rubber Processing Machinery (AMAPLAST)

India: Textile Machinery (ACIMIT)

Russia: Metalworking Machinery (UCIMU),

Uzbekistan: Leather and Tannery Machinery (ASSOMAC),

Pakistan: Textile Machinery (ACIMIT)

For further information on this initiative and to inquire on how to be part of the 2019

Italian technology Awards, please contact machinesitalia@ice.it

Countdown To CIBUS TEC 2019

The Italian Trade Commission (ITA) and Fiere di Parma are organizing a trip to Italy to attend the 2019 edition of [CIBUS TEC](#) that will be held in Parma, Italy, from October 22 to 25, 2019.

CIBUS TEC is among the most innovative food technology exhibitions and a complete showcase of the best solutions from ingredients to processing technologies from packaging to logistics for all segments of the food and beverage industry.

More than 1,000 innovative suppliers present pioneering solutions and leading-edge production systems on 120,000 sqm of floor space to 35,000 professionals of the food and beverage industry, coming from as many as 108 countries.

The trip is open to North American food processors and is scheduled as follows:

- Sunday, October 20, 2019 (afternoon/evening) - departure from Canada; (morning) - arrival in Milan or Bologna, Italy on October 21, 2019.
 - Tuesday, October 22 to Thursday, October 24, 2019 (all day) – visit to CIBUS TEC 2019.
 - Friday, October 25, 2019 – return to Canada.
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- ITA will cover the following travel expenses:
 - Round-trip airfare (coach-class) to/from Milano or Bologna, Italy;
 - Hotel 4 stars: 4 nights, from October 21 to October 25, 2019;
 - Meals (breakfast, lunch);
 - VIP pass to the show and business area and dedicated online B2B matching platform;
 - 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 Fiere di Parma delegation to CIBUS TEC 2019, please contact machinesitalia@ice.it

SIMEI 2019 - The Spirit Of Bottling

With over 200 companies on an overall surface of 1,200 thousand square feet and over 30,000 visitors from over one hundred countries, SIMEI is truly a must attend event for wine, beer, oil industry and who are eager to learn about the latest beverage filling and bottling technology. The 2019 edition of the trade show will be held in Milan, Italy, from November 19 to 22, 2019.

The Italian Trade Commission (ITA) – Machines Italia and Unione Italiana Vini are inviting North American companies on a trip to Italy to attend SIMEI 2019.

The trip is scheduled as follows:

- Sunday, November 17, 2019 (afternoon/evening) - departure from Canada; (morning) - arrival in Milan, Italy on November 18, 2019;



- Tuesday, November 19 to Thursday, November 21, 2019 (all day) – visit to SIMEI 2019;
- Friday, November 22, 2019 – return to Canada.

ITA will cover the following travel expenses:

- Round-trip airfare (coach-class) to/from Milan, Italy.
- 4 star Hotel, 4 nights, from November 18 to November 22, 2019.
- Meals (breakfast, lunch).
- VIP pass to the show and business area and dedicated online B2B matching platform.

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

EVENTS & INITIATIVES

CANADA



Canada's Manufacturers' Outlook 2020

The Manufacturers' Outlook is a yearly study conducted by [Plant](#) magazine and key business partners. Over 500 responses within the 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. Canada's Manufacturers' Outlook 2020 report is available on the Machines Italia [website](#). For further information on this initiative, please contact machinesitalia@ice.it.

UCIMU's Metalworking Industry Fam Trip To Canada



**Machines
Italia**

Turning Innovation into Productivity

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

Last March, [UCIMU-SISTEMI PER PRODURRE](#) embarked on a trip to Canada to gather insights of the country's thriving metalworking sector. The program of the fam trip that stretched across 4 days, from March 4 to 8. was custom tailored by Machines Italia and included production site visits (12) and meetings with key industry stakeholders (8) in Ontario and Quebec: Magna Powertrain Inc , Motor Specialty Manufacturing, NTN Bearing Corporation of Canada, Hibar, Mott Manufacturing Ltd, BMP Metals Inc, Tycos Tool & Die, North Star Technical Inc, Fred Hall and Son, Mecaer America Inc, ICC Industrial Chimney Company, TMI Climate Solutions, Aero Montreal, CRIAQ, EDC, BDC, Invest in Canada, Canadian Tooling and Machining Association, Automotive Parts Manufacturers' Association, Mechanical & Mechatronics Engineering Faculty, University of Waterloo. In preparation of the trip, Machines Italia conducted an extensive market analysis of the metalworking industry. The findings were incorporated in a comprehensive report that was presented by UCIMU during the course of a webinar on July 16. The spokesperson from Machines Italia Canada, Sandra di Carlo, Deputy Trade Commissioner from Canada, talked about the project and the overall economy and the manufacturing industry. Short facts on the Metalworking sector: Revenue (2017): \$5 miliardi , exports (2017): \$ 2,6 miliardi, imports (2017): \$ 3 miliardi, sector's growth between 2013 and 2018: 3%, total number of establishments: 1.736 of which 96.1% have less than 99 employees, workforce: 22.895. For further information on this initiative and to request a copy of the report, please contact machinesitalia@ice.it

Italian High Tech Invasion At Collision 2019

In Leonardo da Vinci's time 500 years ago to the present day, Italy remains a beacon of innovation in the arts as well as in science, technology and engineering.

In keeping with Leonardo's legacy, Machines Italia and the Italian Trade Commission (ITA) partnered with [Collision](#) - a sold-out, highly anticipated tech-conference that took place from May 20 to 23, 2019 at the Enercare Centre in Toronto - to contribute to Canada's high tech boom with a touch of Italian ingenuity.

Billed as one of the fastest growing and largest tech-conferences in the world with a whopping 25 000 attendees from over 120 countries were joined for four days by some of the greatest minds in technology and A-list speakers including Prime Minister Justin Trudeau, producer and artist TIMBALAND and founder and CEO of Medium Ev Williams.

Collision is the North American edition of a global series of tech conferences that include Web Summit (Europe) and RISE (Hong Kong). Collision Toronto marked the first time that the event was held outside of the US.

This was also the first time that ITA and Machines Italia were present at Collision with an information desk (#E124, Main Hall) and 16 brilliant Italian companies, some of which were selected for the Collision Alpha/Beta program: Mindesk, Radoff, Ectabyte, RIC3D, Playcar and Deliverart. These 6 Italian startups had the exciting opportunity to showcase their innovations in front of leading investors, media and partners.

Giovanni Battistini, Vice President, Open Innovation Science at Ferrero, the Italian manufacturer of household brands such as Nutella and Kinder delivered a speech on May 21st at Collision's Corporate Innovation Summit's stage and gave the audience a peek inside the chocolate factory.

To watch the promo video click on the following link

To watch the Mindesk Machine Demo challenge click on the following link

For further information about this event, please contact machinesitalia@ice.it

BIAT 2019 – Startups Innovation And High Technology Lab

The fifth edition of BIAT, the lab for innovative technologies and start-ups, took place in Bari from April 10th to April 12th 2019 and brought together foreign angel investors, venture capitalists, incubators and accelerators and the most promising Italian start-ups and projects from Southern Italy.

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

The focus areas of BIAT 2019 are new materials, biotechnology, nanotechnology, mechatronics, renewable energies, environment and smart technology.

BIAT, funded under the Cohesion Action Plan of the Italian Ministry of Economic Development and program designed to enable the enterprises and research systems of Italy's so-called Convergence Regions - Campania, Calabria, Apulia and Sicily - to express their full potential for innovation and excellence. Indeed, Convergence Regions host some of the most important technological and industrial districts in Italy and in the European context.

Among the 120 foreign delegates invited by the Italian Trade Commission (ITA), Over 20 were selected by the Machines Italia network in the United States and Canada.

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

On The Road To Marmo + Mac

From May 5 to 10, 2019 a group of 50 stone industry professionals from various countries were invited to Italy for MARMO+MAC 2019, a familiarization road trip focused on stone/marble processing technology.

MARMO+MAC 2019 included visits to quarries and processing plants across Italy, as well as b2b meeting sessions with leading technology providers. The purpose of this trip was to allow international marble and stone industry professionals to learn about the latests technology and innovations while seeing them at work.

MARMO+MAC 2019 program was designed to encourage peer to peer networking opportunities with delegates from Canada, Algeria, Byelorussia, Denmark, Estonia, Finlandia, Francia, Germania, Grecia, Latvia, Lithuania, Mexico, Norway, Polonia, Portugal, Russia, Spain, Sweden, Taiwan, Vietnam, UK and the USA.

The initiative was spearheaded by [CONFININDUSTRIA MARMOMACCHINE](#) and [Verona Fiere](#) which are the organizers of the [MARMO+MAC](#) trade show, which will take place next September in Verona: 1,600+ exhibitors, 68,000+ visitors, 80,000+ sq. mt. of exhibition space.

Machines Italia recruited the delegates from North America: Latitude Real Concept Nigeria LTD (USA), Legacy Stone International (USA), Espinoza Stone Inc (USA), Granite Lacroix Inc (Canada), Matrix Marble and Stone (Canada), Eurostone Granite & Quartz Inc (Canada), Stonix (Canada), Terramar Marmol Sa De CV (Mexico).

Among the participating Italian companies:

A.A.T.C. & CO. SRL
ANTOLINI LUIGI & C. SPA
BASALTINA SRL
BELLAMOLI GRANULATI SPA
BERTI SISTO & C. INDUSTRIA PIETRA SERENA SRL
CA' D'ORO SPA
CONSORZIO PRODUTTORI PIETRA PIASENTINA
COSI SRL
DOMOS SRL
FASANI CELESTE SRL
GDA MARMI E GRANITI SRL



GIRASOLE PIETRE NATURALI SRL

GRANITAL SIENA SRL

GRANULATI ZANDOBBIO SPA

GRUPPO TOSCO MARMI

GUARDINI PIETRE SRL

LA PONTE MARMI

LAVAGNOLI MARMI SRL

MAEMA SRL UNIPERSONALE

MARCOLINI MARMI SPA

MARGRAF SPA

MARINI MARMI SRL

MARMI COLOMBARE SRL

MARMI FAEDO SPA

MARMI GHIRARDI SRL

MARMO ELITE

MONDO MARMO DESIGN

PIERO ZANELLA SRL

PIZZUL SRL MARMI AURISINA

PORFIDO F.LLI PEDRETTI SPA

PROGETTO ARTE POLI

SILVESTRI MARMI SRL

STOCCHERO ATTILIO & C. SRL

TESTI GROUP SRL

VENETA MARMI

EL ROD TEK)

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

USA



Italy At SelectUSA 2019 Washington DC

The Italian Trade Agency via its Chicago Office, along with the US Foreign Commercial Service in Italy and with the support of the Italian Embassy in Washington DC, organized the 2019 Italian delegation to the [SelectUSA Summit](#) held in Washington, DC, June 10-12, 2019.

The Italian delegation this year was the third largest from the European Union and seventh largest overall in terms of size from all countries which sent delegates to the Summit.

As part of the delegation's activities, the Italian Ambassador to the US, On. Armando Varricchio hosted a reception on June 9th at his residence in Washington. On June 11th, the Ambassador along with the US Ambassador to Italy, On. Lewis M. Eisenberg, conducted a tour of the Summit activities with the attending Italian delegates.

Italy also took the spotlight at this year's summit where US Secretary of Commerce Wilbur Ross announced with the State of Ohio that the Italian company, Modula, had signed an agreement to invest \$26.5 million in a facility outside of Dayton, Ohio, which is expected to employ over 100 people in the next couple of years.

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

Front Row For Italy's Advanced Manufacturing Capabilities At Automate/ProMat 2019

The [Automate 2019 Show and Conference](#), North America's largest showcase devoted to automation industry trends, leading-edge technology and business innovation, took place April 8-11, 2019 at McCormick Place in Chicago. The biennial event is the biggest yet with more than 500 exhibitors who shared the latest technologies with 20,000+ attendees hoping to implement automation to better compete in the global market.



According to the [International Federation of Robotics](#) (IFR) World Robotics Report 2018, which compiles A3's Robotic Industries Association (RIA) collected statistics, robot sales in the United States reached \$2.1 billion and hit a new peak of almost 38,000 units, setting a record for the eighth year in a row (2010-2018). Robot density in the US manufacturing industry reached 200 robots per 10,000 employees vs. 97 in China (2017) now more than double that of China and ranks seventh worldwide. The trend to automate production in both domestic and global markets is the main driving force of robot installations in the US.

In conjunction with Automate, ProMat 2019 the largest expo for manufacturing and supply chain professionals in North and South America took place at McCormick Place. Visitors had access to the latest material handling and logistics equipment and technologies. Over 1,000 exhibitors from industry, commerce and government displayed their supply chain solutions and innovations on the 400,000 square foot show floor.

This year, Italy had a strong presence at both shows, with approximately 20 companies taking part, either directly from Italy or via their North American subsidiaries. For more info on the shows and the Italian companies which exhibited, please visit www.machinesitalia.org

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

WORLD AG EXPO 2019 - Tulare, California

With over 1,500 exhibitors, tens of thousands of visitors from 63 countries and 180 thousand square meter of floor space the [World AG EXPO](#), in Tulare, California is the largest, annual agricultural trade show in the US.

Machines Italia, the Italian Trade Commission - ITA's Houston office and [FEDERUNACOMA](#), the Italian Agricultural Machinery Manufacturers Federation, brought 11 top Italian companies to the 2019 edition of the event which took place from February 12 to 14.



The Italians exhibited in an Italian pavilion (600 sq. mt, North Exhibits - Stand T46-T48): Ama Group, Anovi Reverberi, Bellon, Bgroup - Bargam, Elca, Geoline by Tecomec, Neròn Pumps, Polmac, Repossi Macchine Agricole, Simol, Tortella.

The Italian presence at WORLD AG EXPO was promoted by an integrated marketing and communication (web, social media, direct marketing). A B2B networking event for agricultural professionals and media took place at the event.

In 2018, the USA imported almost \$450 million worth of agricultural machinery and equipment from Italy (+18%). The US market is one of the main outlets of Italian agricultural technology.

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

MEXICO

Italian Pavilion At Expo Pack Guadalajara 2019

Expo Pack Guadalajara, the second largest Mexican trade fair for packaging materials and technologies, took place from June 11 to 13, 2019 at the Expo Guadalajara exhibition center in Guadalajara, JL. The event registered over 17,000 visitors and approximately 7,000 exhibitors on 150,000 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 and France.

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 twelve Italian companies: ECOPACK, MF, CAMOZZI AUTOMATION, GHEZZI & ANNONI, EASYSNAP TECHNOLOGY, TROPICAL FOOD MACHINERY, GOGLIO, AGRIFLEX, MELEGARI TECHNOLOGY, ROTOMAC, IMETA,



**Machines
Italia**

Turning Innovation into Productivity

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

GOEBEL IMS. Almost 30 Italian companies had their technology and equipment on display at Expo Pack Guadalajara 2019, including the ITA – UCIMA contingent.

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

Plastic Technology Seminar & PLASTIMAGEN MEXICO 2019

Machines Italia Mexico and [AMAPLAST](#), the Italian trade association of manufacturers of plastics and rubber processing machinery and moulds, teamed up to promote Italian know how and technology to plastic and rubber processors in Mexico in the occasion of Machines Italia and AMAPLAST will also be organizing an Italian pavilion at [PLASTIMAGEN MEXICO 2019](#) which took place from April 2 to 5, 2019 at the CitiBanamex trade centre in Mexico City, DF.

PLASTIMAGEN® MÉXICO 2019 featured over 870 companies representing in excess of 1,600 brands from more than 27 countries, 14 International Pavilions, and the ANIPAC Pavilion (the National Association of Plastic Industries in Mexico).

With more than 45,000 m² of exhibition space, PLASTIMAGEN® MÉXICO is the most complete and foremost plastics expo in Latin America, an event designed to meet the needs of 30,000 visitors who are seeking innovative solutions for their companies.

Machines Italia - ITA Mexico and Amaplast set up an Italian pavilion with several Italian companies and organized a seminar on Industry 4.0

The Ambassador of Italy to Mexico, H. E. Luigi Maccotta inaugurated the Italian pavilion, met with the Italian exhibitors and attended the seminar.

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

20th LAMIERA Wraps Up

In its 20th edition, the second one in Milan, [LAMIERA](#) strengthened its position as a world class exhibition for metal-fabricating technology, automation systems, robotics, welding equipment . New innovation areas included Robot Planet, FabbricaFutura and Saldatech as well as Fastener Industry, Ecocoatech and Blech Italy Service.

Lamiera 2019 took place in at the Fiera Milano Rho, in Milano for the second time in its history from May 15 to 18 and the show attendance figures were impressive: 26,197, an 11% increase compared with the already positive result of the previous edition (2017), 518 exhibitors (+6%) and 3 fully booked halls – one more than in the previous edition for a total 50,000 square meter, (+25%).

The Italian Trade Agency and [UCIMU-SISTEMI PER PRODURRE](#), The Italian machine tool, robots, automation systems and ancillary products (NC, tools, components, accessories) manufacturers' association, invited 100+ end users of metalworking technology, from 14 countries, to the Milano show and arranged over 1,400 meeting with Italian exhibitors.

The Machines Italia desks in the Toronto, Mexico City and Chicago offices took 25 leading North American companies to event, including: NTN Bearing (Canad), TEMPEFF NA (Canada), Mott Manufacturing (Canada), Lamitec (Mexico), MAASA (Mexico), MAENA (Mexico), Trans-matic Manufacturing (USA), Valmont Industries (USA), Apeks Supercritical (USA) . Canada was Country of Honour at this year's edition of LAMIERA. A special country report was prepared by the organizers and presented during the show. The report includes in depth market analysis of the metalworking industry and interviews with Italian and Canadian manufacturers.

If you are a North American based manufacturing company interested in being part of future delegations organized by the Italian Trade Agency's North American network of

offices and leading Italian machinery manufacturers' associations, such as UCIMU-SISTEMI PER PRODURRE, let us know by writing us at machinesitalia@ice.it

INDUSTRY NEWS

CANADA

Celebrating 500 Years of Italian Ingenuity From Leonardo Da Vinci Onward

On May 2, 2019, Italy and the world honour the day, 500 years ago, when Leonardo da Vinci died. A host of celebrations have been planned in various countries to commemorate the anniversary.

Next October, the Uffizi Galleries of Florence will inaugurate the exhibition "The Leicester Codex of Leonardo da Vinci: Water as Microscope of Nature." The 72-page Codex, which discusses the movement of water, fossils, and moonlight (among other topics) is being loaned by Bill Gates, who purchased it in 1990 for over \$30 million.

At the Biblioteca Reale in Turin the famous self-portrait of Leonardo has been displayed after two years of restoration. Works on view with the self-portrait will be Italian Renaissance drawings called "Intorno a Leonardo, Disegni italiani del Rinascimento".

Machines Italia and the Italian Trade Commission (ITA) created an illustrated roadmap of Italian scientific and technological breakthroughs from Leonardo da Vinci onward, that will be displayed in all the ITA's offices (80+) and events across the world. To view the roadmap click this [link](#)

Bardiani Sets Up Shop In Canada

Established in 1981 and headquartered in Fornovo Taro, Parma in the heart of Italy's so called Food Valley, Bardiani Valvole Spa is a global leader in specialty valves for various applications and industries such as food processing, dairy, beverages, pharma + biotech, chemicals, tobacco and textiles. 80% of its production is exported abroad through a network of sales and distribution outlets in various countries. Despite its worldwide success, Bardiani remains family owned, nimble and agile with a workforce of slightly over 100 specialized professionals.

Bardiani's founder (emilio Bardiani) passion for bicycle races led to the creation of Bardiani Valvole - CSF racing team which competes in Italy and at major international circuits.

The Canadian branch of Bardiani Valvole was inaugurated in 2014 to offer services and expertise to its customers operating in the Canadian and North American markets from sales to post-sales assistance with stocks of spare parts ready for delivery. Under the management of CEO Andrea Gentrini, Bardiani Valves Canada Ltd has significantly grown its client base which now includes large companies as well as SMEs in Canada, USA and Mexico.

ICA North America

[ICA](#), a leading, Italian-based supplier of coating solutions for the wood and glass industry, continues its global expansion by establishing a North American subsidiary in Ontario through the take over of its local distributor. ICA North America oversees the sales and distribution network in Canada, USA and Mexico until the US office is operative.

For ICA, this is the 6th FDI abroad office in the past 10 years in its key markets: Spain, Germany, China, India, Poland and Canada. ICA has also a manufacturing facility in India, in Gujarat state, in partnership with a Pidilite.

ICA group employs 800 people worldwide, including 200 in the Indian factory. In 2018, it produced 28 million kgs of paint and coatings, with revenues of 122 million Euros, 50% of which were generated in foreign markets (15,000 clients) .

In order to support its growth, ICA plan to invest 29 million Euros in the next 3 years.

USA

Italian Zinc Die Casting Company To Establish Plant In Wisconsin

Bruschi USA Inc., an affiliate of the Italian zinc die casting company [Bruschi S.p.a.](#), purchased two parcels at the corner of North Granville Woods Road and West Bradley Road, in Milwaukee, Winsconsin, from JAS Investments Inc. for \$1.1 million.

The properties at 8050 N. Granville Woods Road and 6840 W. Bradley Road have a combined assessed value of \$1,174,000, according to city records. According to the company's web site, Bruschi's new US plant should begin production in March.

Founded in 1948, Bruschi S.p.A. is based in Milano, Italy. The company produces 60 million components and processes 4,000 tons of zinc alloy annually for various applications: automotive, electronics, textile industry, lighting, doors and windows, electromechanical, appliances, coffee machines.

Source: [Biz Times](#)



G.D USA Invests \$3.73M In Virginia Manufacturing Facility

G.D USA, Inc. a member of the Coesia Group, will invest \$3.73 million to increase capacity and enhance technology at its facility in Chesterfield County, VA. The project will create up to 26 new jobs at the Richmond operations. “G.D USA is excited to continue to grow our company in Virginia, and specifically Chesterfield County, for years to come,” said Roberto Parmeggiani, General Manager of the North America Tobacco division and Richmond site. “We appreciate the continued support from the state and county to help us move forward.”

Coesia is a group of innovation-based industrial and packaging solutions companies headquartered in Bologna, Italy. Coesia’s companies are leaders in the sectors of advanced automated machinery and materials, industrial process solutions, and precision gears. Established in Richmond in 1978, G.D USA supplies high-technology machinery for the production and packaging of tobacco products. With an extensive machine range, G.D is the only manufacturer producing complete high-speed lines and a wide range of solutions for the tobacco industry.

“Virginia’s business climate and skilled workforce provide a supportive environment for the growth of global manufacturers like G.D USA, and we look forward to many more years of success for the company as it expands in Chesterfield County,” said Governor Ralph Northam. “G.D is a valued employer in the Commonwealth, and the company’s commitment to cutting-edge technology, innovation, and high-quality job opportunities reinforces the importance of industry-leading manufacturers in our economy.”

The Virginia Economic Development Partnership worked with Chesterfield County to secure the project for Virginia and will support G.D USA’s job creation through the Virginia Jobs Investment Program (VJIP). VJIP provides consultative services and funding to companies creating new jobs or experiencing technological change in order to



support employee training activities. G.D USA is also eligible to receive Sales and Use Tax exemptions on manufacturing equipment.

“G.D USA has created nearly 200 jobs in Virginia to date, each offering ample opportunity for advancement and skill development, and we are thrilled that the company will receive support for its continued hiring and training activities from the Virginia Jobs Investment Program,” said Secretary of Commerce and Trade Brian Ball. “Manufacturing is a rapidly evolving industry, and investments in technology and talent are key to ensuring that Virginia citizens remain prepared for the jobs of the future. We are proud to partner with G.D USA as it grows its workforce in Chesterfield County.”

Source: [Business Facilities](#)

MP Filtri Opens First U.S. Manufacturing Facility In Pennsylvania

[MP Filtri](#), an Italian-based hydraulic equipment supplier of filters for both the construction and agriculture industries, whose sole U.S. location is in Upper Bucks County, will move into a newly constructed building this year to start manufacturing in the U.S.

MP Filtri USA will move from its current home at 2055 Quaker Pointe Drive in Milford Township to a site Gorski Engineering will build in nearby Richland Township.

Jerry Gorski, president and CEO at Gorski Engineering of Collegeville, said his firm would build a 59,000 square foot facility that would allow the company to expand to 72,000 square feet. Right now, MP Filtri has a 20,000 square foot facility that it cannot expand, he said.

MP Filtri performs assembly at its U.S. location and does a lot of manufacturing in Italy, he said. In the new building, the company will be able to do both assembly and



manufacturing, he said. The estimated construction cost is \$5 million, Gorski said. He expects to complete the project in six months.

Angela Floyd, controller at MP Filtri, said the company's main product is hydraulic fluid filters and it performs a little bit of assembly at its current home. "The reason we are moving is we are going to start production in the U.S.," Floyd said. "We have branches all over the world. Italy makes most of our product."

The company employs about 30 people and plans to hire more once it opens by the end of the year, she said. It has been at its current site since 2003.

The Upper Bucks Chamber of Commerce hosted a groundbreaking event on April 17th, 2019.

Source: [Lehigh Valley Business](#)

MEXICO

AMUT + INDORAMA = 100% Food Grade PET

"We have been working with AMUT for a number of years to develop an excellent technological and yet economical solution to meet our high standards for r-PET flakes. AMUT is a proven machinery and technology manufacturer that has demonstrated how to best meet our goals and objectives" stated Mr. Yash Awasthi, Vice President of [Indorama Ventures](#) North American Operations regarding this project.

Mr. Awasthi continued "The new plant will process more than 100 million pounds of plastic bottles annually into clean PET flakes to produce our FuTuRe-PET® - AMUT washing section is capable of reaching 4,000 kg/h. The processed bottles are extremely

dirty being post-consumer landfill collected. These are the dirtiest bottles seen in this market and AMUT technology is able to obtain the premier value clean PET flakes from them. The cleaned PET flakes will be used to produce new resins for a variety of sustainable products which our clients now demand for their PET packaging products. Our goal is to close the loop on recycling and increase the sustainability of the PET containers".

The new Indorama Ventures recycling facility will be located in Guadalajara, Mexico, at their Ecomex JV in close proximity to their resin production site. The new recycling plant will be operational in the fall of 2019. AMUT will also upgrade an existing unit at the ECOMEX plant as well, making the factory capable of producing over 13,000 pounds per hour of highest quality PET flakes from post-consumer PET bottles coming from landfill.

The new washing plant has been purposely developed by AMUT experts to cope with the necessity of processing very dirty PET post-consumer landfill collected bottles.

These bottles are the dirtiest and require a wet-cold-cleaning technology incorporated in the de-labeller unit. The De-Labeller removes the labels, especially the full body shrink sleeves, to improve the bottles quality to go through the following cleaning operations.

The turbo and friction washer machines, [AMUT](#) patented technology, normally perform the cleaning phase. In this case, the combined action of these two machines needed to be boosted: the friction force has been increased to remove not only fine pollutants, labels and glue but even the soil. Pre-washing and de-labelling phases are carried out in a cold water process while the turbo and friction washer have hot water flow.

The bottles are always subject to a high level of cleaning and pollutants removal inside each machine as they undergo a non-destructive high friction and proper residence time.

AMUT technology optimizes the operational costs: fresh water usage is reduced to a minimum because the water, that is continuously filtered, can be re-used during the whole process and the consumption of energy and cleaning agents is really restrained.

Italian Packaging Machinery Sales Grow 9 Times Faster Than Italy's GDP

Revenue generated by packaging machinery manufacturers sees further 9.4% growth to 7.85 billion euros. The strong growth both in Italy and in international markets confirms the Italian industry's world leadership position. The Italian packaging machinery industry has confirmed its position as one of the most dynamic Italian manufacturing sectors.

Ranked first in terms of share of total capital goods exports (24.4%), the industry consists of 631 companies located mainly along the Via Emilia, the road that runs from Milan to Rimini, with further manufacturing clusters located in the Piedmont, Veneto and Tuscany regions.

In terms of technology and market share, the sector competes for the global leadership with Germany and accounts for a quarter of world machinery exports.

The industry is seeing steady growth, closing 2018 with total revenue of 7.85 billion euros, 9.4% up on the previous year.

Growth continues to be strong in both the domestic and international markets.

Domestic sales grew by 10.7% year on year to 1.6 billion euros, while exports amounted to 6.2 billion euros, an increase of 9%.

Results in international markets

The European Union remained the most important market, accounting for 38.1% of total turnover (2.05 billion euros). Four of the Italian manufacturers' largest markets are located in the EU: France, Germany, Spain and the UK. Asia ranked second with a value of 1.024 billion euros (8% down on 2017) and a 19% share of turnover. The largest markets in Asia were China (ranked 8th overall), Japan (11th), India (16th) and Indonesia (19th).

The important North American market ranked third with 741.3 million euros (13.8%) and 25% growth over the previous year. This result was driven by the excellent performance

in the United States, which saw 31% growth to 676.4 million euros and absorbed more than 90% of total exports to the region.

Next came Central and South America (552.7 million euros; 10.3%) with Mexico and Brazil amongst the leading markets; non-EU Europe (518.6 million euros; 9.6%), with the Russian Federation ranking 7th; and Africa and Oceania (492.1 million euros; 9.1%).

Client sectors

Looking at the breakdown of turnover amongst the various client sectors, food and beverage maintained its dominant position in 2018 accounting for 55.3% of total turnover.

Food was the largest client sector in 2018, making up 29.2% of total turnover (2.293 billion euros) and with an export share of 72%.

Beverage ranked second with 26.1% of total turnover and exports making up 82% of the segment's sales.

Next came the "Others" segment, including packaging machinery for tobacco, tissue, etc. with 1.584 billion euros (20.1% of the total) and an export share of 86%, then the pharmaceutical machinery sector with 1.36 billion euros (17.3% of the total) and an export share of 79%, with international markets seeing the biggest increases.

At the bottom of the rankings were the chemicals and cosmetics segments with turnovers of respectively 291 million and 284 million euros and amongst the lowest export percentages, both 75%.

As for the breakdown of turnover between Italian domestic sales and exports for each client sector, Food remained the segment with the biggest share of domestic sales, while Others held the biggest export share.

2019 forecasts

"Given the slowdown in order acquisition in the first quarter of the year, we are very cautious about making forecasts for the current year. Markets are volatile and the



geopolitical situation is changing continuously in many countries," said Ucima Chairman Enrico Aureli.

"But considering the recovery in order acquisition in the second quarter, we are expecting to maintain or slightly improve on the excellent levels of business we achieved last year."

To view the 7th National statistical survey report published by [UCIMA](#) - the Italian Packaging Machinery Manufacturers Association - click on this [link](#)

YOUR OPINION MATTERS

If you were to expand your manufacturing operations outside of North America and into Europe, in which of the following countries would you consider investing and why?

[UK](#)

[France](#)

[Germany](#)

[Italy](#)

[Spain/Portugal](#)

[Why?](#)