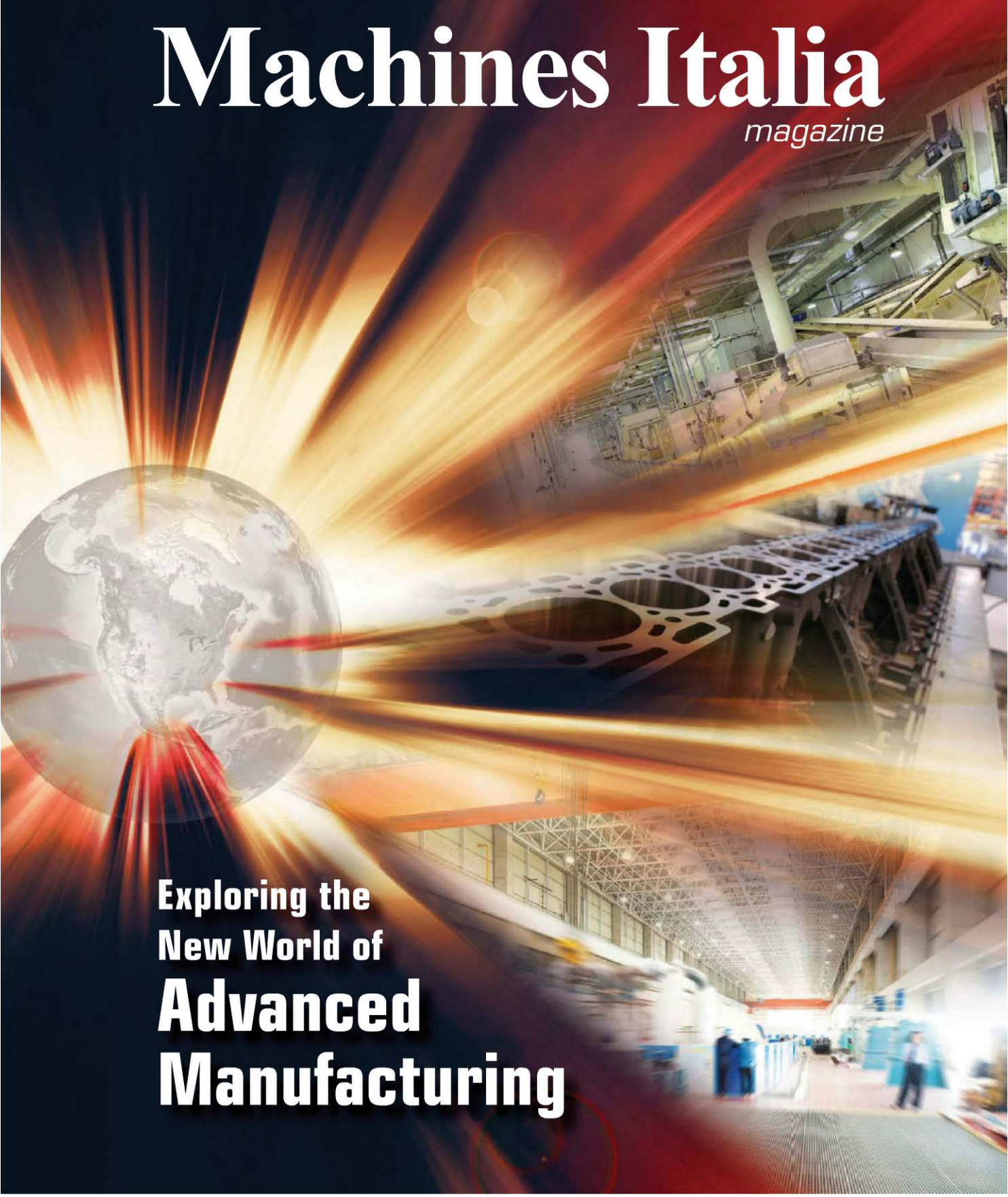


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Machines Italia

magazine



Exploring the
New World of
**Advanced
Manufacturing**



Italy's Role in the New World of Advanced Manufacturing

North American companies are embracing a wave of new technologies, many from Italian providers, that are helping them bring work back home, while remaining competitive.

As the Italian Trade Commissioner in Chicago, entrusted with promoting trade and business opportunities between Italian and foreign companies, it's been heartening to see the continued renaissance of North American manufacturing these past few years.

Whether manufacturers are building critical parts for planes, heavy equipment or cars, or producing custom yarns or chocolates, companies here are continuing to bring home the manufacturing work they once sent overseas. Impressively, they are making this shift while remaining competitive and growing their businesses profitably.

How are they doing this? By embracing a new wave of highly productive, and fast-changing, advanced manufacturing technologies. These tools do more work faster, with incredible precision, and offer digital tracking and analysis tools like never before.

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

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

Indeed, the United States reduced its trade deficit for goods last year by growing exports by \$33.2 billion in 2013 over the prior year, according to the US Department of Commerce. Increases occurred in industrial supplies and materials (\$7.1 billion); consumer goods (\$6.8 billion); capital goods (\$6.7 billion); automotive vehicles, parts, and engines (\$6.0 billion); other goods (\$3.4 billion); and foods, feeds, and beverages (\$3.2 billion).

US manufacturing and goods exports are expected to continue growing as the US government, states, local government, academia and private businesses continue to make investments in advanced manufacturing technologies and the skilled workforce needed for the future.

The world is witnessing a manufacturing renaissance. Please accept my invitation to explore this edition of *Machines Italia* and see for yourself how advanced manufacturing technologies from Italian solution providers are helping to fuel a new era in manufacturing.

Sincerely,

Matteo Picariello

Trade Commissioner - Chicago



This issue of *Machines Italia* explores how innovative and advanced manufacturing technologies from Italian companies are helping North American manufacturers improve processes, productivity and profits.

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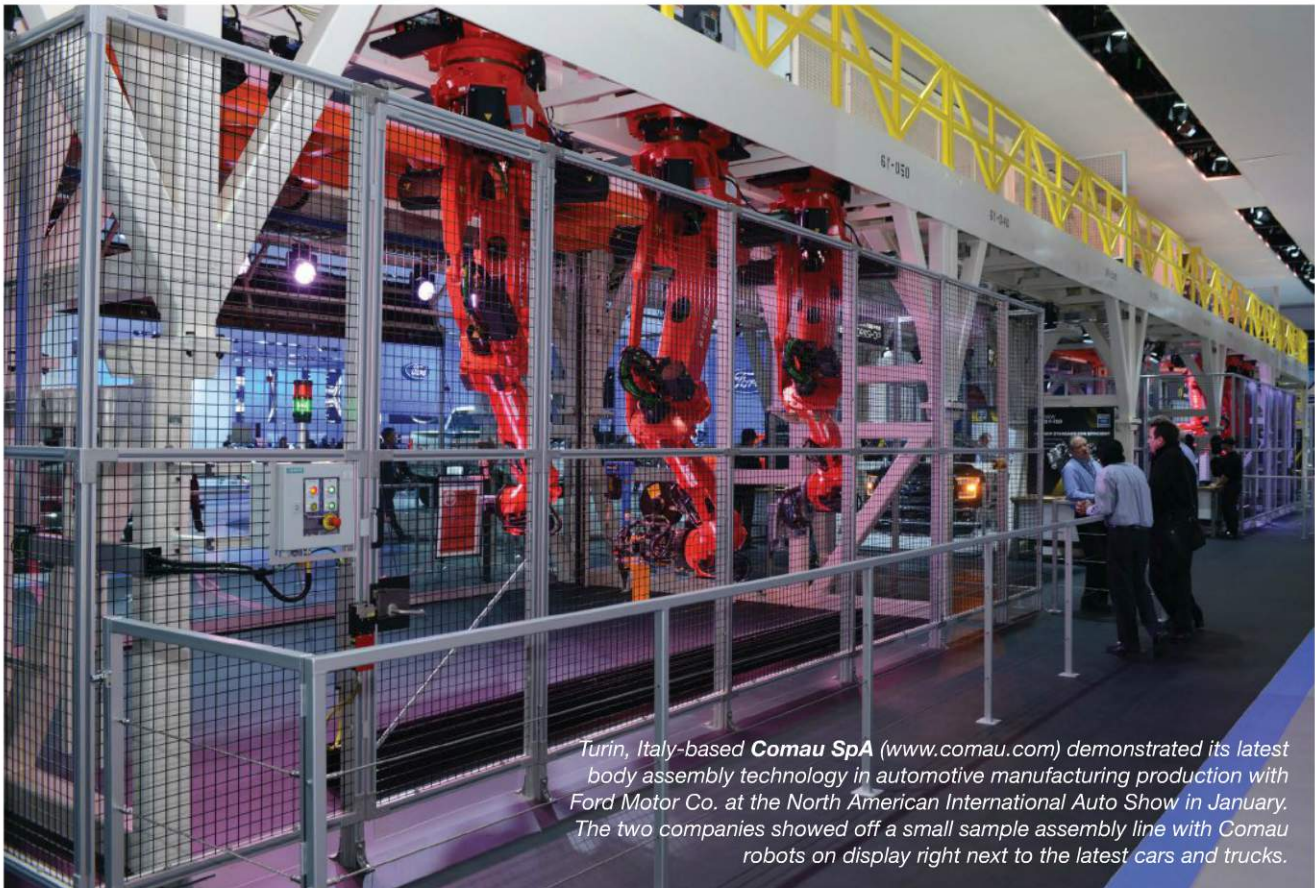
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The Italian Trade Agency's North American offices in Chicago, Atlanta, Los Angeles, Toronto and Mexico City are principally responsible for the machinery and technology sectors covered in this publication.

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Turin, Italy-based **Comau SpA** (www.comau.com) demonstrated its latest body assembly technology in automotive manufacturing production with Ford Motor Co. at the North American International Auto Show in January. The two companies showed off a small sample assembly line with Comau robots on display right next to the latest cars and trucks.

Advanced Manufacturing Fuels Industry of the Future

By Sarah A. Webster

The resurgence of manufacturing in North America, led by the United States, is continuing in full force, aided by a surge in low-cost energy and advanced manufacturing technology that is leveling the playing field in global labor competition.

In fact, “the US manufacturing sector could capture \$70 billion to \$115 billion in annual exports by the end of the decade from other nations as a result of significant cost advantages over Western Europe and Japan,” as well as reclaiming so-called “reshored” jobs from China, the Boston Consulting Group (BCG; Boston, MA) wrote in a 2013 report, “Behind the American Export Surge.”

Already, US-exported goods grew by \$33.2 billion in 2013 as compared to 2012, according to the US Department of Commerce. Increases occurred in industrial supplies and materials (\$7.1 billion); consumer goods (\$6.8 billion); capital goods (\$6.7 billion); automotive vehicles, parts, and engines (\$6.0 billion); other goods (\$3.4 billion); and foods, feeds, and beverages (\$3.2 billion).

That manufacturing revival has led to more than 600,000 new jobs between February 2010 and January 2014, but BCG says as many as five million new manufacturing jobs could be created by the end of the decade if current trends continue, as expected.

The growth in US manufacturing isn’t all reshored work from

US companies, either. The cost advantage of manufacturing in North America is now so substantial that a number of firms from Europe and Asia are beginning to manufacture goods in the US for sale in North America, as well as for export.

The trends driving this shift are expected to have a long-lasting effect on manufacturing too.

The North American energy revolution is a key driving trend. The growth of unconventional oil and natural gas extraction from shale reserves has been broadly beneficial for manufacturers. Aside from increased demand for manufactured pipe, pumps and other parts for extracting, storing and transporting energy, it has also lowered energy costs dramatically. This has made it more attractive than ever to make goods here with advanced manufacturing technology, the biggest operational cost of which is often energy.

But the role advanced manufacturing technology is playing in this pendulum shift is also substantial.

What is advanced manufacturing? In some ways, it is easier to say what it is not. Traditional manufacturing was labor-intensive and often required one man per task, as a piece of material was shaped from one station to the next.

Advanced manufacturing, on the other hand, employs a more sophisticated, integrated approach. Using information, automation, software, sensors, networks and new materials and machines, many of which perform multiple tasks at once, advanced manufacturing works together to create a super-productive manufacturing system that builds more goods faster, with higher quality. Ultimately, manufacturers in this new milieu are working toward production systems that require as close to a single setup as possible to build a near-complete part—so-called “done-in-one”—and can work around the clock, even untended, to deliver near-perfect parts just in time.

Often, these systems are customized, creative and highly flexible—specialties of Italian machinery firms.

Because of the productivity improvements enabled by these advanced manufacturing technologies, US labor looks increasingly competitive when adjusted for efficiency. In fact, by 2015, BCG forecasts that it will cost less to manufacture in the US than most other major exporting countries, with China only slightly more affordable. A large part of the advan-



***Davi** (Cesena Forlì-Cesena, Italy; www.davi.com), which specializes in plate roll, angle roll and press roll machines and equipment, has been benefiting from several energy trends in North America. Its equipment is widely used to build tanks that move liquid products, from petroleum to milk, but it's also a market leader in providing the machines that help to mold steel for windmill towers.*

tage: productivity-adjusted labor costs.

So in the final analysis, “when logistics, shipping, costs and the many risks of operating extended global supply chains are factored in, it will be more economical to make many goods now imported from China in the US if they are consumed in the US,” BCG writes.

All of which explains why many global companies are bullish on North America’s manufacturing industry, despite whatever headwinds might come from the federal government or other uncertain economic factors.

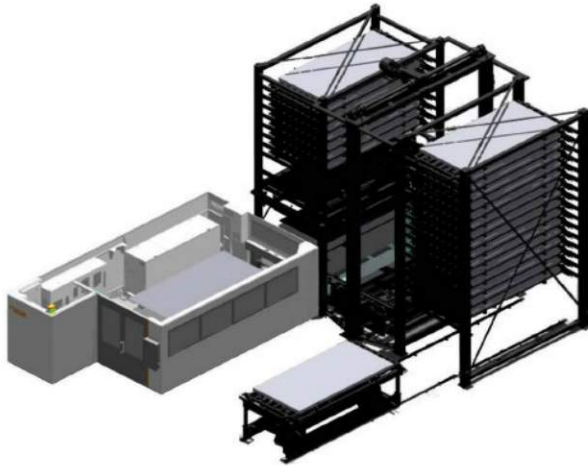
Optimism about the US economy among industrial manufacturing executives increased to 68% in the PwC Manufacturing Barometer for the fourth quarter of 2013. That is 20 percentage points higher than a year ago and compares to 47% who were optimistic about the global economy.

Automation Leads the Way

Leading the charge of advanced manufacturing are machines, equipment and technology that automate and

integrate manufacturing processes. In a survey of more than 300 North American-based manufacturing executives for the Italian Trade Agency, nearly 40% of manufacturers said their companies had added new automation and robotics in the past year, surpassing other forms of advanced manufacturing technologies that have been adopted. That included, among others, multitasking machines (28%), software-assisted planning and scheduling (26%), advanced materials (24%), supply chain integration (23%) and integrated quality controls (19%).

Mr. Luigi Galdabini, President of the **Italian Machine Tools, Robots and Automation Manufacturers Association (UCIMU-SISTEMI PER PRODURRE)** (www.ucimu.it), said the shift toward advanced manufacturing technology favors many Italian companies. Italian firms, he explained, view themselves not simply as suppliers but as “real technological partners” who assist with engineering, installation and final production.



Milan-based **Tekmag** (www.tekmag.it), an automation system provider specializing in custom storage solutions, has partnered with **Mazak Optonics** (www.mazakoptonics.com). Here, Tekmag automation is paired with a Mazak OPTIPLEX 3015 laser-cutting system.

"One of the main qualities for which Italian machine tool manufacturers are typically known is their ability to handle high volumes of production and to work across a wide range of components on a single machine, while at all times, maintaining a high level of accuracy and precision," he said. "Other well-known characteristics are creativity, extremely high technological standards in production and resilient customization."

UCIMU believes the North American market looks positive for the foreseeable future because of low energy costs and the possibility of the US dollar strengthening relative to the value of the Euro, which could result in more machinery and technology orders from the US, as well as a general shift in mindset toward manufacturing closer to the point of sale. "We think that after years of building what the US companies hoped would boost profits by enhancing overseas operations (in particular in China and India), many of them have become disillusioned by the lack of the return on investment," Galdabini said. Reinvesting in America "provides a more stable and predictable business environment."

President Giuseppe Lesce of the **Italian Packaging Machinery Manufacturers' Association (UCIMA)** (www.ucima.it), said he sees a lot of opportunity for Italian companies to help North American firms as they move into a more advanced future by updating their technologies, quality controls, floor layout and logistics. "Our machines are thought out from this perspective," he said, noting that machine makers are working to make their offerings easier to use and learn, as well as more energy efficient.

When talking about advanced manufacturing, he noted, that "customization is a must" to achieve full efficiency. "You must provide a customer what he actually needs and not just more or less what everybody may need," he said.

Comau (www.comau.com), part of the **Fiat Group** (www.fiatspa.com), is one company that is on the cutting edge of innovative advanced manufacturing technology. A worldwide leader in flexible automatic manufacturing systems and integrated products, processes and services, Comau provides capital equipment for major body assembly plant lines as well as powertrain machining equipment to major automakers. At Chrysler (Auburn Hills, MI; www.chrysler.com), for example, Comau supported the launches of the Dodge Dart, the Jeep Cherokee, and the upcoming Chrysler 200.

What's more, Comau demonstrated its latest body assembly technology in automotive manufacturing production with Ford Motor Co. (www.ford.com) at the North American International Auto Show in January. The two companies showed off a small sample assembly line with Comau robots on display right next to the latest cars and trucks.

The two companies have worked together for more than 40 years. Ford said Comau has helped it reduce energy consumption, increase the safety of those on the factory floor and improve its plants' flexibility. Ford uses the ComauFlex system to optimize its assembly process and resource use, and it also uses Comau's plasma-transferred wire arc (PTWA) thermal spraying technology in the production of advanced steel-coated aluminum engine blocks, a weight-saving technology. "As Ford's NIAS display makes clear, the future of manufacturing is upon us, where innovative technology, industrial integration and resource efficiency are increasing productivity and flexibility while reducing time-to-market," said Maurizio Cremonini, Comau's VP of Global Marketing.

Aside from Comau, Ford also uses a host of other Italian companies to support its manufacturing operations, including, among others, **Franci SpA** (Valmadrera, Italy; www.cffranci.it) for stamping dies, **Geico SpA** (Milan, Italy; www.geico-spa.com) for paint projects, **Marposs** (Bentivoglio, Italy; www.marposs.com) for gauges, and **Vercamodel Saro** (Torino, Italy; www.vercamodel.com) for clay models and prototypes.

Strength in Demand

Aside from energy costs and advanced manufacturing technology, the US manufacturing market is also enjoying growth in demand in key sectors.

That is especially true for durable goods like automobiles and commercial airplanes.

US consumers purchased 15.6 million cars and light trucks last year, an increase of 8% over the prior year. And while that growth is expected to begin leveling off, it is expected to do so at a healthy volume. About 80% of the vehicles sold in the US

“One of the main qualities for which Italian machine tool machinery manufacturers are typically known is their ability to handle high volumes of production and work across a wide range of components on a single machine”

*Mr. Luigi Galdabini, President, UCIMU-SISTEMI
PER PRODURRE*

market were manufactured in North America, according to Automotive News. Given new regulations demanding fuel-economy improvements, many manufacturers are retooling for new models that employ the latest advanced manufacturing technologies and materials, such as those demonstrated by Comau.

The growth is equally robust for the commercial aircraft industry, which will require tens of thousands of jet engines and other machine parts for the foreseeable future. Boeing (www.boeing.com), for example, has forecasted a total market close to \$5 trillion, with 35,000 new airplanes in the next 20 years. Airbus (www.airbus.com), too, is forecasting growth well into the future. In April 2013, it also began construction of a new A320 Family Assembly Line in Alabama, where Airbus expects to eventually employ 1,000 highly skilled workers.

And even as growth has been curtailed in some area, such as defense, manufacturers in those sectors are under more pressure to improve efficiency while maintaining quality.

Advanced manufacturing technology has proven a key way of doing just that.

Of those surveyed for the Italian Trade Agency, 56% of manufacturing leaders said advanced manufacturing technology has improved product quality and reliability, with 54% reporting that it has increased production speeds, 50% reporting that it has lowered production costs and 46% reporting that it has reduced waste.

What's more, 58% said that advanced manufacturing technologies have improved profitability, with another 38% reporting that it has expanded their ability to serve new markets.

Transportation Equipment

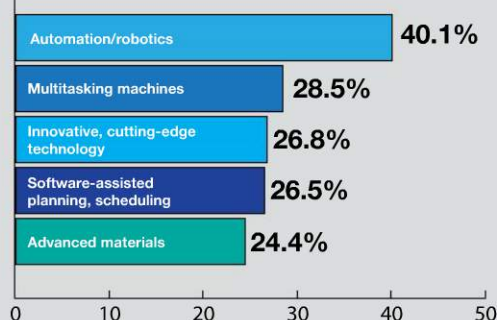
While the gains in North American manufacturing are expected to be felt across a wide range of industries, the US transportation equipment industry is expected to see a disproportionate share of the gains. The transportation equipment industry includes cars,

Advanced Manufacturing is playing a key role in revolutionizing North American industry, a survey of more than 300 manufacturing leaders on behalf of the Italian Trade Agency shows.

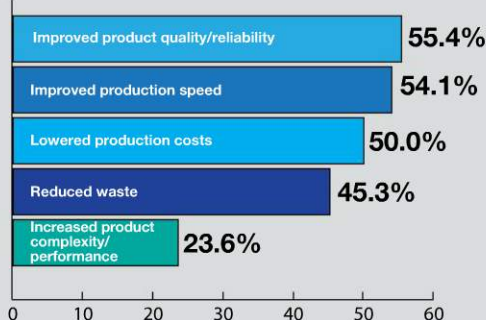
In fact, 58% of respondents to the Advanced Manufacturing Survey said that advanced manufacturing technologies have improved profitability. Additionally, 38% said it has expanded their capability to serve new markets and more than 20% reported that it has helped them introduce innovative new products or provided a more sustainable and safe workplace.

Approximately 62% of those surveyed said they plan to invest in advanced manufacturing capabilities in the next two years.

What Advanced Manufacturing improvement has your company added in the past year?



As a result of Advanced Manufacturing measures your company has taken, how has it improved its manufacturing performance?



What is one Advanced Manufacturing process or technology that, if implemented perfectly, would make your company competitively stronger in 2014 and beyond?

Top 5 Answer Trends

1. Automation and Robotics
2. Software, Data Analysis and Scheduling
3. Rapid/Additive and 3D Printing
4. Metrology, including Quality and Vision
5. Multitasking Machinery

trucks, buses and aircraft, and it is already one of the largest export categories. BCG forecasts the US will increase exports in transportation equipment to Western Europe and Japan by \$3 billion to \$9 billion.

With Chrysler becoming a wholly-owned subsidiary of Fiat SpA in January 2014, the opportunity for other North American manufacturers to become more familiar with Italian manufacturing and technology is greater than ever.

Fiat established its World Class Manufacturing (WCM) system in 2006 and brought it to Chrysler in 2009, at the height of the Great Recession and automotive crisis that had threatened to extinguish the American automaker. In 2012, Chrysler also opened a World Class Manufacturing Academy in Warren, MI, that puts advanced manufacturing technology and training on display, with touch screens on the walls, iPads on tables, and plenty of hands-on laboratories.

Executives from Fiat and Chrysler CEO Sergio Marchionne have emphasized that advanced manufacturing has played a key role in the company's turnaround. WCM, they say, has eliminated waste and improved efficiency, safety, logistics and quality.

Part of this effort included a major investment in modern metrology equipment. In fact, Chrysler invested over \$100 million to build Metrology Centers at its assembly plants. Each Metrology Center is housed in 12,000–15,000 square feet (1115–1345 square meters) of space. For example, the center at the Toledo Assembly Complex is 12,400 square feet (1150 square meters)

with one 18 meter, quad-arm horizontal coordinate measuring machines, two 6 meter horizontal dual-arm CMMs, two portable laser trackers with hand-held T-probe, a white light scanner, and laser gages. The Toledo Assembly Metrology Center is staffed with 11 metrology engineers and 19 UAW skilled tradesmen.

Program teams now spend up to an hour every week going over dimensional quality data in great detail with top management, according to James Cole, metrology manager for the Toledo Assembly Complex. They review the status of part quality, BIW geometry, and Engineering Build Objectives, such as gap, flush and closing effort.

"Five years ago, our fit and finish was below average," said Dr. Raj Kawlra, director of dimensional strategy and management of Chrysler Group. "To be the future world leaders, we knew that we had to focus on all aspects of quality...vehicles that look good, feel good, sound good, and are reliable."

Marposs, which has been a supplier to Chrysler for more than 30 years, is one Italian company helping North American manufacturers remain competitive. Gary Sicheneder, Manager of New Market Development at Marposs in Auburn Hills, MI, said global competition has companies seeking out innovative products to give them an edge. "We see many examples," he said, "that the renaissance in North American manufacturing is being driven, in part, by manufacturers seeking to improve quality and productivity and reduce cost by implementing advanced products for measurement, inspection and process control."



An ergonomic gauge table layout incorporating 48 Marposs iWave wireless bore gauges has enabled a leading North American automotive supplier to reduce by one-half the time needed for audit inspection of two transmission components.

Advanced Technology Improves Quality

One area where advanced manufacturing technology really shines is quality.

Operators are increasingly expected to perform routine sampling inspections in their machining cells. As a result, gauge tables are becoming a common sight in many plants.

A typical example built for a domestic auto supplier uses 48 different Marposs iWave manual wireless gauges to check 40 different features on a powertrain component and 41 features on its cover, with an average time of 12 to 15 minutes per complete test.

The iWave allows multiple variable gauging elements to be interfaced wirelessly to computers and/or electronic displays. The gauging elements themselves can be changed in a few seconds using Marposs' Starlock system, which requires no tools.

With the part fixtured and identified, the system goes into a "Guided Sequence" mode that displays a 3D image of the part



Italian Expert Precision Machining

Meccanotecnica Riesi Expert Precision Machining (www.mrxpm.com) is a family-run, precision machining company located in Italy. MR's ability to minimize the transportation costs, create competitive pricing and technical knowledge caught the eye of Braintree, MA-based Ultra Electronics Ocean Systems (www.ultra-os.com), a recognized technical leader in undersea defense electronics equipment and systems manufacturer, among other international manufacturing companies. The success MR has generated internationally reflects the statement that it doesn't come down to where you're from, but what you do.

along with visual and written prompts for the operator to follow in performing the inspection. The system activates an LED indicator at each gauge "nest" as a fail-safe to ensure that the proper gauge is used for the feature being inspected.

Data collection and "Guided Sequence" operations are performed by a Marposs E-9066 industrial computer. A standard Marposs Quick SPC package was tweaked to communicate with the plant's QC-CALC system used for long-term data analysis.

It took operators less than four hours to get comfortable with the wireless technology which has effectively doubled their gauging productivity compared to similar wired systems in the plant. The experience has produced a strong preference for the new wireless approach.

Advanced Manufacturing in Action

More Italian companies see opportunities to help North American manufacturers improve their operations as advanced manufacturing technologies continue to take hold.

MicroGREEN (Arlington, WA), the manufacturer of the groundbreaking InCycle cup, purchased a printer a year ago from Italy's **OMSO SpA** (Reggio Emilia, Italy; www.omso.it) a member

of the **Italian Plastics and Rubber Processing Machinery and Molds Manufacturers' Association (ASSOCOMAPLAST)** (www.assocomplast.org). OMISO is a global leader in the manufacturing of world-class printing equipment with operations in Erlanger, KY. MicroGREEN's print room was pleased with the ease of operation, and having 9 colors is seen as a benefit for sales and the end customer. OMISO also helped MicroGREEN increase quality and throughput, and they were so happy with their purchase that they returned to OMISO to purchase another printer.

In December 2013, Milan-based **Tekmag** (www.tekmag.it), an automation system provider specializing in custom storage solutions, and Mazak Optonics (www.mazakoptonics.com), which is based in Elgin, IL and specializes in laser-cutting systems, announced they had formed a partnership. Tekmag's product line includes a collection of storage solutions ranging from compact to double-tower, sheet load/unload suction systems, interlocking mechanisms and transelevators. Tekmag's Compact Vertical FMS was featured at FABTECH 2013, and it demonstrated Tekmag's strength in using minimal floor space to deliver maximum efficiency.

Another company that has been benefiting from the move to advanced manufacturing technologies is "**Davi Inc.**" ("Pro-mau" in Cesena Forli-Cesena, Italy; www.davi.com), which specializes in plate and angle roll machines, has been benefiting from several energy trends in North America. Its equipment is widely used to build tanks that move and store liquid products, from petroleum to milk, but it's also a market leader in providing the machines that help to roll steel plates into slight cone cylinder sections for windmill towers, said John Fisher, regional sales manager for Davi in the Midwest.

Land-based windmill towers can be 16 feet in diameter, and are often made with 1 1/8" – 1 1/2" thick steel that starts out as flat plates and must be precisely formed so they can be welded together to form the tall cone-shaped tubes that make up the base of a windmill. Fisher said Davi is a preferred provider of the machines that make that happen.

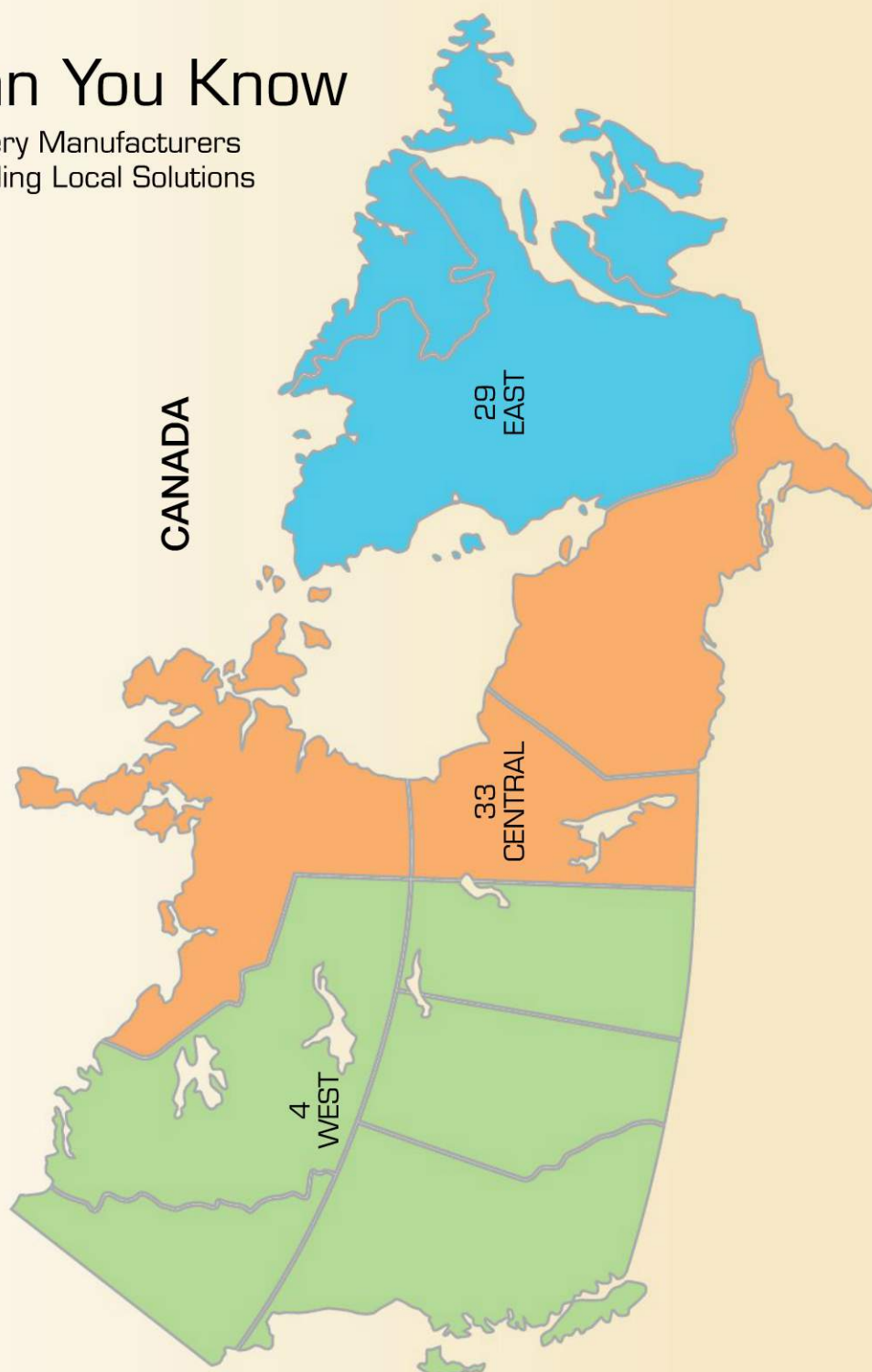
"It's because of the advanced CNC controls we have dramatically reduced the labor and production cost on our machines," he said, "that we have such a strong market share." 🌐

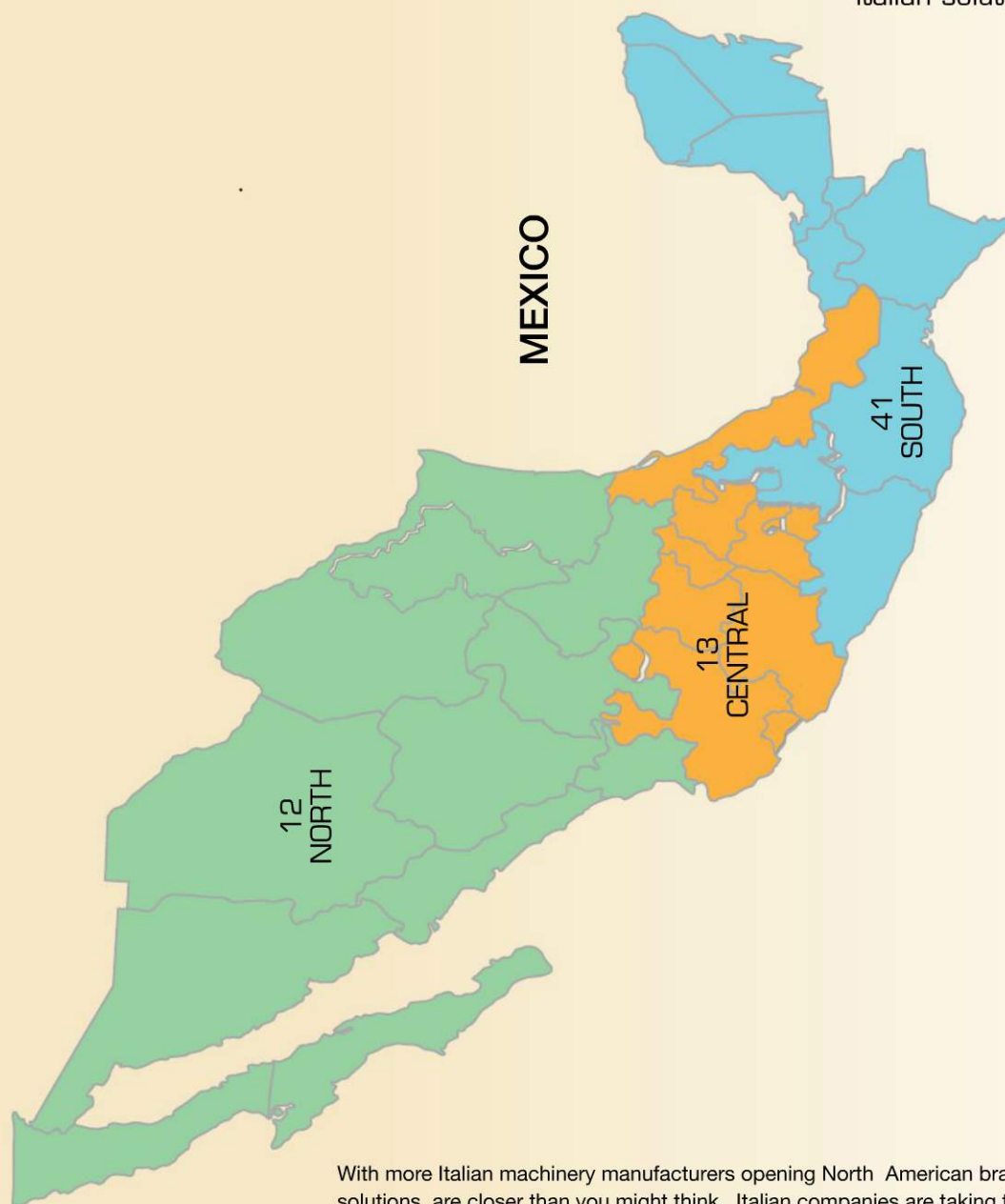


Sarah A. Webster is the Editor-in-Chief of Manufacturing Engineering Media, a division of SME. Webster is the former business and automotive editor for the Detroit Free Press, where she led the newspaper's award-winning coverage of the Detroit Three automotive crash and comeback during the Great Recession. Previously, she was an award-winning reporter covering business, health care and government with the Detroit Free Press, Detroit News and Lexington Herald-Leader.

Closer Than You Know

Italian Machinery Manufacturers
in NAFTA Providing Local Solutions

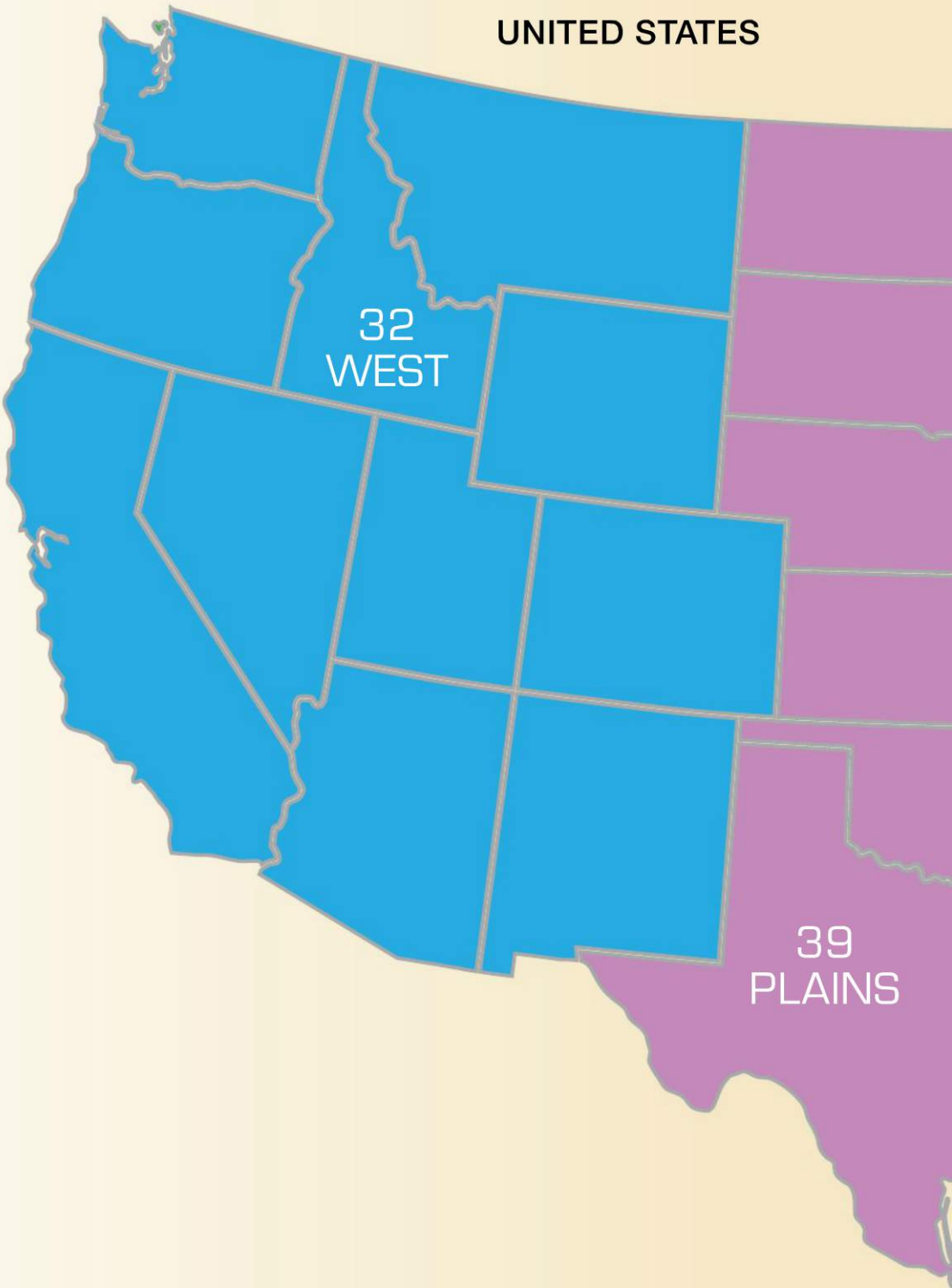


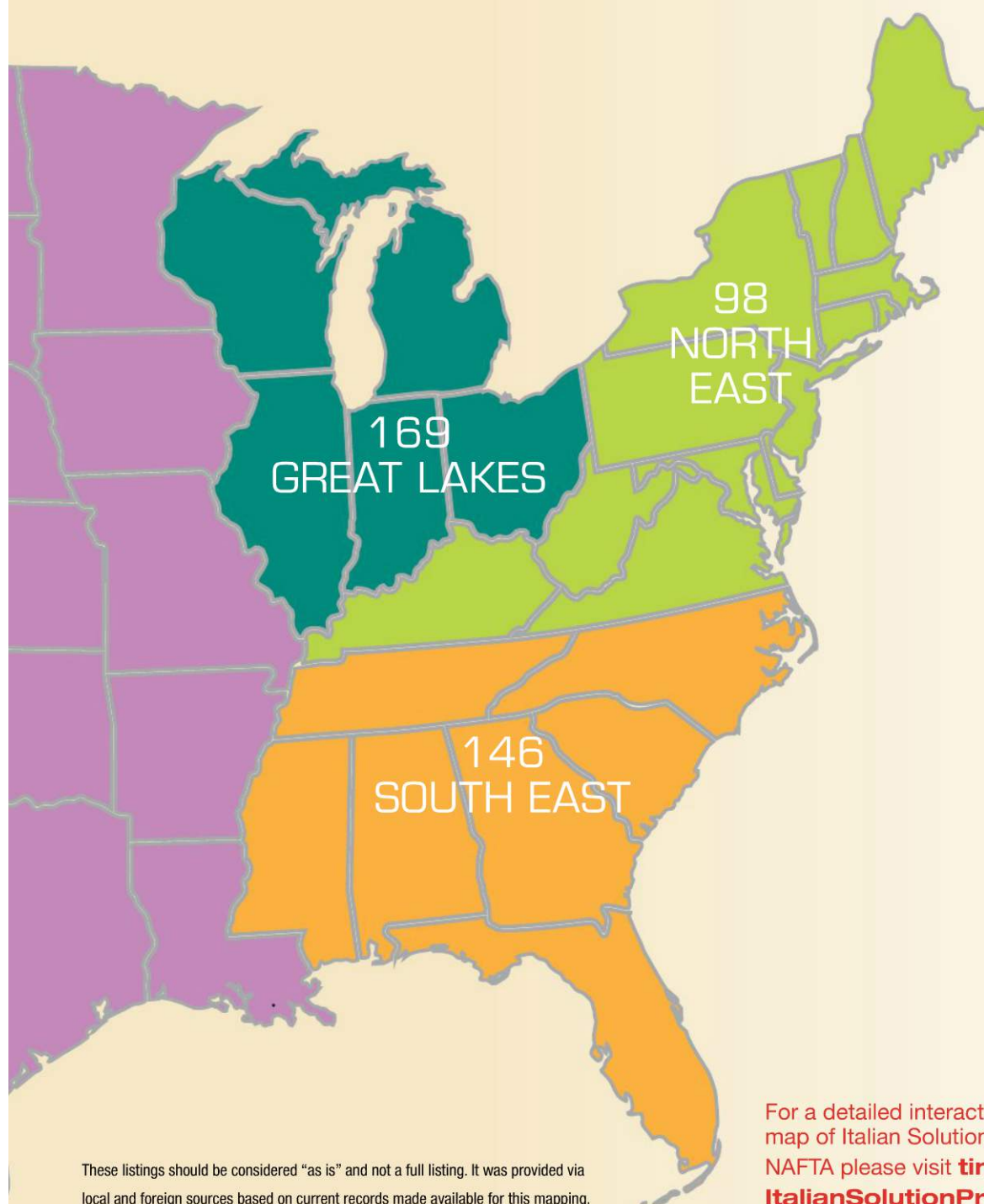


With more Italian machinery manufacturers opening North American branches, Italian solutions are closer than you might think. Italian companies are taking the lead in providing innovative approaches to improve a host of industrial processes in making everyday items, once imported, now locally manufactured. Italian firms specializing within the 15 sectors of Machines Italia are setting up shop in North America, bringing high-quality equipment and after-sales support necessary for their NAFTA clients.

These listings should be considered “as is” as they were provided via local and foreign sources based on current records made available for this mapping.

For a detailed interactive digital map of Italian Solution Providers in NAFTA please visit tinyurl.com/ItalianSolutionProviders.





These listings should be considered "as is" and not a full listing. It was provided via local and foreign sources based on current records made available for this mapping.

For a detailed interactive digital map of Italian Solution Providers in NAFTA please visit tinyurl.com/ItalianSolutionProviders.

Italian Companies Providing NAFTA Solutions

Grouped by Machinery Sector

Agriculture and Farm Machinery

BCS de Mexico SA de CV City
Atlixco, PU
+52 244-4451-189
www.minutti.com

Tecnorumex S.A. de C.V.
Aguascalientes, Mexico
www.barbierietarozzi.com
www.storti.com/it/rete_vendita

New Holland Canada Spa
Lindsay, ON
705-324-2221
www.newhollandconstruction.com

Maschio Gaspardo Canada Inc.
Drummondville, QC
819-477-1107
www.maschio.com

Befco Inc.
Aberdeen, MD
252-977-9920
www.befco.com

BCS America Inc.
Portland, OR
503-261-4300
www.bcs-ferrari.it

Carraro North America Inc.
Virginia Beach, VA
757-689-3725
www.carraro.com

FAE USA Inc.
Flowery Branch, GA
770-407-2014
www.faeusa.com

Landini USA Inc.
Lawrenceville, GA
678-924-9885
www.landinispa.com

McCormick USA Inc.
Norcross, GA
678-924-9885
www.landiniusa.com

MGH Equipment
Okanogan, WA
509-422-3030
www.antonioicarraro.it/en

Same Deutz-Fahr North
America Inc.
Stone Mountain, GA
770-493-76676
www.samedeutz-fahr.com/

Same Deutz-Fahr
North America Inc.
Norcross, GA
678-924-7420
www.samedeutz-fahr.com

Valplastic USA LLC
Chino, CA
909-390-9600
www.valplasticusa.com

American Pasquali
Enterprises Inc.
Wilmot, NH
603-526-9493
www.pasqualitractor.com

BCS America Inc.
Matthews, NC
704-846-1040
www.bcsamerica.com

Bonfiglioli USA Inc.
Hebron, KY
859-334-3333
www.bonfiglioliusa.com

Case New Holland
Burr Ridge, IL
630-887-2022
www.cnh.com

Maschio Gaspardo N.A. Inc.
Elridge, IL
563-285-9937
www.maschio.com

New Holland Agriculture
New Holland, PA
866-639-4563
www.cnhcapital.com

Rotomec America Inc.
Rocky Mount, NC
252-977-2010
www.rotomec.com

Sovema USA Inc.
Memphis, TN
901-388-8869
www.sovema.com

Tonutti USA Inc.
Memphis, TN
901-385-8841
www.tonuttiusa.com

Pacchiosi Drill USA Inc.
Long Island City, NY
718-472-1007
www.pacchiosi.com

CCVI USA Bearing Co.
Mundelein, IL
847-540-8196
www.ccvi-us.com

Borgi USA
Aberdeen, MD
410-272-9797
www.borgi.com

Trevisan USA LLC
East Granby, CT
860-653-0521
www.trevisanusa.com

Comer Industries Inc.
Charlotte, NC
704-588-8400
www.comerindustries.com

Sitrex USA Inc.
Houston, TX
713-928-7902
www.sitrex.com

WAM Inc.
Lawrenceville, GA
770-339-6767
www.waminc.com

Ceramics

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Italcer S.A. de C.V.
Puebla, Mexico
+52 (222) 2845-997
www.paginasprodigy.com/italcermt/

Gruppo Barbieri and Tarozzi
de México S.A. de C.V.
Monterrey, NL
+52 (81) 8372-9879
www.barbierietarozzi.com

Maquinaria Ceramica Siti
S.A. de C.V.
Monterrey, NL
+52 (8) 370 0505

Diamant-D of North America
Elberton, GA
706-283-4275
www.diamant-d.com

Motovario Corp.
Alpharetta, GA
770-752-0911
www.motovario-group.com

System USA
Alpharetta, GA
678-495-1130
www.system-group.ru

Earth Moving Machinery

Qualitnox Canada
Trois-Rivières Mauricie, QC
819-373-8585
www.qualitnox.ca

Imer USA East
Capital Heights, MD
301-336-3700
www.imerusa.com

Imer USA West Inc.
Hayward, CA
510-670-7970
www.imerusa.com

Olympic Tracks
North Las Vegas, NV
702-507-0969
www.berco.com

SA Healy Company
Lombard, IL
630-678-3110
www.sahealy.com

Bondioli & Pavesi Inc.
Ashland, VA
804-550-2224
www.bondioli-pavesi.com

For detailed interactive digital map of these Italian Solution Providers in NAFTA, please visit tinyurl.com/ItalianSolutionProviders.

Treviicos South Inc.
Charlestown, MA
617-241-4800
www.treviicos.com

Cifa USA Inc.
Tiffin, OH
419-448-9891
www.cifausa.com

Sermac America Inc.
Hugo, MN
651-429-8991
www.sermacspa.com/contatti.php?lingua=ita

Terex Cranes Waverly Operations
Waverly, IA
319-352-3920
www.comedil.com

Terex Cranes Wilmington Inc.
Wilmington, NC
910-395-8500
www.comedil.com

Berco of America Inc.
Waukesha, WI
262-524-2222
www.bercoamerica.com

Italtractor America Inc.
Elkhorn, WI
262-723-6000
www.group-itm.com

Tesmec USA Inc.
Alvarado, TX
817-473-2233
www.tesmec.com

US Ditcher Dondi USA
Spartanburg, SC
864-948-0884
www.usdicher.com

Prinoth Ltd.
Granby, QB
450-776-3600
www.prinoth.com

Pilosio
Rocky View County, AB
587-296-2201
www.pilosio.ca

Carmix USA Inc.
Louisville, KY
502-377-7459
www.carmixusa.com

MB America Inc.
Reno, NV
775-682-4302
www.mbcruiser.com

Pramac America LLC
Marietta, GA
770-218-5430
www.pramac.com

Soilmec North America Inc.
Houston, TX
281-885-0777
www.soilmec.com

Fantuzzi Noell USA
St Charles, IL
630-587-2681
www.fantuzzinoellusa.com

Fadico, S.A. de C.V.
Del. Iztapalapa, México
+52 (55) 5612-5926
www.fadico.com.mx

Carmix (Rappresentanza Cipsa Industrias,
S.A. de C.V.)
Puebla, Mexico
+52 (222) 225.99.00
www.cipsa.com.mx

Ital-Mexicana, S.A.
Del. Benito Juárez, México
+52 (55) 55635200
www.ital.com.mx

Imer Latinoamerica S.A. de C.V.
Monterrey, NL
+52 (81) 89014128
www.imerlc.com

Bozzato S.A. de C.V.
Del. Coyoacán, México
+52 (55) 56890726
www.bozzato.com

**Fluid Power Equipment
& Components**
Main Filter Inc.
Sault-Ste-Marie, ON
705-256-6622
www.filtrec.net

Windsor Pump Company
Mississauga, ON
905-569-9565
www.windsorpump.com

Lafert North America
Mississauga, ON
905-629-1939
www.lafertna.com

KPM Amerique du Nord
Anjou, QC
514-351-5762

Pacchiosi Inc.
St-Jean-Baptiste, QC
450-464-9152
pacchiosina@videotron.ca

Galtech Canada Inc.
Terrebonne, QC
450-477-1076
www.galtechcanada.com

American Mobile Power
Fairmont, IN
765-948-3401
www.americanmobilepower.com

Caleffi North America Inc.
Milwaukee, WI
414-238-2360
www.caleffi.com/usa/en-us

Elco America Inc.
Clinton, MI
877-326-3526
www.elcomotors.com

Fluid Power Associates
York, PA
717-840-7814
www.fluidpowerassociates.com

Idreco
West Chester, PA
610-701-9944
www.idrecousa.com

Manuli Hydraulics (Americas) Inc.
Warrendale, PA
724-778-3380
www.manulirubber.com

Muncie Power Products Inc.
Muncie, IN
765-284-7721
www.munciepower.com

North America Corob Inc.
Charlotte, NC
704-588-8408
www.corobindia.com

Oil System USA
Henderson, KY
270-827-8337

Reverso Pump Inc.
Fort Lauderdale, FL
954-522-0882
www.reversopumps.com

SAI Hyraulics Inc.
Linwood, PA
610-497-0190
www.saihyd.com

Universal Hydraulics
International, Ltd.
Twinsburg, OH
330-405-1800
www.uhiltltd.com

American Mobile Power
Fairmont, IN
765-948-3401
www.americanmobilepower.com

Atos Systems Inc.
East Brunswick, NJ
732-390-4504
www.atos.com

Balance Systems Co.
Howell, MI
517-586-6008
www.balancesystems.us/en/profilo.asp

Brevini Canada Ltd.
Toronto, ON
416-674-2591
www.brevini.ca

LaFert North America
Mississauga, ON
905-629-1939
www.lafertna.com

MP Filtri Inc.
Concord, ON
905-303-1369
www.mpfiltricanada.com

Italian solution providers

Flenco de Mexico SA de CV
Tultitlan, ME
+52 55-5899-6530
www.flenco.com

Caleffi North America Inc.
Milwaukee, WI
414-238-2360
www.caleffi.com

Faster Inc.
Maumee, OH
800-231-2501
www.faster.it

Fluid-o-Tech International
Plantsville, CT
860-276-9270
www.fluidotech.it

Camozzi Neumatica
de Mexico SA de CV
Toluca, ME
+52 772-2270-7880
www.camozzi.com.mx

Casappa Corp.
Batavia, IL
630-761-0041
www.casappa.com

Granzow
Charlotte, NC
704-845-2300
www.ode.it/en-gb/home.aspx

Hydro Systems International Inc.
Southington, CT
860-620-0393
www.hsiusa.net

Hydrocontrol Inc.
Norcross, GA
770-925-8935
www.hydrocontrol-inc.com

Indagro EPC. Corp.
Fernandina Beach, FL
770-772-9076
www.indagro.net

M.P. Filtri USA Inc.
Quakertown, PA
888-263-0090
www.mpfiltriusa.com

Marzocchi Pumps USA Corp.
Schaumburg, IL
847-923-9910
www.marzochipompe.com

Metal Work
Arlington, TX
817-701-4000
www.metalwork.it/eng

Muncie Power Products Inc.
Muncie, IN
765-284-7721
www.interpumpgroup.it

NLB Corporation
Wixham, MI
248-624-5555
www.nlbcorp.com

North American Hydraulics
Baton Rouge, LA
225-751-0300
www.nahi.com

Ognibene North America LLC
Charlotte, NC
704-247-9744
www.ognibene.com

OMB Americas Valves en Acier Forge Inc.
Stafford, TX
832-886-2750
www.ombvalves.com

Petrovalves USA LLC
Houston, TX
713-856-0404
www.petrovalves.com

Remosa USA C/O Continental Corp.
Houston, TX
713-947-4526
www.remosa-valves.com

RR USA Inc.
Boothwyn, PA
610-497-0154
www.rrusalnc.com

Sangiacomo Presse
Naples, FL
www.ode.it/en-gb/home.aspx

Seko Dosing Systems Corp.
Tullytown, PA
215-945-0125
www.sekousa.com

Trevisan USA LLC
East Granby, CT
860-653-0521
www.trevisanusa.com

Vacuforce (US) Inc.
Buffalo, NY
www.vacuforce.co

Walvoil Fluid Power Corp.
Tulsa, OK
918-858-7100
www.walvoil.com/eng/WFP_USA.htm

Wam USA Inc.
Lawrenceville, GA
770-339-6767
www.waminc.com

Neumaticos de Occidente,
S.A. de C.V. (Corghi)
Guadalajara, Jalisco
+52 (33) 3134-0209
www.corghi.com

Botec, S.A. de C.V.
Cuautitlan Izacalli, Mexico
+52 (55) 5893-1439
www.botec.com.mx

Askoll Engineering S.A. de C.V.
Coahuila, Mexico
www.appliance.askoll.com/en

Food Technology
Arneg Canada Inc.
Lacolle, Québec
450-246-3837
www.arneg.ca

Bravo Coffee Group LTD
Richmond, BC
604-232-9272

Saeco Ontario
Toronto, ON
416-256-9191
www.saeco.co

Bigpaper America Inc.
Mississauga, ON
905-266-0714
www.bigpaper.ca

Elco Motors Inc.
Candiac, QC
450-633-1515

Belshaw Brothers Inc./Adamantic
Auburn, WA
206-322-5474
www.belshaw-adamatic.com

Café del Mundo
Anchorage, AK
907-562-2326
www.cafedelmundo.com

Pavan USA Inc.
Emigsville, PA
717-767-4889
www.pavan.com

Risco USA Corporation
South Easton, MA
508-230-3336
www.riscousa.com

Ali Group North America Corp.
Winston-Salem, NC
336-661-1556
www.aligroup.it

Arneg USA LLC
Lexington, NC
336-956-5300
www.arnegusa.com

Arol USA Inc.
Suwanee, GA
678-318-1290

Beverage-Air Corp.
Winston-Salem, NC
336-245-6400
www.beverage-air.com

Braibanti Group Corp.
Secaucus, NJ
201-864-6606

Bravo North America
Charlotte, NC
949-212-9787
www.bravonorthamerica.com

Burlodge USA Inc.
Winston-Salem, NC
336-776-1010
www.burlodgeusa.com

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Carle & Montanari USA Inc.
Raleigh, NC
919-664-7401
www.carle-montanari.com

Champion Industries Inc.
Winston Salem, NC
336-661-1556

Coldelite Corp. of America
Winston-Salem, NC
336-661-9893

Desco USA
Countryside, IL
708-588-1099
www.descousa.com

Elmeco USA LLC
New Orleans, LA
504-248-5759
www.elmeco.com/en

Gamma Meccanica North America,
Innovation Recycling Solutions, LLC
Greer, SC
864-675-0775
www.irecyclingsolutions.com

Govoni Sim Bianca Inc.
Houston, TX
713-586-8808
www.gsbimpianti.com

I.F.M. USA, Inc. dba SIRMAN
Franklin Park, IL
847-288-9500
www.ifmusa.com

Moffat Inc.
San Antonio, TX
210-590-9381

Niccolai Dies USA Inc.
Crystal City, MO
636-937-7100

Nuova Distribution USA LLC
Ferndale, WA
360-366-2226

Ocrim America Inc.
Millersville, MD
410-987-3420

Rancilio Group North
America Inc.
Woodridge, IL
630-427-1703
www.rancilio.com

SBC Bottling & Canning
Vernon Hills, IL
847-247-0233

SBS Steel Belt Systems USA Inc.
Elgin, IL
847-931-5264
www.steelbeltsystems.com

Sirman USA Inc.
Franklin Park, IL
847-288-9500

Union Meccancia SpA
Hapeville, GA
404-361-7775
www.uniondc.com

Vitrifrigo America LLC
Pompano Beach, FL
954-979-7737

Marwin Controls Inc.
Cinc.innati, OH
513-533-7340

ACMI Mexico SA de CV
Miguel Hidalgo, DF
+52 55-5264-2854
www.acmispa.com

Carpigiani Corporation
of America
Winston-Salem, NC
336-661-9893
www.carpigiani.com

Grasselli-SSI
Throop, PA
570-489-8001
www.grasselli-ssl.com

IMF North America Inc.
Indianapolis, IN
317-876-9628
www.imfluino.it

Ilpra America
Chalfont, PA
215-822-0600
www.ilpra.com

Arneg LLC
Lexington, NC
336-956-5300
www.arnegusa.com

Tecno Productos, S.A. de C.V.
Del. Tlalplan, México
+52 (55) 5513-6712
www.tecnoproductos.com

San Remo Trade, S.A. de C.V.
Del. Miguel Hidalgo, México
+52 (55) 5341-8339
www.berlingo.com.mx

Grupo Alpha Simet, S.A. de C.V.
Del. Cuauhtémoc, México
+52 (55) 5533-2385
www.grupoalphasimet.com.mx

Diasa Internacional (SAECO)
Ciudad de México, México
+52 (55) 1250-6100
www.diasa.com.mx

Consorcio Eurocon, S.A. de C.V.
Monterrey, NL
+52 (81) 8345-0704
www.eurocon.com.mx

Tecnologia Alimenticia
Col. Hacienda La Machorra, Mexico
+52 (55) 5560-5617
www.tecnologia-alimenticia.com

De Lorenzo of America Corp.
S.A. de C.V.
Col. Nápoles Del. Benito Juárez, Mexico
+52 (55) 5543 4560
www.delorenzo.com.mx

Comercializadora Faema,
S.A. de C.V.
Col. Lomas de Chapultepec, Mexico
+52 (55) 5520 0197
www.faema.com.mx

RR Refrigeración, Sa de C.V.
Col. Ex Hacienda de Cristo, Naucalpan
+52 (55) 5393 3422
www.rr-refrigeracion.com.mx

Italiana de Proyectos, S.A.
San Gregorio Atzompa, Puebla
+52 (222) 283-2370
www.italianadeproyectos.com

Maselli Measurements
de México S.A. de C.V.
León, Guanajuato
+52 (477) 7633623
www.maselli.com

Footwear, Leather Goods and Tanning

Cartigliano de Mexico SA de CV
Leon, GT
+52 477-778-1665
www.cartigliano.com

Forestali de Mexico SA
Guadalajara, JA
+52 33-36-39-10-54
www.forestali.com

Foundry and Metallurgical Machinery

Danieli Canada Inc.
Burlington, ON
905-304-9337
www.danielicorp.com

Fata Aluminum Inc.
Auburn Hills, MI
248-724-7669
www.fataaluminum.com

Lamef America LLC
Doral, FL
305-938-8368
www.lamefamerica.com

CO.MEC. USA
Brighton, MI
810-299-3000
www.comec-usa.com

IMR USA Inc.
Sheboygan, WI
920-208-3601
www.imr.it

Feat Group
Novi, MI
313-701-5560
www.featgroup.com

Ildra North America Inc.
Kokomo, IN
765-459-0085
www.idracasting.com/en

Fata Hunter Inc.
Riverside, CA
951-328-0200
www.fatahunter.com

Galperti Inc.
Houston, TX
713-433 0700
www.galperti.com



Italian solution providers

Prima Power N.A.
Arlington Heights, IL
847-952-6500
www.primapower.com

Varvit USA
Aurora, IL
331-205-7000
www.vescovinigroup.it

Cartigliano de México,
S.A. de C.V.
León, Guanajuato
+52 (477) 7781-796
www.cartigliano.com

Fomex S.A. - Forestali
de Mexico S.A.
Guadalajara, Jalisco
+52 33 36 39 10 54
www.forestali.com

BLP Bronze International LTD.
Toronto, ON
416-444-0403
www.blpbronze.com

Tenova Goodfellow
Technologies Inc.
Mississauga, ON
905-567-3030
www.techint-technologies.com

Tonolli of Canada
Mississauga, ON
905-279-9555

Glass
Bottero Flat Glass Inc.
Kernersville, NC
336-922-5623
www.bottero.com

Blue Tech Montréal Inc.
St-Laurent, QC
514-334-7890

Fenzi North America
Toronto, ON
416-674-3831
www.fenzi-na.com

Goppion Museum Workshop Inc.
Newton, MA
617-297-2546
www.goppion.com

Bleu Tech Montreal Inc.
Laval, QC
450-767-2890
www.permasteelisagroup.com

Fenzi North America
Toronto, ON
416-674-3831
www.fenzi-na.com

Besana Lovati
Whittier, CA
562-696-3607
www.besanalovati.com

Lynch Technologies
Bainbridge, GA
229-400-5630
www.olivotto.it

Besana Lovati Inc.
Whittier, CA
877-423-7262
www.besanalovati.com

Besana Lovati Inc.
Winston-Salem, NC
800-356-8237
www.besanalovati.com

Glaston America, Inc.
Mount Laurel, NJ
856-780-3001
www.glaston.net

Lisec America, Inc.
Burnsville, MN
437-477-4050
www.lisecamerica.com

Lynch Technologies-Bainbridge
Bainbridge, GA
229-248 2345

Optima North America Inc.
Montreal, Quebec
514-645-8998
www.optima-america.com

USA Vincent North America
Oswego, IL
800-239-2902

Z. Bavelloni USA Inc.
Greensboro, NC
336-299-8300

OSAI-USA
Chicopee, MA
413-598-5278
www.prima-na.com

Glaston México, S.A. de C.V.
Guadalajara, Jalisco
+52 (33) 31450-047
www.glaston.net

Marble and Stone
IGM International Granite & Marble Corp
North Bergen, NJ
201-869-5200
www.igmcop.com

Abrasivos Mapelli de México
SA de CV
Puebla, Mexico
+52 (222) 2335-628

Rulmeca Corp.
Wilmington, NC
910-794-9294
www.rulmecacorp.com

Marmo Meccanica USA
Rochester Hills, MI
248-853-9000
www.marmo-na.com

Waterjet USA LLC
Geneva, IL
630-208-1567
www.waterjetusa.com

Pragma Technologies USA
Pompano Beach, FL
954-347-6742

Abmast Ltd.
St-Hyacinthe QC
450-774-4660
www.abmast.com

Metalworking
Technip Canada
Calgary, AB
403-266-2007
www.techint.com

Automator USA
Ashville, OH
740-983-0157
www.automator.com

Marathon Machine Tool Inc.
Houston, TX
281-812-2324
www.marathon-excel.com

C.M.S. Na Inc.
Caledonia, MI
616-698-9970
www.cmsna.com

Carlo Salvi USA Inc.
Sylvania, OH
419-843-1751
www.carlosalvi.it

Cemb USA/BL Systems Inc.
Gainesville, GA
678-717-1050
www.cemb-usa.com

Caorle US Corporation
Elgin, IL
847-697-7705
www.endworkingsolutions.com

EDMS Engineering Design &
Manufacturing Services Inc.
Surgoinsville, TN
423-245-5086
www.saeatgroup.com

Tecmut, S.A. de C.V.
Del. Cuauhtémoc, México
+52 (55) 5533-3919
www.tecmut.com

Marposs S.A. de C.V.
Tlalnepantla, Mexico
+52 (55) 5370 5533
www.marposs.com.mx

Vigel North America Inc.
Taylor, MI
734-947-9900
www.vigel.com

Walter USA LLC
Waukesha, WI
800-945-5554
www.walter-tools.com

Etromex S. de R.L. de C.V.
Salinas Victoria, NL
+52 (81) 8452-8557
www.isil-group.com

For detailed interactive digital map of these Italian Solution Providers in NAFTA, please visit tinyurl.com/ItalianSolutionProviders.

Brovedani Reme México, S.A. de C.V.
Querétaro, Mexico
+52 (442) 2170922
www.brovedani.it

Bassi de México, S.A. de C.V.
Santa Catarina, NL
+52 (81) 8316-6003
www.bassiluigi.com

Disma-Mex, S.A. de C.V.
Ciudad de México, Mexico
+52 (55) 5527-2555
http://www.omagspa.it

Tecmatub S. de R.L. de C.V.
Mitras Centro, NL
+52 (81) 8346 9421
www.cosmos.com.mx/equip/tecmatub

Maccaferri Canada Ltd.
Cambridge, ON
519-623-9990
www.maccaferri.ca

Bonfiglioli North America
Concord, ON
905-738-4466
www.bonfigliolicanada.com

Italpresse Mexicana SA
Queretaro, QE
+52 442-414-8551
www.italpresse.it

Buffoli North America
Hudson, MI
517-320-7770
www.buffoli.us

Caorle USA Corp.
Bartlett, IL
630-289-9654
www.endworkingsolutions.com

CML USA Inc.
Davenport, IA
563-391-7700
www.ercolina-usa.com

Danieli Corporation
Cranberry Township, PA
724-778-5401
www.danielicorp.com

Breton USA
Sarasota, FL
941-360-2700
www.bretonusa.com

Ficep Corp.
Forest Hill, MD
410-588-5800
www.ficepcorp.com

Umbra Cuscinetti Inc.
Everett, WA
425-405-3500
www.umbragroup.it

ATI STELLRAM USA
La Vergne, TN
615-641-4200
www.atimetals.com

Prima Power Laserdyne LLC
Champlin, MN
763-433-3700
www.primapower.com

Monza Corp.
Sparta, NJ
973-940-2900
www.monzesigroup.com

Elesa USA Corp.
Twinsburg, OH
330-405-1300
www.elesausa.com

2L Technologies LLC
Chicago, IL
312-666-8414
www.tajmac-mtm.it/ENG/gruppo.html

CDS Cam Drive Systems Corp.
Sparta, NJ
973-300-0090

Comau Inc.
Southfield, MI
248-353-8888
www.comaulnc.com

Davi Inc.
Loves Park, IL
815-282-8550
www.davi.com

DMG Chicago Inc.
Itasca, IL
630-227-3900
www.dmgamerica.com

DMG Los Angeles Inc.
Cypress, CA
714-527-4981
www.gildemeister.com

Faccin USA Inc.
Tampa, FL
813-664-8884
www.faccin.com

Faccin USA Inc.
Ruskin, FL
813-664-8884
www.faccin-usa.com

Fata Hunter Inc.
Riverside, CAS
951-328-0200
www.fatahunter.com

Fidia Co.
Troy, MI
248-680-0700
www.fidia.com

FOM USA
Medina, OH
234-248-4400
www.fomgroupusa.com

FPT North America Inc.
Livonia, MI
734-466-8555
www.fptna.com

Gasparini North America Inc.
Westlake, OH
440-835-2580
www.gasparininorthamerica.com

Gerardi USA LLC
Huntley, IL
847-515-3234
www.gerdiusa.com

Jobs Inc.
Fenton, MI
810-714-0522
www.jobs.it/eng

Marcegaglia USA
Munhall, PA
412-462-2185
www.marcegaglia-usa.com

Marposs Corporation
Auburn Hills, MI
248-370-0404
www.marposs.com

Marsilli North America
Owings Mills, MD
410-654-2425
www.marsilli.com

Meccanica Nova Corporation
Troy, MI
248-588-2900
www.novagrinders.com

MFT - Metal Forming Technology
Chesterfield, MI
586-949-4056
www.gnutticirillo.com

OMLAT USA LLC
Elk Grove Village, IL
847-545-9265
www.omlat.com

Pelliconi Florida, LLC
Orlando, FL
407-855-9284
www.pelliconi.com

Porta North America Inc.
Newington, CT
860-665-9996
www.porta-solutions.com/en

Porter Service Inc.
Palatine, IL
847-353-8088
www.dromont.com/en

Prima Electro North America Inc.
Chicopee, MA
413-598-5200
www.primaelectro.com

Prima Laserdyne Inc.
Champlin, MN
763-433-3700
www.prima-na.com

Italian solution providers

Prima North America - Laserdyne Systems Champlin, MN 763-433-3700 www.primapower.com	Zanasi USA Brooklyn Park, MN 763-593-1907 www.zanasiusa.com	Oto Mills USA Inc. Wheaton, IL 630-690-7805 www.otocompany.com	Sytrama USA Windsor, CT 860-298-8400 www.sytrama-usa.com
Salvagnini America Inc. Hamilton, OH 513-874-8284 www.memry.com	Alupress LLC Laurens, SC 864-354-9991 en.alupress.com/home-page	Pietro Carnaghi Inc. Sparta, NJ 973-300-5842 www.pietrocarnaghi.it/en	Tacchi USA Inc. Rockton, IL 815-624-8005 www.tacchiusa.com
Samp USA Inc. Williamsport, MD 301-223-8584	BLM Group USA Co. Wixom, MI 248-560-0080 www.blmgroupp.com	Vezzani USA Inc. Peachtree City, GA 770-487-3907 www.vezzani.biz	Ingersoll Machine Tools Inc. Rockford, IL 815-987-6012 www.imtalnc.com
Schnell Parts & Services Denver, CO 303-371-3799 www.schnell.it	CR Electronic USA Inc. Seabrook, NH 603-474-5600	ZPS America LLC Indianapolis, IN 847-487-4353 www.zpsamerica.com	Kasper Machine Company Madison Heights, MI 248-547-3150 www.imsdeltamatic.it/english/fr_group_5.htm
SMW Autoblock Corp. Wheeling, IL 847-215-0591 www.smwautoblok.com	Crippa USA LLC Geneva, IL 630-659-7720	Davi Inc. Dallas, TX 972-661-0288 www.davi.com	Losma Inc. Sparta, NJ 973-300-1044 www.losma.com
Speroni USA Inc. Chicago, IL 312-674-4747 www.speronispa.com	Foroni Metal of Texas Inc. (FMT Inc.) Houston, TX 713-961-1816 www.foronispa.com	Ficep Corporation Forest Hill, MD 410-588-5800 www.ficepcorp.com	Mandelli Inc. Southfield, MI 810-799-8224 www.riello sistemi.it
Star Su, LLC Hoffman Estates, IL 847-649-1450 www.star-su.com	Iemca Giuliani Macchine USA Inc. Charlotte, NC 704-583-8341 www.iemca.us	Monzese Group Sparta, NJ 973-940-2900 www.monzesigroup.com	Mape USA Inc. Cambridge, MN 763-237-1500 www.mape.it
Star-Su LLC Farmington Hills, MI 248-474-8200 www.star-su.com	Imt America Inc. Reseda, CA 818-705-1741 www.imtworldwide.com	Precision Dormer Crystal Lake, IL 815-459-2040 www.precisiondormer.com	Maselli Measurements Inc. Stockton, CA 209-474-9178 www.maselli.com
Tekna USA Corp. Crystal Lake, IL 877-477-4840 www.teknausa.com	M.G. Mini Gears Inc. Virginia Beach, VA 757-233-7000 www.gear-world.com	Salvagnini America Hamilton, OH 513-874-8284 www.salvagnini.com	Mattei Compressors Inc. Randallstown, MD 410-521-7020 www.matteicomp.com
Teksid Aluminum Components Southfield, MI 248-624-3206 www.teksid.com	Officine Piccini USA Miami, FL 786-389-8185 www.officinepiccini.it/index_en.htm	Schnell Parts & Services Inc. Commerce City, CO 303-371-3799 www.schnell.it	Monteferro America Orangeburg, SC 204-222-2142 www.monteferro.com
The Sertom Group North America, LLC Roscoe, IL 815-904-1666 www.tsgnorthamerica.com	OMCG North America Inc. Bensenville, IL 630-860-1016 www.omcg.com/en	Star-Su LLC Hoffman Estates, IL 847-649-1450 www.star-su.com	Navalimpianti USA Inc. Ft. Lauderdale, FL 954-585-7041 www.navim.com

For detailed interactive digital map of these Italian Solution Providers in NAFTA, please visit tinyurl.com/ItalianSolutionProviders.

Oli NA
Duluth, GA
770-622-1494
www.olivibrator.com

Pama, Inc.
Elgin, IL
847-608-6400
www.pama.us

SMW-Autoblok Corp.
Wheeling, IL
847-215-0591
www.smwautoblok.com

Tecnomatic North America Ltd.
Elk Grove Village, IL
847-830-6666
www.tecnomatic.it/home.htm

Said Inc.
Auburn Hills, MI
248-365-4042
www.saidtools.com/en

Maccaferri Canada LTD
Dartmouth, NS
902-468-8615
www.maccaferri-canada.com

JEBCO Manufacturing
Colborne, ON
905-355-3757
www.jebcomfig.ca

Lofthouse
Burk's Fall, ON
705-382-3637
www.lofthouse.ca

Maccaferri Canada LTD
Cambridge, ON
519-623-9990
www.maccaferri.ca

Parpas America Inc.
Windsor, ON
1-800-831-9092
www.parpasamerica.com

Gnutti Ltd.
Huron Park, ON
519-228-6685 ext.312
www.gnutti.ca

Feat Industrial Forgings Inc.
Montréal, QC
514-489-4786
www.featforgings.com

Maccaferri Canada LTD
Blainville, QC
450-420-1845
www.maccaferri-canada.com

MCM Canada
Laval, QC
450-627-1414

Metra Systems
Laval, QC
450-629-1806
www.metracanada.com

Ressource Itaminéraque LTEE
Montréal, QC
514-861-2332
www.sgfqc.com

Packaging
Piovan Canada
Mississauga, ON
905-629-8822
www.piovan.com

Tradimport de México,
S.A. de C.V.
Del. Benito Juárez, México
+52 (55) 5559-6277
www.titmex.com

Testelli Ingeniería, S.A. de C.V.
Del. Miguel Hidalgo, Mexico
+52 (55) 5596-9169
www.testelli.com/testelli.swf

Ronchi de México, S.A. de C.V.
Del. Cuauhtémoc, Mexico
+52 (55) 5208-0302
www.ronchidemexico.com

Grupo Usvac, S.A. de C.V.
Del. Benito Juárez, Mexico
+52 (55) 5682-5114
www.mnmetalnova.it/index_eng.htm

Campak México S.A. de C.V.
Ciudad de México, Mexico
+52 (55) 53351995
www.campak.com.mx

Weightpack Mexico
Naucalpan, Mexico
+52 (55) 5343 1353

SMI Centroamericana
S.A. de C.V.
Ciudad de México, Mexico
+52 (55) 53569072
www.smigroup.it

Tecparma Mexicana, S.A. De C.V.
Fraccionamiento San Gil., San Juan del
Río
(427) 2710842
www.tecparmamexicana.com.mx

Abrigo Industrial Machine Inc.
Brantford, ON
519-759-5972
www.abrigolnc.ca

Beckhoff Automation LLC
Savage, MN
952-890-0000
www.beckhoff.com

PE USA Inc.
Cincinnati, OH
513-771-7374
www.pe-us.com

Schmersal Inc.
Tarrytown, NY
914-347-4775
www.schmersalusa.com

SEW-Eurodrive Inc.
Lyman, SC
864-439-7537
www.seweurodrive.com

Sorma USA
Visalia, CA
559-651-1269
www.sormausa.com

Guala Dispensing Mexico
SA de CV
Silao, GT
+52 472-722-6930
www.gualadispensing.com

Askoll Mexico SA de CV
Ramos Arizpe, CO
+52 844-488-8621
www.askoll.com

Aetna Group USA
Duluth, GA
678-473-7896
www.aetnagroupusa.com

B&R Industrial Automation Corp.
Roswell, GA
770-772-0400
www.br-automation.com

Colimatic USA Inc.
Irvine, CA
949-600-6440
www.colimaticusa.com

Cama USA Inc.
Deerfield, IL
847-607-8797
www.camagroup.com

Colimatic USA Inc.
Irvine, CA
714-835-0987
www.colimaticusa.com

Elettric 80 Inc.
Skokie, IL
847-329-7717
www.elettric80.com

Fres-Co System USA Inc.
Telford, PA
215-721-4600
www.fresco.com

Fres-Co System USA Inc.
Red Oak, IA
712-623-8100
www.fresco.com

GIMA Advanced Technology Inc.
Elk Grove Village, IL
847-952-9329
www.gima.com

IMA North America Inc.
Leominster, MA
978-537-8534
www.gima.com/en

IMA North America Inc.
Mundelein, IL
847-247-0182
www.ima-na.com/

Italian solution providers

Iman Pack Inc.
Farmington Hills, MI
248-522-7424
www.imanpack.it/Default.aspx

Lanfranchi North America Inc.
Tampa, FL
813-901-5333
www.lanfranchigroup.com/eng

M G America Inc.
Fairfield, NJ
973-808-8185
www.mgamerica.com

Molins Richmond Inc.
Richmond, VA
804-329-9081
www.molins.com

M V-USA
Elkhorn, WI
262-723-8885
www.omvusa.com

Ocme America Corp.
Ft. Lauderdale, FL
954-318-7446
www.ocmeusa.com

Pemco Inc.
Sheboygan, WI
920-458-2500
www.pemco-solutions.com

Ronchi America LLC
Hiram, GA
770-445-0611
www.ronchiamerica.com

S.I.T. Indeva Inc.
Charlotte, NC
704-357-8811
www.sit-indeva.com

Sacmi USA Ltd.
Des Moines, IA
515-276-2052
www.sacmiusa.com

Sitma USA Inc.
St. Paul, MN
651-222-2324
www.sitmausa.com

SMI USA Inc.
Atlanta, GA
404-304-9874
www.smigroup.it/

Zerand Corp.
New Berlin, WI
262-827-3800
www.zerand.com

Bucci Industries USA Inc.
(was Giuliani Co)
Charlotte, NC
704-583-8341
info@bucci-industries.us

Concetti North America Corporation
Hoscton, GA
855-524-0660
www.concettinorthamerica.com

Weightpack Spa
Pawathan, VA
804-598-4512
www.weightpack-na.com

AES Sorma Ltd.
Reno, NV
775-852-1114
www.aes-sorma.com

BDM Inc.
Kansas City, KS
913-254-1133

Bernal Inc.
Rochester Hills, MI
248-299-3600
www.bernalrotarydies.com

C&D Skilled Robotics Inc.
Beaumont, TX
409-840-5252
www.cdrobot.com

Camozzi Pneumatics Inc.
McKinney, TX
972-548-8885
www.camozzi-usa.com

Cassoli USA Corp.
Bingham Farms, MI
248-642-5200
www.cassoli.com

Cavanna Packaging USA Inc.
Duluth, GA
770-688-1501
www.cavanna.com

Combi P.S. LLC
Canton, OH
330-456-9333
www.combi.com

CT Pack USA
Chicago, IL
773-722-1900 Ext. 321
www.ctpack.com

Cy Laser LLC
Geneva, IL
630-208-1931
www.cy-laser.com

D.P.R. LLC
Charleston, WV
304-347-4377
www.dpr-llc.com

Eaton Center
Cleveland, OH
440-523-4205
www.eaton.com/Eaton/index.htm

G.D USA Inc.
Richmond, VA
804-794-9777
www.gidi.it/en/home

ILAPAK Inc.
Newtown, PA
215-579-2900
www.ilapak.com/index.php#.UuvRez1dViM

Iman Pack Sigma Systems Inc.
Farmington Hills, MI
248-522-7424
www.imanpack.it

MPM Marchesini Packaging
Machinery Inc.
West Caldwell, NJ
973-575-7445
www.marchesini.com

Phoenix Contact
Middletown, PA
800-888-7388
www.phoenixcontact.com/

Pilz Automation Safety L.P.
Canton, MI
734-354-0272
www.pilz.com/en-US

PRB USA Inc.
Englishtown, NJ
732-972-5200

Scaglia America Inc.
Charlotte, NC
704-357-8811

Seda International Packaging
Racine, WI
www.sedagroup.org

SICK Inc.
Minneapolis, MN
800-235-7425
www.sick.com/us

Strand-Tech Martin Inc.
Summerville, SC
843-873-3331
www.strandtech.com

System Logistics Corp.
Lewiston, ME
678-495-1130
www.systemlogistics.com

System Logistics Corp.
Grand Rapids, MI
616-301-1921
www.systemlogistics.com

Tetra Pal Inc.
Vernon Hills, IL
847-955-6000
www.tetrapak.com/us

Unitec USA Universal Technologies Inc.
Wenatchee, WA
509-888-9938
www.eng.unitec-group.com

Unitec USA Universal Technologies Inc.
Lodi, CA
209-369-6200
www.eng.unitec-group.com

Zambelli USA LLC
Pittsburgh, PA
412-824-9212
www.zambellitech.com

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Zambelli USA LLC
Clearwater, FL
727-461-1818; 770-656-4621
www.zambelli.us

Zecchetti USA, LLC
Safety Harbor, FL
727-725-1968
www.zecchettiusa.com

Plastics and Rubber

Amut North America
Vaughan, ON
905-761-9400
www.amut.it

Mondo America Inc.
Laval, QC
450-967-5800
www.mondoworldwide.com

Vibac
Montreal, QC
514-640-0250
www.vibac.com

Ifta Canada Inc.
Penticton, BC
250-496-5155

Moldpro
Burlington, ON
905-335-3364
www.moldpro.com

HRS Hot Runner Systems North America Inc.
Windsor, ON
519-973-0212 x32
www.inglass.it

Piovan Canada LTD
Mississauga, ON
905-629-8822
www.piovan.com

Alfa Gomma Canada
St. Laurent, QC
514-333-5577
www.alfagomma.ca

Finproject N.A. Inc.
Québec, QC
418-687-5185
www.finproject.ca

Global Net
Guadalajara, Jalisco
+52 (33) 3631-3199
www.tenax.com.mx

Equipo y Tecnología Italiana, S.A. (EQTEC)
Del. Miguel Hidalgo, Mexico
+52 (55) 5250-7300
www.eqtec-italiana.com

Bazzica - Promass América
S.A. de C.V.
Matamoros, Tamaulipas
+52 (868) 812-8044
www.promass.com

Mexicannon S.A. de C.V.
Tlalnepantla, Mexico
+52 (55) 5382 4869
www.mexicannon.com

OMV USA Inc.
Elkhorn, WI
262-723-8885
www.omvusa.com

Plastic Systems North America
Weston, FL
954-349-0486
www.plasticsystems.it

Automa North America
Buffalo, NY
800-330-1338

CMG America Inc.
Clio, MI
810-686-3064
www.cmg-america.com

Cofit America
Palm City, FL
772-215-8087

Crizaf Automation System
Jackson Center, OH
800-452-5317

Doteco Inc.
Dalton, GA
706-529-8787
www.doteco.com

Gefit Livernois Engineering
Livonia, MI
734-464-7000
www.livernois.com

Gefran Inc.
Charlotte, NC
704-329-0200
www.gefran.com

Green Box America Inc.
Bensenville, IL
630-616-5400
www.greenboxamerica.com

Hirsch USA Inc.
Peachtree City, GA
770-632-6484

HRS Flow South Carolina
Greenville, SC
864-590-4024

Instron Corp.
Norwood, MA
800-877-6674
www.instron.com

Macchi North America Inc. Dalton, GA
678-450-8170
www.macchi.it

OMSO North America Inc.
Erlanger, KY
859-282-6676
www.omso.it

OMSO Spa
Allendale, NJ
201-825-4641

Star Automation Inc.
Menomonee Falls, WI
262-253-3550
www.starautomation.com

Tecnomagnete Inc.
Sterling Heights, MI
586-276-6001
www.tecnomagnete.com

Elesa USA Corp
Twinsburg, OH
330-405-1300
www.elesausa.com

Negri Bossi North America
New Castle, DE
302-328-8020
www.negribossi.com

Gefran Inc.
Winc. hester, MA
888-888-4474
www.gefran.com

Emerson Industrial Automation
Chino, CA
866-765-8744
www.solusii.com

Emerson Industrial Automation
Florence, KY
859-342-7900
www.emerson-ept.com

Frigel North America
East Dundee, IL
847-540-0160
www.frigel.com

Mazzer Industries Inc.
Rochester, NY
585-247-0311

SIPA North America Inc.
Atlanta, GA
404-349-3966
www.sipa.it

Tria USA
Charlotte, NC
877-505-8742
www.triaamerica.com

American Jet Stream Inc.
East Brunswick, NJ
732-254-1808

Maris America Corp.
East Brunswick, NJ
732-254-0782
www.marisamericacorp.com

Mecondor LLC
Winchester, KY
859-745-0100

Megadyne America LLC
Charlotte, NC
704-583-5388
www.megadyneamerica.net

Menegatto America Inc.
Monroe, NC

Italian solution providers

Negri Bossi, North America
New Castle, DE
302-328-8020
www.negribossiusa.com

PPI Polyurethane Process Industries, LLC
Greensburg, PA
724-691-0551
www.pu-process.com

SBS Steel Belt Systems USA Inc.
Elgin, IL
847-931-5264

Sergood Corp.
Cranberry Township, PA
724-772-5600
www.cannonusa.com

Siapi America Inc.
Norcross, GA
678-892-7200

Siapi America Inc.
Norcross, GA
770-778-7890
www.siapi.it/home_eng.html

Zoppas LLC
Cookeville, TN
931-526-3351
www.zoppas.com

Costarelli USA Inc.
Miami, FL
305-592-6668
www.costarelli.com

**Printing, Graphic,
and Converting**
Bonetti Canada Inc.
Trois-Rivières, QC
819-594-2322
www.bonetti.com

Comer Tech North America
Dorval, QC
514-631-7226
www.comer-tech.com

Cristini d'Amérique du Nord
Lachute, QC
450-562-5511

Rossini North America LLC
Suwanee, GA
678-482-0835
www.rossini-na.com

Nordmeccanica NA, Ltd.
Edgewood, NY
631-242-9898
www.nordmeccanica.com

Toscotec North America
Green Bay, WI
920-530-7747
www.toscotec.com

Uteco North America
Kennesaw, GA
770-427-4100
www.utecona.com

Futura North America Inc.
Alpharetta, GA
678-527-0899
www.futuraconverting.com

Gambini America Inc.
Green Bay, WI
920-445-1402
www.gambinispas.com

Bonetti Steel Co. Inc.
Sturtevant, WI
414-886-4400
www.bonetti.com

CMC Cevenini Usa LLC
Elkridge, MD
410-796-7944
www.cmccevenini.com

Fosber America Inc.
Green Bay, WI
920-339-6100
www.fosber.com

Goldenrod Corp.
Beacon Falls, CT
203-723-8230
www.goldrod.com

Tissue Excellence Center Inc.
Appleton, WI
920-830-9723
www.tissueexcellencecenter.com

Prati Automation
Clarksville, IN
812-283-8963
www.praticautomation.com

Agnati America Inc.
Conyers, GE
770-918-0609

American Pizzi Offset Corp.
New York, NY
212-986-1658

C.B.T. USA Inc.
Greensboro, NC
336-854-0201
www.cmtusa.com

C.M.C. Cervenini Converting Machinery
USA Inc.
Elkridge, MD
410-796-7944

Elettra North America
Niles, IL
847-410-6300
www.elettra-na.com

Fabio Perini North America Inc.
Green Bay, WI
920-336-5000
www.fabio-perini.com

Marcode Inc. dba Zanasi USA
Brooklyn Park, MN
763-593-1907
www.zanasiusa.com

North American Cerutti Corporation -
Zerand Div.
New Berlin, WI
262-827-3800
www.cerutti.com

Omet Americas Inc.
Des Plaines, IL
847-376-8283
www.ometamericasinc.com

Perini America Inc.
Green Bay, WI
920-336-5000
www.fabioperini.com/en

Tekno N.A. Inc.
Loganville, GA
770-466-1890

Textile Machinery
Marzoli International Inc.
Spartanburg, SC
864-599-7100
www.marzoli.com

Algotex Inc.
Montréal, QC
514-582-9394
www.algotex.com

Celli International
Coral Springs, FL
954-225-2180
www.acelli.it

Bierrebi International
Greenville, SC
864-234-5992
www.bierrebi.it

Atex USA
Gainesville, GA
770-536-7272
www.atex-spun.com

SSM Americas Corp.
Alpharetta, GA
706-418-4112
www.ssm.ch

Comez North America Ltd.
Hickory, NC
828-322-7027
www.comez.com

Jacob Muller of America Inc.
Charlotte, NC
704-394-3135
www.comez.com

North America Comez Ltd
Hickory, NC
828-322-7027
www.comez.com

Unitech Textile Machinery
America [BTM] Inc.
Burlington, NC
910-229-6441

For detailed interactive digital map of these Italian Solution Providers in NAFTA, please visit tinyurl.com/ItalianSolutionProviders.

Sulzer Textile
Spartanburg, SC
864-585-5255
www.itemagroup.com

Brazzoli of The Americas Inc.
Monroeville, PA
412-856-1850

GTC - Technologies Inc.
Rock Hill, SC
803-324-0494

Henderson
Machinery Inc.
Greensboro, NC
336-668-0801
www.hendersonmachinery.com

Itema America Inc.
Spartanburg, SC
864-585-5255
www.itemausa.com

Plantex Machinery Inc.
Dalton, GA
706-226-9400

International Tessile Giamminola México
(ITG México)
Puebla, Mexico
+52 (222) 2220-903
www.giamminola.it

Blutec, S.A. de C.V.
Puebla, Mexico
+52 (222) 8888-624
www.blutec.com.mx

Rimoldi México S.A. de C.V.
Ciudad de México, Mexico
+52 (55) 578 1900

Comez de México
Ciudad de México, Mexico
+52 (55) 53682951

Fadis Latin America
Ciudad de México, Mexico
+52 (55) 32225952

SAMATEX Representaciones,
SA DE CV
Col. Vertiz Navarte, Mexico
(55) 56048812
info@samatex.com.mx

Woodworking Machinery

Biesse Canada Inc.
Montreal, QC
800-598-3202
www.biessecanada.com

SCM Group Canada
Mississauga, ON
905-670-5110
www.cooperhorton.com

Biesse Canada Inc.
Terrebonne, QC
450-477-0484
www.biessecanada.com

Giben Canada Inc.
Weir, QC
819-687-3234
www.giben.com

Euromercado, SA de CV
Del. Cuauhtémoc, Mexico
+52 (55) 5588-0067

CMS North America Inc.
Caledonia, MI
616-698-9970
www.cmsna.com

IMAL Inc.
Marietta, GA
770-937-9301
www.imal.it

Giben America Inc.
Norcross, GA
770-448-9140
www.giben.com

Italpresse USA Inc.
Punta Gorda, FL
888-743-8505
www.italpresse.com

Freud USA Inc.
High Point, NC
336-434-3171
www.freudtools.com

SCM Group Mexico
Zapopan, JA
+52 33-1368-1050
www.scmgroupna.com

CMT USA Inc.
Greensboro, NC
336-854-0201
www.cmtusa.com

Friulmac Inc.
Hickory, NC
828-327-6265
www.friulmac.it

Giardina Finishing Systems
USA Inc.
Louisville, KY
502-361-1003
www.giardina group.com

Delle Vedove USA
Charlotte, NC
704-598-0020

Molemab Abrasives USA Inc.
Queensbury, NY
800-962-2226
www.molemab.us

Omgal Inc.
South Bend, IN
574-243-0120
www.omgallnc.com

Delmac Machinery Group Inc.
Greensboro, NC
336-854-1211

Far East Trading
Wilsonville, OR
503-515-4893
www.fareasttradin.co

GABCO/Masterwood
Parts & Service USA
Westland, MI
877-921-9800
www.mw-ps-usa.com

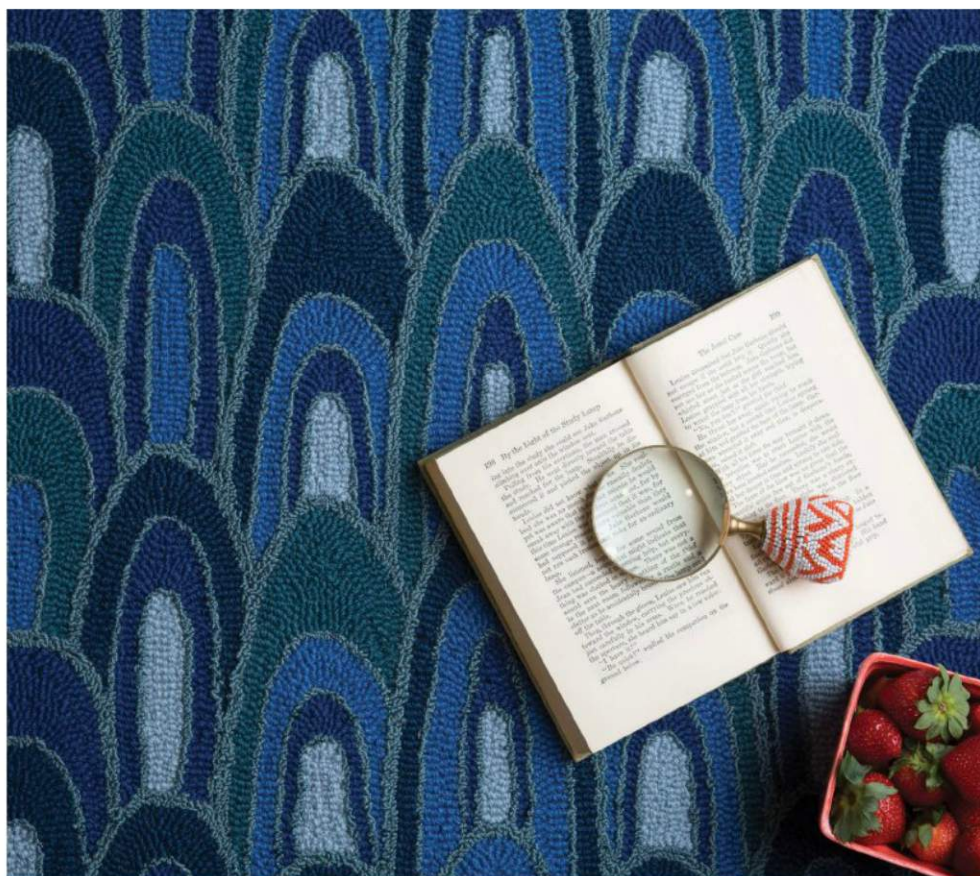
IMAL Inc.
Marietta, GA
509-855-3411
www.imalna.com

SCM Group North America Inc.
Duluth, GA
770-813-8818
www.scmgroup-sua.com

Superfici America Inc.
Concord, NC
704-875-8751
www.superficiamerica.com

Tecno MBM- Epoch Stone Inc.
Riviera Beach, FL
561-881-5633

Imeas Inc.
Peachtree City, GA
678-364-1900
www.imeasusa.com



*The Scott Group (Grand Rapids, MI) uses dyeing machines from **Cubotex Srl** (www.cubotex.it) in Milan to color some of its luxury yarns to make high-end floor coverings.*

Making Everyday Things Better and Local

North American manufacturing is back on a growth trend, and Italian machine producers are helping bring about the resurgence.

When Scott Group Custom Carpets decided to stop outsourcing all dyeing of wool, silk and wool-cashmere blend yarns it uses to make floor coverings and, instead, bring the operation in-house in order to grow their business, they contacted three Italian companies to find the machines they needed. The Grand Rapids, Michigan-based company (www.scottgroup.com) had been sending all of its luxurious yarns to a firm elsewhere in the United States for color processing.

Scott Group, a leading player in making high-end floor coverings for aircraft, commercial, hospitality, yacht and residential

settings — including the White House — eventually purchased the machinery from **Cubotex Srl** (www.cubotex.it) in Milan.

“It was a quality service proposition,” says Michael Ruggeri, president of Scott Group. “They demonstrated a willingness to work with us.”

The Scott Group is one example of North American manufacturing rebounding from a worldwide upheaval in economic markets. As President Barack Obama reminded Congress in his annual State of the Union address, there has been record demand for American-made products over the past 46 months that’s added about 600,000 jobs among American manufacturers.

Certain industry sectors — for example, luxury carpet makers

“We try to develop partnerships with our customers and we cooperate with them to develop an innovative product or process. I think they appreciate finding something new with Cormatex.”

Luca Querci, Sales Manager, Cormatex

like the Scott Group — are seeing truly significant growth, and Italian machine producers are contributing to it. These producers are uniquely positioned to do more, and in a variety of sectors.

Not only are Italian machine manufacturers providing novel approaches to help improve a host of industrial processes in textiles, they're also utilizing innovative approaches to produce leather and leather goods and boost North America's gigantic food production sector. In fact, the Italians are going the extra mile in the United States to provide the best possible manufacturing setup services, and it is making a real difference.

The Scott Group's experience is an excellent example. The firm's goal was to find a customized installation that would accommodate an unusually wide range of yarn hank weights, from 0.33 to 1500 lb. (0.1 to 680 kg). It also needed a radiofrequency dryer, and special carriers for the unusual weights of fiber to be dyed.

“So what we made was a completely customized installation,” says Giuseppe Bolzoni, Cubotex's president. “We had to increase the size of the pumps on the machines and make them taller to accommodate the long hanks.”

Bolzoni sent one of his technicians to Grand Rapids in July 2013 for the 10-day installation of seven machines, and the process went off without a hitch.

The resulting in-house dyeing operations are going “flawlessly,” Scott Group's Ruggeri says.

Other niche manufacturers are also creating demand for Italian manufacturing machines.

Cormatex Srl (www.cormatex.it), a family-owned business based in Prato, Italy, is meeting that demand by producing complete manufacturing lines for non-woven and technical textiles. Its lines, which can cost \$5.4 million or more, produce geotextiles at Global Felt Technologies, LLC's facility in Union, South Carolina that reduce erosion on riverbanks and increase drainage below asphalt-paved roads.

Cormatex also helped the Chicago Metallic Corporation (www.chicagometallic.com), based in Chicago, develop a unique, dry process to manufacture ceiling tiles.

“We try to develop partnerships with our customers and we cooperate with them to develop an innovative product or process,” explains Luca Querci, Cormatex sales manager. “I think they appreciate finding something new with Cormatex.”

But where Cormatex really shines is in its machinery for products used to make paper. Cormatex machines are used to produce very large sheets of non-woven felt — 16 yards wide — used to help remove the water from wood pulp during the paper-making process.

Asten Johnson (www.astenjohnson.com), a paper-making company in Charleston, South Carolina, installed a Cormatex line in 2005 and updated it in 2013. The company likes the line; plans are already on the books for further updates in 2014, Querci says.



Cubotex Srl (www.cubotex.it) machinery allows for high penetration and the best level of yarn preservation.

Meanwhile, Bolzoni and Querci's professional group, **The Association of Italian Textile Machinery Manufacturers (ACIMIT)** (www.acimit.it), reinforces the role their companies play in the North American textile manufacturing industry. The president of the 160-member association, Raffaella Carabelli, says there's definitely room for growth.

“Despite the encouraging signs of a recovery for the textiles industry in the United States over the past two years, the demand for machinery in the US market has decreased in terms of volume, compared to 10 years ago,” Carabelli says. “However, it remains important for niche production areas, especially those



Horween Leathers (Chicago, IL) must use wood tanning drums like these, which come in pieces in order to fit them into their 1905 building.

involving innovative technical textiles applied to the automotive, aerospace and geotextile sectors.”

ACIMIT members make Italy the fourth largest exporting country for textile machinery, preceded by Germany, China and Japan. The Mediterranean country enjoys an 11% market share of all exports, according to figures supplied by the association. The United States is Italy’s fifth largest export market for textile machinery.

Italian textile machinery makers exported \$147 million worth of their products in 2012 to NAFTA countries, 13% more than the previous year, and more than twice the average growth rate for exports to NAFTA countries from 2008-2012, which was 5.9%.

Overall, Italy’s machine manufacturing export market represents 83% of the \$3.3 billion Italian textile machinery sector, which is made up of 300 companies that employ 11,400 workers.

Chocolate market wrapped up

Buy chocolate from any of the big three producers in the United States — Hershey’s (www.hersheys.com), Mars (www.mars.com) or Nestle (www.nestle.com) — and you can bet that **Carle & Montanari-OPM SpA’s** (www.cm-opm.com) machines were used to make and package it. The same goes for high-end chocolate producers such as Godiva (www.godiva.com), Lindt (www.lindt.com) and Ghirardelli (www.ghirardelli.com).

“In chocolate, you could say that our company has the most extensive product line in the world,” says John Hrivnak, director of sales for Carle & Montanari-OPM USA (www.cm-opm.com). “Our equipment program in chocolate machinery spans the entire process, from cocoa beans all the way through palletizing out the door.”

Hrivnak’s sales “area” is quite large — all of the United States and Canada.

He estimates there are 1,000 Carle & Montanari cocoa processing, chocolate preparation, molding, wrapping and

packaging machines in the two countries. The current price for an individual machine ranges from \$100,000 to \$6 million, and it's not unheard of for a complete line to cost \$40 million.

"I quoted one last year for \$20 million," Hrivnak says with a chuckle.

He's been in the confectionery machinery business close to 15 years, and with Carle & Montanari for 10 of them. When the 2008 recession hit, "Everybody went quiet a little bit, although (chocolate) consumption stayed the same," Hrivnak recalls.

Since then, half of Hrivnak's business is for new machines to the mature North American market. The other half of the time, he's working with existing clients who want to refurbish, upgrade or move existing machinery — so-called asset optimization or productivity projects.

A trend in asset optimization is to use the same machinery to produce mini versions of a brand, such as the miniaturization of Reese's Peanut Butter Cups. Both the processing machinery and the packaging processors have to be retooled for those kinds of changes.

Meanwhile, the big market for new machinery is in Asia, Brazil, Mexico and Russia, Hrivnak says.

"Everybody tells me the same thing," he says. "If you're supplying new markets, most of the sales are overseas in the emerging markets."

Nevertheless, Italian exports to the United States of confectionery machines like those produced by Carle & Montanari increased by 47% in 2013 compared with 2012 figures, according to information from the 122-member Italian Association of Machinery and Equipment for Production, Food Processing and Preservation.

In addition to turnkey solutions for cocoa and chocolate, Carle & Montanari-OPM also produces machinery for other candy, bakery products, cosmetics, pharmaceuticals and foods such as cheese, cookies and crackers.

The firm's packaging machines are installed all over the United States, including in manufacturing plants of multinational companies, says Dave Madison, area sales manager (United States and Canada) for packaging at Montanari OPM.

"The group has a lot of experience in specialized product handling," says Madison.

He agrees with Hrivnak that investment in new machinery has made a comeback since the recession. He's currently involved with an installation of two high-speed packaging lines for nutrition bars on the West Coast. Both Madison and Hrivnak declined to be specific about clients, due to confidentiality agreements. But Madison did say that one high-speed line can cost from \$1—\$5 million.

Madison points out that Carle & Montanari has also steadily improved its machinery, employing better controls, motors and software.

"We've made a huge investment in making our software more modular," he says.

When it comes to manufacturing equipment for the food industry, manufacturers' representative John Cullum, of JG Cullum & Co. (Morristown, NJ) considers machines built by one of his clients, **Zambelli Srl** (Bologna, Italy; www.zambelli.it) which are used for bundling secondary and tertiary packaging, to be almost like works of art.

"The equipment itself is elegantly designed," says Cullum, who's been selling Zambelli machines for 10 years. "I sold one to Kraft [Foods Group, headquartered in Chicago] and I had the Kraft engineer crawling all over it and he said 'This is such a simple machine!'"

The Italian-made Zambelli machinery is so popular that of his company's fourth quarter 2013 sales, which totaled \$1 million, \$200,000, or 20%, of the total was for Zambelli machines.

"The equipment itself is elegantly designed. I sold one to Kraft (Foods Group, headquartered in Chicago) and I had the Kraft engineer crawling all over it and he said 'This is such a simple machine!'"

John Cullum, Manufacturing Representative, J.G. Cullum & Co

In addition to Kraft, other companies that use Zambelli bundling machines include PepsiCo (www.pepsico.com), Coca-Cola (www.coca-cola.com), Lea & Perrins (www.leaperrins.com) and Carolina Beverage Group (www.carolinabeveragegroup.com), Cullum says.

Finding a niche in leather

In 2012, Italy's tanning, footwear and leather goods machinery industry included 230 companies employing 4,000 people. Machinery production the same year was \$57 million, including \$46 million in exports, according to figures from the 115-member **National Association of Italian Manufacturers of Machinery and Accessories for Footwear, Leather Goods and Tanning Machinery (ASSOMAC)** (www.assomac.it).

Exports to NAFTA countries dipped from \$29 million in 2010 to \$22 million in 2011, but bounced back to \$29 million in 2012, according to the association. The strongest bounce back was with the United States, where exports in 2012 were \$16 million, a \$6 million increase over 2011's \$10 million.

Even so, the American market has dwindled. Today, the biggest

opportunities for Italian tannery machines and related machinery manufacturers are for sales to American-based companies that have factories offshore; meat packers that have diversified to manufacture so-called “wet blue” leather, which is tanned with chromium sulfate; and niche manufacturers, says Giulio Tanduri, who serves on the board of tanning machinery manufacturer Carlessi Srl, Arzignano, Italy and was president of ASSOMAC from 2007-2011.

One of those niche manufacturers is American Tanning & Leather (Griffin, GA; www.amtan.com), which processes alligator and crocodile hides. Like the luxury carpet maker Scott Group, American Tanning's business has grown substantially in the last five years.

Chris Plott, co-owner of American Tanning, says his company's output has tripled recently: it's processed 30,000 skins each year for the last few years. It used to be 10,000 skins a year.

“We're starting earlier, staying later and taking more risks,” says Plott. “For some reason the luxury market is doing well.”

One of the risks Plott took recently was investing \$300,000 in two new tanning drums and water-dosing equipment from **Italprogetti Engineering SpA** (www.italprogetti.it), in San Romano, Italy. Plott was familiar with the company through trade shows, and is impressed by Italprogetti's polypropylene drums, which are durable and can withstand the caustic chemicals used in the tanning process.

One meat packer that diversified into leather tanning is National Beef Packing Company, established in 1992 in Kansas City, MO. National Beef (www.nationalbeefleather.com) went with Carlessi machinery when it started a wet blue hide processing facility in nearby Kansas City, Missouri in 2009. In a \$24 million plant upgrade in 2010, it was able to increase its wet blue capacity to 30,000-plus hides a week by installing 20 Italian-made drums. At its Liberal, Kansas beef processing plant, National Beef installed an Italian back-to-back green fleshing system to improve the quality of cowhides it sent for tanning.

Other wet blue tanneries are in Iowa, Texas and Nebraska, Tanduri says.

And even though tanneries in the United States may be smaller than in other countries, that doesn't mean the country has gotten out of the finished hide business altogether.

Horween Leathers, in Chicago, has been tanning hides since 1905. The machinery in its building includes tanning drums from **Vallero International Srl** (Turin, Italy; www.vallerointernational.com); a vacuum dryer, shavers and a setting machine from **Rizzi SpA** (Modena, Italy; www.rizzi.it); a roll coater from **Workshops Cartigliano SpA** (Cartigliano, Italy; www.cartigliano.net) and a rotoplating machine from **Barnini Mostardini Srl** (Pisa, Italy; www.barnini.it).

“We're constantly looking for the best available,” says Nick



*This line is used by **Barilla SpA** (www.barillagroup.com) to make pasta in its plant in Mexico.*

Horween, company vice president. “That's basically how we've survived in Chicago.”

The tanned leather from Horween (www.horween.com) goes to make professional footballs, baseballs and other sports-related items, as well as to shoe manufacturers like Wolverine (www.wolverine.com), Timberland (www.timberland.com) and Alden of New England (www.aldenshoe.com), and the Detroit-based luxury watchmaker Shinola (www.shinola.com).

Horween, however, may be the exception rather than the rule.

“Most of the American tanneries have moved their factories abroad,” says Tanduri. “So we sell to American companies who have moved their operations to Mexico, Thailand, China and Hungary.”

A few American tanneries have kept their headquarters in the United States, however. One is Eagle Ottawa, of Auburn Hills, Michigan. Eagle Ottawa (www.eagleottawa.com) primarily serves the automobile interiors industry, and is equipping a new plant in Leon, Mexico with about two dozen Carlessi machines, says Tanduri.

Individual tannery machines can range from about \$40,000 to almost \$700,000, and the cost to equip a new tannery can range from \$3 million to \$20 million, Tanduri says.

Innovations in the tanning process mean manufacturers now favor water-based products instead of noxious solvents and chemicals. And better designs and engineering in tanning machinery have resulted in reductions in energy consumption by up to 40 percent in the last 30 years. In addition, the industry has embraced on-site water treatment plants instead of dumping wastewater into waterways, Tanduri says. 🌍



Fenzi's (www.fenzigroup.com) steel warmedge air spacer, Chromatech Ultra.

Cheap is Expensive in the Long Run

When Carmelite monks in Wyoming needed a stone cutting machine for a new Gothic monastery they're building near Yellowstone National Park, they called Prussiani USA, an affiliate of **Prussiani Engineering Srl** (Bergamo, Italy; www.prussiani.com).

Alex Elzein, director of operations for Prussiani USA (St. Louis, MO; www.prussiani.com), met with the monks in Wisconsin to show them stone-cutting machines at two clients' locations. The religious men chose a New Champion Plus 1300; a Prussiani technician installed the machine in late 2013 and taught the monks how to use it.

Not all of Prussiani's stone cutting and working machines are used for such lofty purposes, however.

About 150 of its machines—the company also makes bridge saws, milling machines, work centers, water jet cutters and lathes—are in use in the United States, mostly to make kitchen countertops, but also to produce ornamental and architectural flourishes for buildings, says Elzein.

Prussiani is among a number of Italian manufacturers who produce equipment to process stone, while others make machines to work glass, control fluids and air, and print and fold paper. Although they are different in many ways, some common themes emerge from their stories.



The ATS is **Mappi's** (www.mappi.it) new horizontal glass tempering furnace.

Foremost among these shared experiences is each company's recognition that if it hopes to grow its business in the NAFTA countries—Canada, Mexico and the United States—it's helpful to establish a presence in North America to provide after-sales installation, service and training.

Also, it is clear that the more successful companies pay attention early on to global markets and spend time and money on innovation.

Clearly a Winner

One of the bright lights in Italy's machinery manufacturing industry is the glass machinery sector.

"Provisional 2013 statistics point to a robust pickup in demand from overseas, particularly for flat glass [machinery]," says Renata Gaffo, general manager of the **Italian Association of Glass Processing Machinery and Accessory Suppliers (GIMAV)** (www.gimav.it).

Statistics Support Gaffo's Claims

The 74 member companies in Gaffo's association produced \$1.6 billion worth of goods in 2012. The companies exported \$1.2 billion worth of machinery and accessories, with 9%, or \$109 million, going to NAFTA countries.

The export market to NAFTA countries for glass-related machinery from GIMAV members increased by 10% in 2012 compared with 2011. Of these, exports to Mexico increased more than 14%, and shipments to the United States increased by 8%.

"The Italian glass processing machinery manufacturers are well known over the world for their reliability and quality" says Gaffo. "Customer care is one of our main duties."

After-sales service and customer care prompted **Mappi International Srl** (Cisterna di Latina, Italy; www.mappi.it) to establish Mappi North America, says owner Nancy Mammaro. Mappi, maker of furnaces for glass tempering and laminating, opened in Chicago in 2007, seven years after it sold its first furnace in the United States. Two years ago, Mappi opened a second United States location, in North Carolina, to help support the owners of the 60 furnaces sold to North American companies so far.

"If it's an Italian machine, it's noted for high quality," says David Devenish, general manager for Fenzi North America (Toronto, ON; www.fenzi-na.com).

Fenzi North America is a subsidiary of **Fenzi SpA** (Tribiano, Italy; www.fenzi.it), maker of spacers, desiccants, hot melt, polyisobutylene and other sealants for insulated glass, as well as mirror and other specialty glass paints. In fact, Devenish says Fenzi is the world's largest producer of polysulfite, which is used to glue glass together.

The "Q word"—quality—peppers Devenish's conversation, whether he's talking about Fenzi's products or Italian machinery in general. For example, he cites the calcium carbonate his company uses to make polysulfite. He buys crushed marble from Vermont, although he could pay less for marble elsewhere.

"We don't cheapen," he says. "I could buy cheap crushed marble, but it would be contaminated."

Another glass machinery manufacturer, **Neptun Srl** (Rovello Poro, Italy; www.neptunglass.com), focuses on technical innovation by dedicating more than 12% of its revenue to finding new ways of doing things. Neptun makes vertical NC work centers, automatic loaders, vertical and horizontal glass washing machines,

double-glazing production lines, and straight-line edgers.

Among its recent innovations: the pads on the conveyors of its straight-line edgers are made of a double-patented material that lasts longer; an option for its straight-line edger machines facilitates installations in out-of-plumb situations because it can take a glass sheet perfectly to square or even take it out-of-square with precision; and an option for its glass washing machines saves up to 70% in electricity costs by automatically employing either one or both of its two blowers as needed.

Solid as a Rock

As co-owner and CEO of a stone-cutting machine company, **GMM SpA** (Toce, Italy; www.gmm.it), Corrado Franzi has his fingers on the numbers that make his firm successful.

Since GMM, a \$1.4 billion company, started 18 years ago it has produced more than 6,500 machines, with 1,001 of them exported to NAFTA countries. About three-quarters of those are in the United States.

"The United States is a great country for us," says Franzi.

GMM opened a location in North Carolina in 2001 because the number of machines in NAFTA countries required a stronger presence.

"If you don't provide after-sales service in real time and with professional people, you lose your reputation in the market," Franzi says. "You have to give up some gross margin [to afford a North American presence]."

"This is the only way to grow."

GMM is a member of Italy's trade association, Confindustria Marmomacchine, representing the Italian marble and stone machinery industries which currently has 180 members, among them makers of machines, tools and equipment for extracting and working natural stone.

The natural stone machinery-manufacturing sector in Italy was a \$1.6 billion industry in 2013, according to the Confindustria

Marmomacchine study center. Worldwide exports in 2013 were about 14% greater than in 2012, at \$1.3 billion, with \$123 million (almost 10%) of all exports going to NAFTA countries.

The largest share of those NAFTA exports was to the United States, at 63%. Exports to Canada were 20% of the total, and Mexico's share was 17%.

Changes in economic conditions and competition from manufacturers in China, Germany, France, Spain, Switzerland and Japan have been game changers for Italian stone machine manufacturers in recent years.

"Nowadays, because of the recession and broadened competition from foreign makers, the primary factors are the real needs of the customer and, above all, price," according to emailed comments from the Confindustria Marmomacchine study center. "Demands from customers all over the world are now very precise and you'll sell only if you offer the customer exactly what he wants, no more and no less, at the lowest price."

Despite the changing market, Italian stone-handling machinery manufacturers continue to focus on a high degree of innovation, superior technology, good post-sales service and a suitable price/quality ratio.

"One of the most important improvements in last few years has been the development of new CNC (computer numerical controlled) centers that offer users the possibility of multiple and complex machining operations," the study center said in an email.

"And in recent years, also to be stressed, is the Italian makers' growing attention to environmental concerns and their consequent design of 'green' machines using recyclable resources, smart materials and bio-energy sources."

Printing & Folding

Although a German invented the printing press, the Italians have made it their own.

"The most important companies for flexography (relief plates)



Omet (www.omet.it) machines print labels and flexible packaging.



*These napkins were printed and folded on **Omet** (www.omet.it) machines.*

and rotogravure (etched plates) technology production are Italian,” says Andrea Briganti, vice-director of the 35-member **Italian Manufacturers Association of Machinery for the Graphic, Converting and Paper Industry (ACIMGA)** (www.acimga.it).

Exports to Mexico and the United States are increasing modestly, he says. In 2013, with an industry-wide production of \$2.8 billion and exports of \$2.3 billion, sales to Mexico and the United States were \$332 million, about the same as 2012 and slightly more than 2011’s \$326 million.

The challenge they all face with overseas markets is having offices local to their customers to provide after-sales service.

“Not all the Italian companies have the economic power to do that,” Briganti says.

But one company that did is **Omet Srl** (Lecco, Italy; www.omet.it). It opened a location in Des Plaines, Illinois in 2013 for service, installation, spare parts, and sales support for its North American agent, Matik Inc (West Hartford, CT; www.matik.com).

Omet, which has 50 installations in NAFTA countries, is banking on its new North American location to help the company grow, says Massimo Bellingardi, marketing coordinator.

One of its installations is a Flexy FX 255 label press at QSX Label Company in Boston (www.qsxlabels.com).

“We really like the quality of the machine. It really holds a tight registration compared with other machines,” says Robert Karess, owner of QSX. “Registration,” a printing term, indicates precise alignment of multiple layers of color.

Karess welcomed news of the Illinois location and the promise of better support for his 5-year-old Omet press.

Omet is also advancing its technology. It now offers a hybrid press for flexible packaging, and a new automatic machine for napkin production, which allows for changes in size and the type of fold directly from the control console, without mechanical operator intervention.

Flow Control

Since the days of the Roman aqueducts, Italian know-how has been used to control the flow of water. That engineering acumen has carried forward to present day pneumatics and hydraulics.

“The made-in-Italy fluid power is an industrial sector well known for its competitiveness, quality, reliability and performance,” says Marco Ferrara, director of the **Italian Association of Manufacturing and Trading Companies in Fluid Power Equipment and Components (ASSOFLUID)** (www.assofluid.it).

The 190 member companies of ASSOFLUID have exports of \$2.5 billion, or 64% of their total \$3.8 billion yearly production.

Exports to NAFTA countries are stable, says Ferrara, and account for about 17 percent of all exports, or \$410 million. Of NAFTA exports, 1% is to Mexico, 9% to Canada and 90% to the United States.

Meanwhile, global competition from companies in China, Germany, Japan and the United States keeps the Italian companies on their game.

“The Italian companies have to face globalization,” says Ferrara. “So they have to constantly improve the quality and performance of their products and systems.”

One of the ASSOFLUID member companies that focused on building global markets early is **Camozzi Group SpA** (Brescia, Italy; www.camozzigroup.it), says David Kitzmiller, managing director for Camozzi’s pneumatics business in McKinney, Texas.

Camozzi is a parent to businesses that manufacture machine tools and textile machinery, as well as pneumatics components used to control the flow of air or liquids.



Carmelite monks in Wyoming bought a Prussiani machine like this to help build a new monastery.

"The majority of our products come pre-made [from] Italy," Kitzmiller says. The Texas location does some light manufacturing and is the distribution center for the North American market.

Kitzmiller says Camozzi pneumatics in North America saw double-digit growth in sales after the 2008 recession, largely through strategic decisions to focus on particular products groups "where we feel we can really add value to the supply chain." He declined to be specific due to the competitive nature of his business.

Like Camozzi, another ASSOFLUID member with a global reach is **Casappa SpA** (Parma, Italy; www.casappa.com), a maker of hydraulic pumps, filters and motors for heavy equipment industries.

Almost one-quarter of Casappa's annual revenues—\$133 million in 2013—were from United States (23%), says Matteo Turco, business planning and development manager.

"Our main target is to diversify the turnover (revenue) increase," Turco wrote in an email. "North America will be a growing market for us, as well as other areas (i.e., emerging markets)."

Like so many other companies in Italy—where energy costs are higher than in the United States—Casappa focuses on making machines that use less power. One recent innovation includes additional electronic controls on gears and piston pumps.

Making Earth Move

The **Italian Agricultural Machinery Manufacturers Federation, (FEDERUNACOMA)** (www.federunacoma.it), has 300 members with annual sales of about \$11 billion for agricultural equipment: sales of earth moving equipment tally at \$3 billion. More than 65% of production is exported, with about 10% of exports bound for the United States.

"Production reached its peak some years ago, at \$11 billion in the agricultural sector alone, but the crisis sweeping through the international economy in 2008-2009 reduced sales in the sector by 25 to 30%," says Alessio Nanni, internationalization executive at FEDERUNACOMA. "We are now in a recovery phase."

Outside of Europe, the United States is the most important market for Italian farm machinery, according to the Atlanta office of the Italian Trade Agency.

The United States is so important to the **FAE Group SpA** (Fondo, Italy; www.fae-group.com), that it established FAE USA (Flowery Branch, GA; www.faeusa.com), a wholly-owned subsidiary.

FAE, which makes a broad line of attachments, including mulchers, tillers, rock crushers and asphalt grinders, unveiled its new UML/SSL 150 VT mulcher head in 2013.

Allen Tennis of Custom Truck & Equipment in Kansas City, MO, has been selling the FAE line for about a year. He has high praise for its products.



Faresin Industries (www.faresinindustries.com) makes telescopic handlers for the agricultural, industrial and construction industries.

"The customers like them," he says. "The products pretty much speak for themselves and the quality is outstanding."

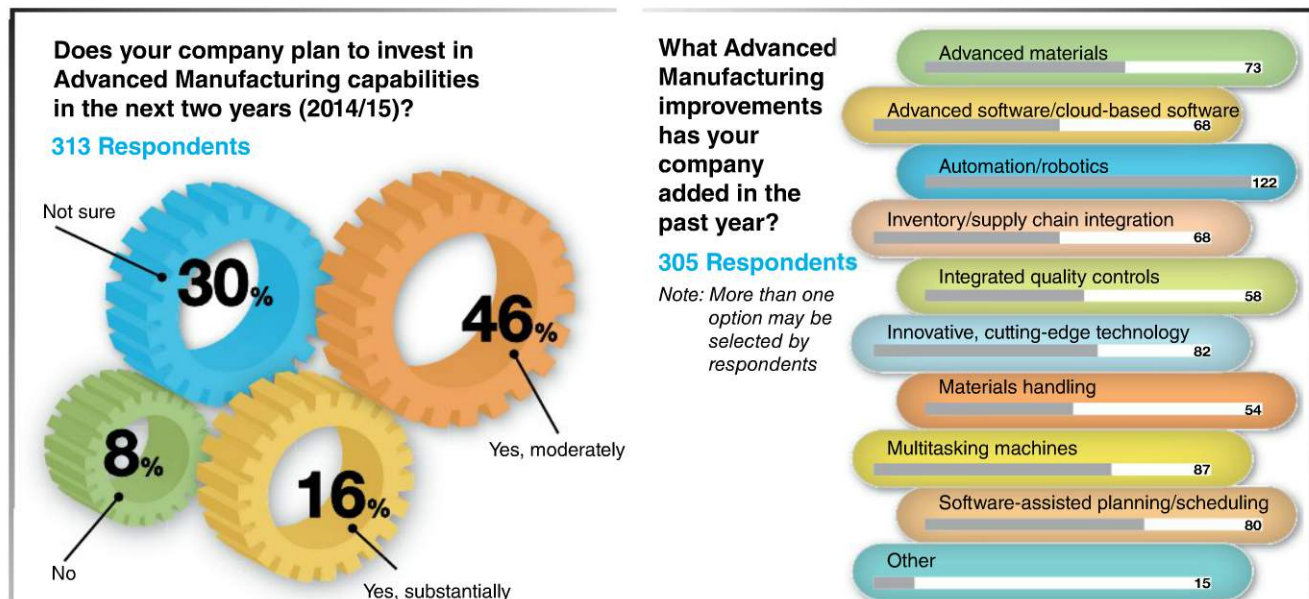
"We also include these in our rental fleet. We're confident enough in the FAE head that it can go out and take the abuse that some of the rental customers are going to put on it."

Another Italian manufacturer, **Faresin Industries SpA** (Breganze, Italy; www.faresinindustries.com), a \$122 million company, exported \$4 million worth of seed-mixer wagons for livestock and telescopic handlers for the agricultural, industrial and construction industries in Canada and Mexico in 2013. 🌐

Advanced Manufacturing Improving Machine Performance

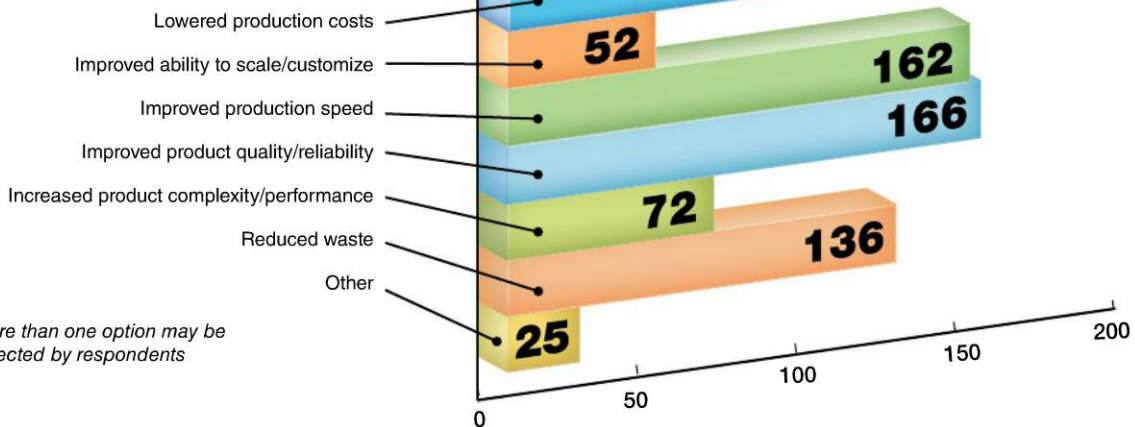
Advanced Manufacturing is playing a key role in revolutionizing North American industry, a survey of more than 300 manufacturing leaders on behalf of the Italian Trade Agency shows.

SME, in collaboration with the Italian Trade Agency's "Machines Italia" project, conducted a brief survey to determine current trends in Advanced Manufacturing. The following results from the 2014 Advanced Manufacturing Survey were generated from responses among the following job functions: 24% Executive/C-Level, 31% Engineering/Production Management, 27% Engineering/Production Department and 18% listed as "Other".



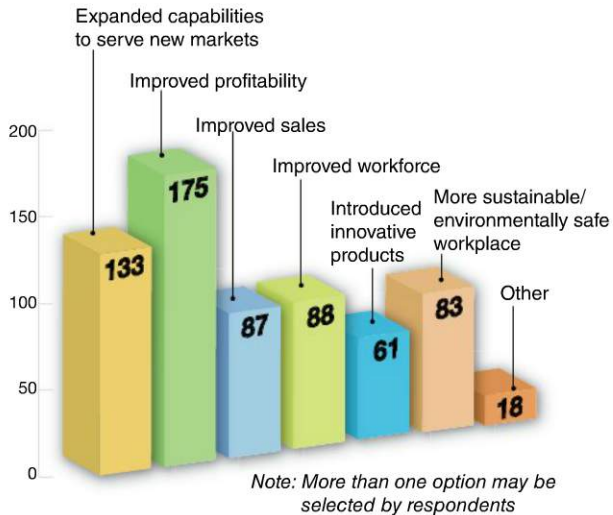
As a result of Advanced Manufacturing measures your company has taken, how has it improved its manufacturing performance?

299 Respondents



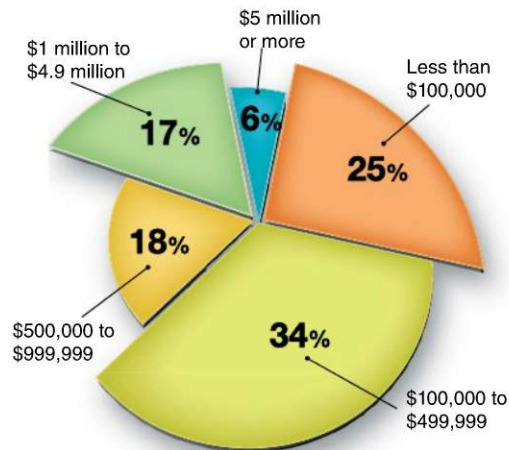
As a result of Advanced Manufacturing measures your company has taken, how has it improved its overall business performance?

297 Respondents



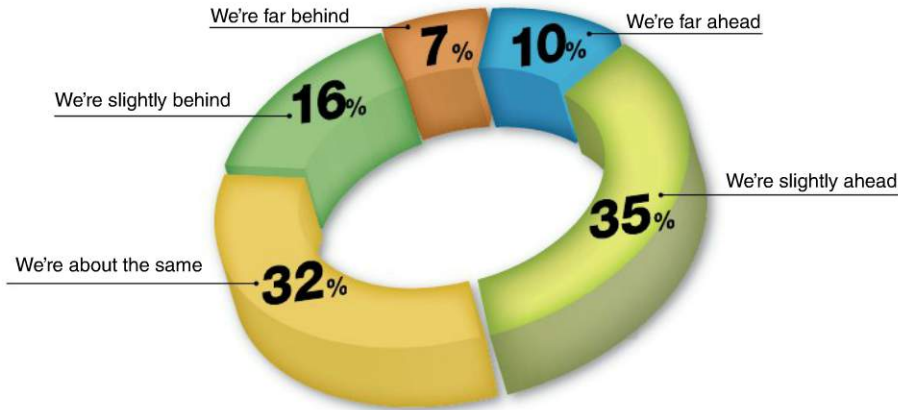
What are your company's expected expenditures for these Advanced Manufacturing capabilities over the next two fiscal years (2014/15)?

255 Respondents



Please rate your company's adoption and execution of Advanced Manufacturing compared with your direct competitors.

307 Respondents



Ball-valve grinding, thread milling machines

Saporiti Srl's (Solbiate Olona, Italy; www.saporiti.it) ball valve grinding machines are suitable for working with plain steel or steel coated with ceramics, CBN, or other materials. These machines come in different ranges from 1" to 64" (25 to 1625 mm), with the smallest for balls up to 250 mm in diameter and the largest up to 2500 mm. Customized software allows for easy centering of the tool-ball. Thread milling and whirling machines for screw manufacturing are also available. These screws are for plasticizing machines, reducers, pumps and conveyors. Also available are models featuring end mills, disk cutters and whirling units. Custom screw software assists with programming. The machine can work with screws with diameters up to 4000 mm and up to 9000 mm in length.



Automation and machine tool accessories

Euroma Macchine Srl (Zola Predosa, Italy; www.euromamacchine.com) was founded in 1979 by Valerio Veronesi and manufactures industrial automation components and machine tool accessories. Initially, the company's product range was limited to a few offerings, including indexing tables. In 1985, **Euroma** began manufacturing a wide range of CNC drilling and tapping components, as well as slides and spindles for different applications. In 1993, the company expanded its focus to include foreign markets by establishing sales networks abroad. In 1997, **Euroma** was certified ISO 9001. In 2010 and 2011, **Euroma** acquired CMT and ISA and extended its range of machine tool components for machine tool businesses.



Packaging machinery

An **Elena Marchetti** (Legnano, Italy; www.elenamarchetti.com) packaging machine, designed by **Pacbro Srl** (Legnano, Italy; www.elenamarchetti.com), offers a complete range of high-quality case erectors, carton sealers, pallet wrappers and end-of-line equipment. The company strives to produce machines that provide more efficient and sustainable packaging. **Elena Marchetti** machines are 100% made in Italy, with special attention given to the specific needs of the customer, the market, occupational safety and environmental conservation. According to the company, its equipment is "the breath of fresh air that every industry is waiting for." **Elena Marchetti** is seeking distributors in the United States and Mexico.



High-speed boring and milling machines

Colgar Srl (Cornaredo, Italy; www.colgar.it) new FV high-speed line features boring and milling machines that are among few on the market to include a monolithic column with integrated bases and a central headstock. Axis movement is along linear guides, which improves speed, stiffness and ease of use. Frequency checking allows the machines to perform roughing, finishing and boring. The FV is available as either a "T" type or with a movable column. The machine features structure dimensioning, evaluated according to cutting frequency, which supports maximum metal removal.



Moving column machining centers

The Newton line of moving-column machining centers from **Rema Control Srl** (Stezzano, Italy; www.remacontrol.it) can be operated in three, four, or five-axis modes with generous work areas and X axis travel up to 12,000 mm, Y axis up to 800 mm and Z axis motion up to 800 mm. Options include high-speed (24,000 rpm) spindles, models with tilting and turning tables and heavy-duty performance features. With company headquarters, main manufacturing operations, and service and spare parts operations in Stezzano, **Rema Control** is adjacent to the Milan airport and two additional regional Italian airports, assuring service, parts, and customer contact are at the forefront of our efforts.



Pallet change systems

There are significant advantages to automating palletizing systems: the reduction of machining downtime and the increase of productive cycle efficiency. A pallet change system by **Rotomors SpA** (Torino, Italy; www.rotomors.com) on a vertical lathe or machining center eliminates downtime caused by the piece loading and unloading. Because the workpiece can be machined outside of the machine, the production process is less constrained. Palletizing also improves safety conditions for the operator and allows for untended running of the machines. Manual pallet changing can later be transformed into an automated system, thus boosting production as needed.



Technology and design for the beverage industry

SACMI IMOLA S.C. (Imola, Italy; www.sacmi.it) provides integrated solutions for the production and storage of preforms and caps, stretch-blow moulding, filling and labelling. Excellence in individual machines is combined with a unique capacity to “engineer” both product and plant, ensuring efficient high performance from raw material to product storage. In 2013, SACMI launched the innovative, improved COOL+ cooling system, which drastically reduces both



process times and energy requirements while boosting quality. Installable on the entire cap-making press range, this solution ensures that CCM (Continuous Compression Moulding) units have the lowest cycle times in the industry, raising productivity by up to 50% compared to CCM standard moulds..

Foundry robots

Automation is becoming increasingly popular in the foundry sector. Where robots were once relegated to performing simple tending tasks, they are now used in process applications such as cutting, trimming, beveling, grinding, polishing and buffing. **Sistemi Industriali Robotizzati (SIR) SpA** (Modena, Italy; www.sir-mo.it), a top international system integrator, has been



involved in this sector's evolution for years, delivering state-of-the-art solutions in iron and aluminum foundries as well as plants which process brass and other alloys. SIR systems are equipped with diamond and resin wheels, diamond discs, circular or band saws, hard alloy or ceramic-coated face cutters, brushes, sanding belts and sisal and cotton buffing wheels. Diamond and resin wheels are important in trimming operations. Resin-bonded wheels are generally used to remove large amounts of material, or for machining particularly hard special steels, such as those with high chromium content.

Automator launches Automator America

Celebrating its 65th year of operation, **Automator International Srl** (Corsico, Italy; www.automator.com) announces a joint venture that adds **MarkFirst** (Ashville, OH) to the **Automator** family. **MarkFirst** has been the sole North American distributor of **Automator** products since 1989. With the addition of **MarkFirst** (www.mark-first.com) (renamed **Automator America**) as a direct US partner, the Automator family has grown to 18 joint ventures directly covering every major industrial market in the world. Automator is an innovator of high-quality impact presses, roll marking and hot-foil marking technologies since 1948. The company entered the laser marking industry in 1989 and remains an innovative leader with their low-cost A-Wave Technology. The addition of the **MarkFirst** line of dot peen, Vibro Peen, deep and scribe marking products completes the **Automator** line of direct part marking products.



Recirculating ballscrews

The **Umbra Group SpA** (Foligno, Italy; www.umbragroup.it) recirculating ball screws are designed to solve specific practical performance requirements, such as high-speed linear axis, high acceleration and high-thrust loads. The practical scope, flexibility and versatility ensure similar performance in other product lines such as spindles and milling heads. **Umbra** aggressively invests



in research and development, as well as striving to continuously improve in areas from design to production. This has led to the production of integrated systems that are well-suited to dealing with complexity, flexibility, cost effectiveness and reliability. The combination of mechanical and electronic components requires the merging of traditional ballscrew know-how with that of engine mechanics and electronics, thus leading to new achievements in production and new business opportunities.

Water cooling faster in Seit's Laser Bridge

The brand new Laser Bridge SL10/300 from **Seit Elettronica Srl** (Valdobbiate, Italy; www.seitelettronica.it) can work with any embroidery machine for direct cutting of appliques and engravings on a wide variety of fabrics. It incorporates a CO2 laser, a galvanometric (scanning) head and is available in custom sizes built for maximum throughput and reliability. The water-cooling system on the Laser Bridge eliminates the extensive maintenance and cool-down time associated with air-cooled systems found on other brands. Other **Seit** machines include the SHL5 laser for single-head embroidery machines, which is five times faster than its predecessor, and the Performa, a standalone unit that has all of the advantages of the Laser Bridge, but in a smaller space. **Seit** machines are distributed exclusively by **Hirsch International** (Hawthorne, NY; www.hic.us) in North America.



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New sanitary wrapping system for the food industry

Cavanna Packaging Group (Prato Sesia, Italy; www.cavanna.com) is very pleased to announce the introduction of the new Zero4 sanitary flow wrapping system. This new state-of-the-art wrapping system follows the sanitary design criteria as outlined by the leading USA food manufacturer's guidelines. This system is ideal for any application where there are concerns regarding allergens, bacteria and where easy cleaning is needed. This system features mostly stainless steel construction, fall through product handling areas, limited flat surfaces and frame separations by round stock. This is a completely new system and not a modification of an existing design.



CNC machining centers

Thanks to constant innovation, a performance-based approach, and superior accuracy, **C.B. Ferrari Srl** (Mornago, Italy; www.cbfeerrari.com) has established itself in the North America market as a leader in the production of five-axis CNC machining centers. **C.B. Ferrari** is particularly well-known in the aerospace, power generation, automotive and precision engineering sectors. Establishing a presence in the American market isn't easy, but **C.B. Ferrari** has made a commitment to the US market by



providing top-notch service and support. The company has made an effort to assist customers in joint development projects to transfer Italian technology to the US manufacturing floor.

Swiss lathe bar feeder

The Ideal 438 is the latest addition to the IEMCA Division of **Bucci Industries Group** (Faenza, Italy; www.bucci-industries.com) Ideal series of bar feeders. The Ideal 438 was developed specifically as an accessory for Swiss lathes as well as small



CNC fixed-headstock lathes. It was designed for the automatic loading of bars with diameters ranging from 4 to 38 mm, and bar lengths ranging from 5 to 12' (1525 to 3650 mm) in length. Self-centering gripper knives, double pusher design, remnant retract, and quick-change guide channels and bushings complement the boss-style chassis. Operation is simplified with a basic handheld pendant control and operator interface, and link to a Mitsubishi drive for dependable operation.

Biancalani's AIRO® line turns 25

Biancalani Srl (Prato, Italy; www.biancalani.it) celebrated the 25th anniversary of its AIRO® line of products in 2013. Conceived by company founder Fiorenzo Biancalani, AIRO® is based on the concept of mixing fabric air transportation (woven and knitted) with the mechanical action of a metallic grid onto which the fabric is ejected at high speed. Newer innovations resulted in open-width continuous AIRO®24 drying and softening machines, now the most important member of the Biancalani family, which also includes its well-known washing-and-drying siblings, the AIRO®Due and AIRO®Quattro.



Cibitex's Sanfor treatment stabilizes fibers

Textile finishing machinery maker **Cibitex Srl's** (Milan, Italy; www.cibitex.it) Sanfor pre-treatment keeps fibers and fabrics from shrinking during and after production. Sanfor enables garment manufacturers to make woven and open-width knitted fabrics virtually unshrinkable.



Natural and manmade fibers—including cotton, cotton/polyester, cotton/lycra, cotton/polyamide, viscose and linen—may all be treated with Sanfor. Manufacturers also use the proprietary Cibitex treatment for a soft and fluffy touch on synthetic fibers.

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Mactec's Icelite bleaches denim safely

Mactec Srl (Fano, Italy; www.mactec.it) recently introduced its Icelite machine that bleaches denim in a way that's safer, cleaner and more eco-friendly than other common methods. Icelite bleaches denim fabric via mechanical abrasion with dry ice particles that remove superficial indigo dye. The machine generates no secondary waste or harmful gases that can leak into the atmosphere. The process can be used alone or can enhance the effects of other processes like laser or ozone to produce unique finishes.



New MCS Smartflow machine lowers dyeing liquor ratio

Dyeing and finishing machinery maker **MCS SpA** (Bergamo, Italy; www.mcsgroup.it) celebrated its 50th anniversary in 2013, and used the experience from a half century in business to design and engineer its new Smartflow machine. Smartflow enables dyeing at a low dyeing liquor ratio of 1:3.5 through use of a new, patented liquor suction and circulation system. The new technology also reduces power and water usage. The machine's centrifugal pump guarantees machine performance, and its self-cleaning filter reduces the time it takes to clean the machine after use. Diagnostics, monitoring and automation are controlled with touch-screen operations.



Pentek's EnAIRgy line uses air to move fabric

Pentek Textile Machinery Srl's (Prato, Italy; www.pentek.it) EnAIRgy line features continuous, open-width tumblers that produce a soft hand, drapery and pile pop-up in woven fabrics. It combines high drying capacity with aggressive mechanical action.



Fabric moves exclusively via a powerful air thrust that brings it into contact with SS grids. The impact relaxes, breaks and modifies a fabric's hand feel. EnAIRgy is suitable for silk, shirting, denim, corduroy, velvet, upholstery chenille, automotive fabric, terry towels, pigment prints, coated fibers, faux leather and more.

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Dell'Orco & Villani offers machine to recycle non-woven fibers

Dell'Orco & Villani Srl's (Capalle, Italy; www.dellorco-villani.it) Recycling Machine TCO offers a solution to recycling post-production waste for non-woven fiber—whether from carpets, bulletproof vests, tennis balls, acoustic insulation, or other sources—even those that can't be satisfactorily processed on similar machines on the market. The recycling machine can be fed either manually, by a chute feed or volumetric hopper feeder. Also, the machine is infinitely customizable for different materials, due to variable speeds and internal settings for its rollers and cylinders. The manufacturer promises perfect results, even with materials that have been chopped in small pieces or are made of continuous, tangled strips.



OMR designs and builds winding machines and systems

OMR Srl (Milan, Italy; www.omr-srl.com), which specializes in the production of braiding and winding machines for textile threads and wires, celebrated its 35th anniversary in 2013. The company can build braiding machines, cross winding machines, parallel winding machines and winders based on a customer's needs. **OMR's** mechanical department designs and produces a range of automatic and semiautomatic parallel and cross winding machines for textile threads and wires. Its plastic department produces cones, tubes, king spools, flanged bobbins, bobbins for braiding machines and bobbins for mono-filament.



Reggiani and Next Wave sign sales/service agreement

Reggiani Macchine SpA (Bergamo, Italy; www.reggianimacchine.it) has signed an exclusive sales and service agreement with **Next Wave Media Solutions** (Buford, GA; www.nextwaverns.com) for the North and Central American markets, including the Central America Free Trade Area (CAFTA). Reggiani, a leader in the digital textile industry, makes applications for display, industrial and decorative uses. Next Wave, which was established in 1999, has a highly skilled staff of factory-trained technicians and a sales team of veteran industry personnel with wide experience in printed textiles.



Salmoiraghi Systems Provide 'No-Touch' Handling

Salmoiraghi Group SpA (Monza, Italy; www.salgroup.it) designs, fabricates and installs a wide range of integrated systems and special machinery for customized, automatic handling, internal transport and warehousing of industrial products. The ultimate aim of its lines is to achieve "no-touch" handling, thus completely eliminating product damage and tracking errors caused by incorrect manual handling. **Salmoiraghi** produces automated handling and warehousing systems; automatic warehouses for bobbin pallets, bales and fabric rolls; automated logistic terminals; internal handling and storage systems for industrial plants (particularly in the man-made and technical fiber manufacturing sectors), overhead transport systems with payloads from 22 to 2200 lb; (10 to 998 kg); various types of ground conveyors and load transport vehicles; product bulk packing lines; machine control and system supervision software and factory automation systems.

Tecnorama sells automated dyeing machine to Pantone

Pantone Inc. (Carlstadt, NJ; www.pantone.com), bought a **Tecnorama Srl** (Prato, Italy; www.tecnorama.it) automated dosing and dyeing machine, **DOS&DYE®**, for its laboratory. **DOS&DYE®** is a fully automatic system that integrates dispensing equipment with special robotic dyeing machines. These special systems can be used to manage all laboratory work cycles without requiring any manual intervention, helping to prevent errors. The great reliability and reproducibility of results obtained with the **DOS&DYE®** results in reduced energy and water consumption and to faster dyeing, according to **Tecnorama**.



Custom Heavy-Duty Lathes

Founded in 1923 as a manufacturer of small machine tools, **Safop SpA** (Pordenone, Italy; www.safop.com) now builds sophisticated, customized medium and heavy-duty lathes used in many heavy industries, including profiling or re-profiling rolls for rolling mills, machining of large forging, turning/threading large electrodes and preparing the end of steel ingots for extrusion presses. Safop's machines are also used in the production and maintenance of generators and turbines, turbine rotor disks, rotors for large pumps, and rotors for industrial turbines and large electric motors. The company also specializes in the production and maintenance of crankshafts, propeller and intermediate shafts.

Acquisition means more R&D for Giudici

Since being acquired by the Swiss SSM Group in 2012, **Giudici** has invested in research and development, which resulted in a total revamp of its product portfolio.

SSM Guidici Srl (Galbiate, Italy; www.ssm.ch) offers a complete and up-to-date range of machines for technical fibers processing, including false-twist texturizing, air texturizing and air covering. **SSM Giudici's** strong market position in the field of false-twist texturing of high-quality, fine count nylon yarns complements SSM's established leadership in other phases of the textile value-added chain.



Tonello's ozone washing system saves water, energy

Tonello Srl (Sarcedo, Italy; www.tonello.com) has developed a new ozone washing system that cuts water usage up to 80%. The ECOfree process can be used in any **Tonello** machine and makes it possible to bleach fabric in a way that's safe and eco-friendly. Its other advantages include: reductions in water consumption of 50–80%, depending on the process used; shorter processing times; reduced purification costs; an eco-friendly cold bleach process that can be controlled and reproduced; a pure indigo look with greater contrast on the fabric; and complete safety for the operator.



Horizontal boring mill

The TC 110 and TC 130 horizontal boring mills from **Bragonzi SpA** (Lonate Pozzolo, Italy; www.bragonzi.it) were designed with advanced structural and operating systems, and engineered to ensure maximum flexibility and rigidity—features that will maintain high-precision machining and efficient metal removal of complex mechanical parts. These mills include flat guideways for all axes, table



hydrostatic and double pinion for recovery of accuracy. Both models are equipped with liquid refrigerant passages both internal and external to the spindle, an air conditioner for cooling the electrical cabinet, an automatic tool changer that can handle 40 to 120 tools, milling heads and digital motor and drives, with multiple CNC control options for maximum customer integration.

Fadis' Sincro Multipla is 7 machines in 1

Fadis SpA (Varese, Italy; www.fadis.it) offers “one-stop shopping” with its Sincro Multipla machine. This machine performs seven different jobs: soft winding, rewinding, assembly winding, FAPP™ preparation, intermingling, air intermingling for elastomeric yarns and air intermingling FAPP™/muff/hanks/bobbins with elastomeric yarns. Its flexibility offers advantages in terms of operator training, maintenance and operations. In fact, **Fadis** manufactures the most complete line of re-winders, soft winders, assembly winders, hank to cone



winders, reeling machines, spooling machines and intermingling machines available on the market. Its machines can process all types of yarns: cotton, wool, silk, synthetic fibers, mixed fibers, intermingled yarns, and fancy yarns.

Unitech's tenter popular in Latin America

Skytex Mexico SA de CV (Puebla, Mexico; www.skytexmexico.com), which makes domestic textiles, furniture fabrics and non-wovens, bought a versatile tenter frame with options to process knitted and woven fabric of variable weights from **Unitech Textile Machinery SpA** (Prato, Italy; www.unitechgroup.it). The machine comes with fully integrated



automation designed to reduce the need for a full-time operator. **Unitech's** tenter frame is extremely popular in Latin America. In fact, the company has sold 80 of the machines to countries in Latin America in recent years. The tenter can also be used to prepare fabric for digital printing.

Coil Punching and Cutting

Produtech Srl's (Bergamo, Italy; www.produtech.it) innovative systems allow for working with any type of sheet metal, even the coil itself. The systems can work untended, ensuring high productivity. All tools loaded in the punching machine are indexed, making it possible to cut profiles of every shape, and manage the cut and deformation wheels. Fiber laser technology allows for a fast and perfect cut on highly reflective metals such as aluminum, brass and copper. The laser is easy to use, economical and safe because it doesn't require an optical path to transmit the laser beam and the focal lens to focus it. This new technology reduces the expense of both maintenance and consumables.



Machine guards

REPAR2 di Carnovali Marco Ottavio (Gorla Minore, Italy; www.repar2.com) guards for production equipment is made from heavy-gauge steel and highly resistant polycarbonate screens. Guards for grinding equipment are installed directly in front of the grinding wheel, protecting the operator from accidental wheel shattering, sparks and chips. The screen itself is moveable thanks to a wheel-and-rail system installed in front of the table. The rail system can be positioned so that all control levers and buttons are accessible to the operator. All **REPAR2** guards come equipped with a latching safety interlock switch, so the machine



can only be operated when the door is closed. Once the machine is set in motion, the guard locks in position and cannot be opened until hydraulics or rotating components are stopped. **REPAR2 di Carnovali Marco Ottavio** is

also pleased to announce that Halliburton, one of the world's largest providers of products and services to the energy industry with more than 75,000 employees, representing 140 nationalities in approximately 80 countries is now a new customer of REPAR2 machine guards for the safety on metal working machines. Supply made by Ferndale Machinery, Distributor in North America Halliburton fully relied on Ferndale Machinery's expertise to assess and propose OSHA compliant safety guards to secure their machines with REPAR2 products. As an example, REPAR2 guards models PR/1 and PR/3 with built-in interlock switches were used to secure one of the most dangerous machines in any shop: cylindrical grinders.

Software Performances and Hardware Configurations

From **Prima Electro** (Torino, Italy; www.primaelectro.it), an expert in control systems for specialist, high-speed metal cutting machines, comes a new OSAI CNC family called OPENcontrol, an evolution of the former OSAI 10 Series. The system is based on a Windows CE platform and offers full integration of the original 10 Series. This innovative product offers great scalability in software performances and hardware configurations, plus a great availability of digital field-buses. OPENcontrol systems can be configured as part of a factory network or as a standalone solution, also featuring a powerful HMI and I/O system. Within the system, OPENcontrol software can move up to 64 axes using 40 channels, each one interpolating up to 12 axes simultaneously. The system allows users to explore general motion control applications with production process management and axis interpolation, which is implemented for 2D, 2½D (OPEN-20) and 3D machining (OPEN-30) with TCP, HSM and volumetric compensation.



Compact CUT-TO-LENGTH coil LINE

ServoPresso Srl (Milan, Italy; www.servopresse.it), an Italian leading company in the automation field which produces equipment to recoil and straighten steel from coils, has recently delivered a high production automatic cut to lengthen lines for stainless steel and aluminum coils for an important automotive company's specialized stamping department. For more than 40 years, Servopresse has been producing equipments which decoils and straightens steel from coils. Experiences and cooperation with an always increasing number of the best manufacturers, has permitted the company to develop and offer a production range able to handle all types of coil dimensions up to a max. of 20 ton capacity, max. 20 mm of thickness, and up to max 2000 mm. of width.



Revolutionary Galvo laser technology, powered by a-Wave™

Automator International (Corsico, Italy; www.automator.com) is pleased to announce the release of the cutting edge a-WAVE™ line of laser markers. Our revolutionary system of beam management may allow you to achieve marking results on your product at a price point much lower than expected. Our a-WAVE™ lasers offer innovative compact, single box lasers weighing less than 10 kg and with starting prices starting at \$13,000. For more information, visit www.automator.com or contact mcdaniel@automator.com

Rosa introduces the new R46

This grinding machine, the result of 50 years of experience in grinding technology, offers new structural concepts and a heavy cast iron structure. The main news is the table drive, through a digital linear motor. The use of this technology significantly reduces reversing table time, permits a



table feed till 65 m/min and, generally, reduces the total production time, increasing productivity. The electro-spindle has a coupling HSK B125 which allows the reduction of wheel change time, reach high speed (till 6000rpm) with a power range

between 7.5 and 25 kW. **Rosa Ermando SpA's** (Milan, Italy; www.rosa.it) new R46 is able to handle the single part job, small batches to the big series, with the possibility to grind also in man-less mode (night shift). The CNC control unit is a Siemens® Sinumerik® 840 D with the easy-to-use software interface ROSA SYSTEM VII. Programming the machine is very easy. With the new R46, it is possible to grind in conventional longitudinal grinding cycle, creep feed mode and realize convex/concave profiles on the longitudinal and transversal axes.

Packaging Lines of Toilet and Kitchen Rolls

With 1300 machines in operation – 95% of which are exported – **Tissue Machinery Company SpA** (Bologna, Italy; www.tissuemachinerycompany.com) is one of the world's leading manufacturers of packaging lines for the primary packaging of toilet and kitchen rolls and secondary packaging of nappies. Established in the Italian "Packaging Valley" near Bologna, the company produces automated lines, which, through innovative design, take advantage of the latest technologies. TMC boasts a staff of skilled technicians and a team dedicated exclusively to after-sales support. The company adopts a lean and flexible organization model in order to achieve the strategic objectives as quickly as possible and encourage a remarkably quick decision making and close dialogue between technical staff and managers.

Machine Shop Workholding

Gerardi SpA's (Varese, Italy; www.gerardispa.com) Precision Modular Vises are designed to cover most machine shop workholding needs at lowest cost. The **Gerardi** system, known worldwide, includes a huge range of interchangeable beds, bed extensions, jaws and jaws inserts. The **Gerardi** modular system also includes a wide range of tombstones for horizontal machines that, together with the Zero Point system for quick change of any type of fixtures, allows **Gerardi** to manufacture any type of workholding equipment for turnkey applications. Gerardi also produces high-performance angle heads for conventional machines and for MC and driven tools for CNC lathes. These fixtures allow milling, drilling and tapping and are ideal for aerospace, automotive or other high-precision applications.



Colosio Presents the Brand New Energy Efficient Diecasting Machine

The need to significantly reduce production costs to remain competitive on the global market and the requirement to control and lessen the environmental impact of all activities are topics of high importance for any productive company. As a matter of fact, these companies are dedicating considerable resources to study solutions to these issues and are investing in complexes and up-to-date infra-



structures. It is nevertheless true that very often, the ecological consciousness is generating both direct expenses (for example, pollution reducing systems) and indirect ones (like those connected to more precise separation of waste) and this lead to the perception that cost reduction and care for the environment are two strategies one playing against the other. With the introduction of the Green Line energy saving system, **Colosio Srl** (Brescia, Italy; www.colosiopresse.it), thanks to its 40 years of experience in the production of cold and hot chamber die casting machines, has developed a solution that grants a real reduction in the energy consumption required by the operation of a die casting machine, with a positive impact on the electricity bill.

Italian Technology Award Programs

Italian Technology Award Programs Enter Their Second Decade of Hosting North American Students

Educational programs offer students and faculty a chance to advance learning and stay connected

For over a decade, the **Italian Trade Agency** (ITA, www.italtrade.com) and its partners have sponsored the Italian Technology Award. Recent winners of the IMTTA have been awarded a week or more trip to Italy to gain firsthand knowledge of Italian technology for the machinery manufacturing industries, including machine tools, plastic, ceramic, marble and packaging.

In 2014, the ITA program will connect the students, faculty members and Italian companies and associations that have been part of the program since its inception by establishing an online alumni network of past and present winners. The alumni network will allow participants to continue exchanging ideas, concepts and experiences through social media.

Italian Machine Tool Technology Award Program

Part of the ITA program for years, the **Italian Machine Tool Technology Award** (IMTTA) program asks students attending premier North American universities to write theses on contemporary innovations and issues taking place in mechanical engineering-related industries.

Recent winners of the IMTTA have been awarded a week or longer trip to Italy and have taken part in certification programs such as those offered by the Polytechnic University of Milan. Professors from leading academic institutions noted for their mechanical engineering programs accompany the student winners.

The IMTTA is coordinated and sponsored through the Italian Trade Agency's Chicago office and co-sponsored in Italy by **UCIMU-SISTEMI PER PRODURRE** (the Association of Italian Manufacturers of Machine Tools, Robots, Automation Systems and Ancillary Products,

www.ucimu.it), and supported in the United States by the Society of Manufacturing Engineers' Education Foundation (www.smeef.org).

Matteo Picariello, Trade Commissioner of the Italian Trade Agency's Chicago office, said, "Faculty participation provides academics with a noteworthy opportunity to experience and learn about Italian machinery and technology and to enhance their programs by sharing such experiences upon their return to the classroom."

Italian Packaging Technology Award Program

The Italian Trade Agency also sponsors the **Italian Packaging Technology Award** (IPTA). The IPTA program awards student winners with a trip to Italy to visit leading packaging machinery manufacturers.

The program is coordinated through the Italian Trade Agency's Chicago office, and co-sponsored in Italy by **UCIMA**, the Italian Packaging Machinery Manufacturers Association (www.ucima.it), and in the United States by the Institute of Packaging Professionals (www.iopp.org).

Through visits to major Italian companies operating in the sector, students, professors and business leaders engage in discussions on current challenges and opportunities within the packaging industry.

Italian Technology Award Programs in Mexico

The Italian Trade Agency Office in Mexico City also organizes various awards within the Italian Technology Award Program: namely, the Italian Plastic Technology Award, the Italian Ceramic Technology Award and the Italian Marble Technology Award. Each award is organized alongside its respective Italian industry asso-

ciation: **ASSOCOMAPLAST** (the Italian Plastics and Rubber Processing Machinery and Molds Manufacturers' Association, www.assocomplast.org), **ACIMAC** (the Association of Italian Manufacturers of Machinery and Equipment for Ceramics, www.acimac.it) and **Confindustria Marmomacchine** (the Italian Association representing Italian Marble and Stone Machinery Industries, www.assomarmomacchine.com).

These award programs offer various training and educational programs both in Italy and Mexico, partnering with ITA and, in many cases, the Polytechnic University of Milan, as well as a number of local partners.

Machines Italia Canada Advanced Manufacturing Symposium

Machines Italia and the Italian Trade Agency, in collaboration with McMaster University, the University of Guelph and the Haltech Innovation Centre, are organizing a one-day symposium on advanced manufacturing technologies. Specifically, the event will focus on new innovative and advanced materials and related manufacturing processes in the areas of automotive, aerospace, food processing and packaging.

During the course of the symposium, industry experts, will illustrate specific projects, case studies and examples of how the emergence of new materials and innovative technologies have impacted manufacturing processes and systems and originated new applications and products.

For more detailed information on all the awards listed here contact the Machines Italia division of the Italian Trade Agency. Your respective country's offices are located on the back cover of this publication.

Italian Innovation in the Spotlight

2013 was an extremely busy year and 2014 is already shaping up to be another one as *Machines Italia* takes "Turning innovation into productivity" on the road to major North American events.

If you make the purchasing decisions for your company, you have an enormous responsibility. You must know the ins and outs of production in a way no one else does. It's your job to find machines and systems solutions that are functional, reliable and durable, with readily available service and spare parts. In short, much of your company's success depends on your purchasing choices.

Italian machinery can make your decisions easier.

That's why *Machines Italia*, together with its partner associations, is proud to be a featured participant and sponsor of major industry events. Over the course of 2014, *Machines Italia* will appear at the events listed in the box at right.

Manufacturing Canada 2014

Machines Italia's Manufacturing Canada 2014 conference will take place on May 8 at the Mississauga Convention Centre in Mississauga, Ontario. Over 100 executive-level manufacturers are expected to attend the day-long event, which will focus on strategies, technology and policies aimed at making domestic manufacturing more competitive.

Editors from a range of our manufacturing and supply chain magazines will be attending to cover the event. The event will also be streamed online.

Among the confirmed notable speakers are: Hon. Eric Hoskins (Ontario Minister of Economic Development, Trade and Employment), and Jayson Myers (President & CEO of Canadian Manufacturers & Exporters). Other speakers will include Italian and Canadian companies and manufacturing industry experts.

Machines Italia looks to be a friend to local manufacturers, not a competitor. Thus, the campaign highlights successful relationships between local manufacturers—who, thanks to solutions provided by Italian manufacturers—are able to become more competitive and innovative within the global marketplace. The campaign is now in its 12th year in Canada.

Trade "Mission of System" in Mexico

As its economic development is closely linked to the positive economic trends currently experienced in the United States, Mexico has thus witnessed a strong influx of economic activity while emerging as

a strategic partner to serve both the North American and Central American markets. This activity is reflected in the increased orders by Mexican manufacturers of "Made in Italy" technology.

Therefore, Italian governmental bodies as the Ministry of Foreign Affairs, Ministry of Economic Development, Italian Trade Agency (ITA) and Confindustria recently conducted a trade mission in Mexico City, March 31-April 2, 2014. The mission included the participation of Italian firms belonging to the automotive, green technologies and oil & gas sectors.

The ITA's *Machines Italia* project provided support in the mission's objectives of strengthening bilateral economic relations and investigated major investment opportunities for Italian companies and conducted industry sector specific workshops within various Mexican industries.

Interregional-Intermechanical 2014-2015

In 2014-15, the ITA Mexico City Office, in collaboration with the Italian Regions of Emilia Romagna, Veneto and Piedmont, will launch a number of promotional initiatives throughout Mexico to increase awareness of Italy's competitive advantages as a solution provider.

Machines Italia will also continue with other initiatives to promote Italian capital goods within the Mexican market, further highlighting Italian innovation in research and development in industries such as automotive, plastics, packaging and agricultural.

At any event in the NAFTA marketplace, visitors to *Machines Italia* booths will have access to information on the world's most skilled engineers, designers and manufacturers who have been inventing or retooling productivity enhancing systems for decades. Representatives will be available to respond to your needs or point you towards appropriate materials, including case histories, industry white papers, news and testimonials on how Italian solution providers are keeping North American manufacturers both productive and competitive.

Machines Italia frequently adds additional events and conferences to its roster. For a complete, up-to-date list of events, visit machinesitalia.org.

Calendar of North American Events

Industry Week Best Plants Conference 2014

May 5 - 7, 2014
Milwaukee, Wisconsin
www.iwbestplants.com

Machines Italia Manufacturing Summit

May 8, 2014
Toronto, Canada

IMTS/Motion Drive & Automation North America 2014

September 8 - 13, 2014
Chicago, Illinois
www.imts.com/mda_na

Maker Faire New York 2014

September 20 - 21, 2014
New York City, New York
www.makerfaire.com

Pack Expo International 2014

November 2 - 5, 2014
Chicago, Illinois
www.packexpointernational.com

Association for Manufacturing Excellence Annual International Conference 2014

November 10 - 14, 2014
Jacksonville, Florida
www.ameconference.org

EMDA - Equipment Marketing & Distribution Association 2014 Fall Convention & Industry Showcase

November 6, 2014
Las Vegas, Nevada
www.emda.net

Italian Exhibitions

listed by sector

SECTOR	TRADE SHOW	TITLE	MACHINES ITALIA	SHOW LOCATION	SHOW DATES
Agricultural Machinery	EIMA International	International Agricultural and Gardening Machinery Exhibition	FEDERUNACOMA	Bologna, Italy	Nov. 12-16, 2014
Aluminum & Metals Industry	METEF-FOUNDEQ	Expo of Customized Technology for the Aluminum and Innovative Metals Industry	AMAFOND	Verona, Italy	June 11-13, 2014
Ceramic Technology	TECNARGILLA 2014	The Future of Ceramics	ACIMAC	Rimini, Italy	Sep. 22 - 26, 2014
Fluid Power Equipment & Components	TPA ITALIA	Biennial International Exhibition for Motion Systems, Fluid Power and Automation	ASSOFLUID	Milan, Italy	May 6 - 9, 2014
Food Processing & Packaging Technology	CIBUS TEC-FOODPACK	Food Processing Packaging Technology Exhibition	UCIMA	Parma, Italy	Oct. 28 - 31, 2014
Food Technology: Catering & Restaurant	HOST 2015	International Exhibition of the Hospitality Industry	ANIMA (ASSOFOODTEC)	Milan, Italy	Oct. 23-27, 2015
Food Technology: Meat Industry	EUROCARNE 2015	International Exhibition of the Technologies for Processing, Conservation, Refrigeration and Meat Distribution	ANIMA (ASSOFOODTEC)	Verona, Italy	May 10-13, 2015
Footwear, Leathergoods & Tanning Machinery	SIMAC TANNING TECH	International Exhibitions of Machines and Technologies for Footwear, Leathergoods and Tanning Industries	ASSOMAC	Milan, Italy	March 2015
Graphic Arts, Print, Media & Communication	GRAFITALIA 2015	International Exhibition for Graphic Arts, Print Media and Communication	ACIMGA	Milan, Italy	May 19-23, 2015
Machine Tools for Metalforming	LAMIERA 2014	Machines and Equipment for the Machining Of Sheet Metal, Pipes, Sections, Wire and Metal Structural Work, Dies, Welding, Heat Treatments, Surface Treatment and Finishing	UCIMU-SISTEMI PER PRODURRE	Bologna, Italy	May 14-17, 2014
Machine Tools, Robots, Automation Systems, Components	29.BI-MU	Metal Forming and Metal Cutting Machines, Robots, Automation and Auxiliary Technologies	UCIMU-SISTEMI PER PRODURRE	Milan, Italy	Sep. 30-Oct. 4, 2014
Machine Tools, Robots, Automation Systems, Components	EMO MILANO 2015	The World of Metalworking	UCIMU-SISTEMI PER PRODURRE	Milan, Italy	Oct. 5-10, 2015
Marble	MARMOMACC	International Exhibition of Stone Design & Technology	ASSOMARMOCCHINE	Verona, Italy	Sep. 24-27, 2015
Marble	CARRARA MARMOTEC	International Fair for Marble Technologies & Design	ASSOMARMOCCHINE (Exhibitor)	Carrara, Italy	May 21-24, 2014
Packaging, Printing & Converting	CONVERFLEX 2015	International Exhibition for Converting, Package Printing and Labelling	ACIMGA	Milan, Italy	May 19-23, 2015
Plastics & Rubber	PLAST 2015	International Exhibition for Plastics and Rubber Industries	ASSOCOMAPLAST	Milan, Italy	May 5-9, 2015
Processing & Packaging	MEAT TECH 2015	International Exhibition for Processing and Packaging for the Meat Industry	ANIMA (ASSOFOODTEC)	Milan, Italy	May 19-23, 2015
Processing, Packaging & Material Handling	IPACK-IMA 2015	International Exhibition for Processing, Packaging and Material Handling Industry	ANIMA (ASSOFOODTEC)	Milan, Italy	May 19-23, 2015
Robots & Automation Systems, Mechatronics	MECHA-TRONIKA	Mechatronics, Controls, Automation, Embedded Electronics	UCIMU-SISTEMI PER PRODURRE	Milan, Italy	2016
Subcontracting	SFORTEC	Technical Subcontracting & Industrial Services	UCIMU-SISTEMI PER PRODURRE	Milan, Italy	Sep. 30-Oct.4, 2014
Textile Machinery	ITMA 2015	ITMA 2015 International Exhibition of Textile Machinery	ACIMIT	Milan, Italy	Nov. 12-19, 2015
Woodworking & Machinery	XYLEXPO	Biennial Exhibition for Woodworking Technology	ACIMALL	Milan, Italy	May 13-17, 2014

WEB SITE	ORGANIZER	ADDRESS	ZIP	CITY	TELEPHONE*	FAX	E-MAIL
www.eima.it	FederUnacoma Srl	Via Venafro, 5	00159	Rome	06 432981	06 4076370	eima@federunacoma.it
www.metef.com	PROMOTED BY ALFIN EDIMET SpA AND ORGANIZED BY VERONA FIERE SpA	VIALE DEL LAVORO, 8 VERONA	37135	Brescia	030 9981045	030 9981055	carolina.holzaker@metef.com
www.tecnargilla.it	RiminiFiera SpA	Via Emilia 155	47900	Rimini	0541 744111	0541 744200	expo@riminifiera.it
www.tpa-italia.com	Hannover Fairs International GmbH	Via Paleocapa, 1	20121	Milan	02 70633292	02 70633412	info@tpa-italia.com
www.cibustec.it	Fiere di Parma SpA	Viale delle Esposizioni 393A	43126	Parma	0521 9961	0521 996270	cibustec@fiereparma.it
www.host.fieramilano.it	Fiera Milano SpA	Strada Statale del Sempione, 28	20017	Rho-Però (MI)	02 49971	02 49976586	host@fieramilano.it
www.eurocarne.it	VERONAFIERE Ipack-Ima SpA	Viale del Lavoro, 8 Corso Sempione, 4	37135 20154	Verona Milan	045 829811 02 319091	045 8298288 02 33619826	info@veronafiere.it ipackima@ipackima.it
www.simac-fair.it; www.tanning-tech.it	Assomac Servizi srl	Via Matteotti, 4/a	27029	Vigevano (PV)	0381 78883	0381 88602	exhibition@assomac.it
www.grafitalia.biz	Centrexpo SpA	Corso Sempione, 4	20154	Milan	02 319109.1	02 341677	centrexpo@centrexpo.it
www.lamiera.net	CEU-CENTRO ESPOSIZIONI UCIMU SpA	Viale Fulvio Testi 128	20092	Cinisello Balsamo (MI)	02 262551	02 26255214/349	ucimu@ucimu.it
www.bimu-sfortec.com	EFIM-ENTE FIERE ITALIANE MACCHINE S.p.A. in cooperation with CEU CENTRO ESPOSIZIONI UCIMU SpA	Viale Fulvio Testi 128	20092	Cinisello Balsamo (MI)	02 262551	02 26255214/349	ucimu@ucimu.it
www.emo-milan.com	EFIM-ENTE FIERE ITALIANE MACCHINE SpA Promoted by CECIMO (European Association of the Machine Tool Industry)	Viale Fulvio Testi, 128	20092	Cinisello Balsamo (MI)	02 26255860/861	02 26255882	ucimu@ucimu.it
www.marmomacc.it	Veronafiere	Viale Del Lavoro, 8	37135	Verona (VR)	045 8298111	045 8298288	info@veronafiere.it
www.carraramarmotec.com	CarraraFiere Srl	V.le G. Gallilei, 133	54036	Marina di Carrara (MS)	0585 787963	0585 787602	info@carraramarmotec.com
www.centrexpo.it	Centrexpo SpA	Corso Sempione, 4	20154	Milan	02 3191091	02 3416777	centrexpo@centrexpo.it
www.plastonline.org	PROMAPLAST Srl	Centro Direzionale Milanofiori, Palazzo F/3	20090	Assago (MI)	02 82283743	02 57512490	info@plast2015.org
www.ipack-ima.it	Ipack-Ima SpA	Corso Sempione, 4	20154	Milan	02 3191091	02 33619826	ipackima@ipackima.it
www.ipack-ima.it	Ipack-Ima SpA	Corso Sempione, 4	20154	Milan	02 3191091	02 33619826	ipackima@ipackima.it
www.mechatronika.it	EFIM-ENTE FIERE ITALIANE MACCHINE in cooperation with CEU CENTRO ESPOSIZIONI UCIMU S.p.A.	Viale Fulvio Testi, 128	20092	Cinisello Balsamo (MI)	02 262551	02 26255214/349	info@mechatronika.it
www.bimu-sfortec.com	EFIM-ENTE FIERE ITALIANE MACCHINE SpA in cooperation with CEU CENTRO ESPOSIZIONI UCIMU SpA	Viale Fulvio Testi, 128	20092	Cinisello Balsamo (MI)	02 262551	02 26255214/349	ucimu@ucimu.it
www.itma.com	MP Expositions Pte Ltd	20 Kallang Avenue, 2nd Floor Pico Creative Centre	339411	Singapore	65 6393 0241	65 6296 2670	info@itma.com
www.xylexpo.com	ACIMALL	Strada 1 Palazzo F3	20090	Assago	02 89210200	02 8259009	info@acimall.com

*When calling Italy, dial 011+39 (country code) before the local number

Innovations at work in global markets



AGRICULTURE/FARM MACHINERY

FEDERUNACOMA – The Italian Agricultural Machinery Manufacturers Federation represents a very wide sector of mechanical engineering industries and brings together associations of manufacturers of machinery, equipment, and technologies for agriculture, gardening, groundskeeping, earthmoving, and components. FEDERUNACOMA's member manufacturers account for 80% of national production in the sectors represented and for 60% of exports. Italian farm equipment manufacturers rank first in the world in terms of the range of machines produced. Italy's diverse climate and geography give its agriculture equipment producers an edge over competitors in the development of creative solutions for growers. Through their skill and expertise, they consistently produce farming innovations. www.federunacoma.it.



CERAMICS

Italian manufacturers of machinery and equipment for ceramics have earned a world-class reputation for providing solutions that meet a vast range of customer needs – from traditional ceramics to the latest design trends. Customers around the globe choose machinery produced by members of ACIMAC, the Association of Italian Manufacturers of Machinery and Equipment for the Ceramic Industry, because it is easy to program and simple to maintain. This machinery is also known for its ability to increase productivity and for its design flexibility. www.acimac.it



EARTH MOVING MACHINERY

COMAMOTER is the Association of FederUnacoma, representing the Italian manufacturers of self-propelled earth-moving machinery, dumpers, trailed machinery, attachments, spare parts, and accessories. Branches of foreign manufacturers with plants in the European Union and distribution and service networks in Italy can also join. Italian earth-moving machinery has always stood for quality and reliability for businesspeople around the world. The high professional level of technicians, the consolidated experience of the companies in the sector, and ongoing research for the development of the technological, design, comfort, and safety features of their machinery, have made the Italian product a world leader with operations and business positions in more than 150 countries. www.comamoter.com



FLUID POWER EQUIPMENT & COMPONENTS

ASSOFLUID is the Italian association of manufacturing and trading companies in Fluid Power Equipment and Components. ASSOFLUID's 190 member companies employ 14,000 people and represent 70% of the Italian manufacturing sector of hydraulic and pneumatic equipment and components. The association has been coordinating, promoting, and developing the technical and economic interests of the hydraulic and pneumatic industries for forty years, representing all "Fluid Power Made in Italy" over the world, an industrial sector well known for its competitiveness, quality, reliability, and performances. www.assofluid.it



FOOD TECHNOLOGY

ASSOFOODTEC – the Italian Association of Machinery and Plant Manufacturers for Food Production, Processing, Preservation – represents global leaders in the most important Italian association for technologies for the food industry, thanks to diversified offerings that range from relatively simple machines to extremely sophisticated production lines. Prestigious and qualified companies, a great wealth of experience and reliability, and increasing technical development of products...this is what ASSOFOODTEC can offer. ASSOFOODTEC participates in the activity of the most important bodies charged with developing European and world technical standards. ASSOFOODTEC operates within the Federation of Italian Mechanical and Engineering Association (ANIMA). www.assofoodtec.it



FOOTWEAR, LEATHER GOODS AND TANNING

ASSOMAC is the national association that represents the Italian manufactures of footwear, leather goods, and tanning machinery, an industrial sector that is a world leader. Italian exports account for more than 50% of all the exports of countries manufacturing machinery in this industrial sector worldwide. Every year, Italian companies export more than 70% of their production to 100+ countries around the world. It is not just quality that sets Italian machinery apart from the competition. It is also customization. Italian leather-machinery manufacturers work closely with customers to create a product that is "right" for the job, much like the relationship between suppliers and users. www.assomac.it



FOUNDRY AND METALLURGICAL MACHINERY

AMAFOND is the Italian association of companies that produce machinery, plants, furnaces, products and services for the foundry industry. It's about 100 member companies provide machinery used in the manufacturing of everything from automobile engines and components to domestic appliances. AMAFOND credits the "Italian approach" to business—characterized by extra customer care and stronger personal relationships—as one of the reasons its member companies attract worldwide customers. www.amafond.com



GLASS

As an evolution of the Italian glass-making tradition, GIMAV—the Italian Association of Glass-Processing Machinery and Accessory Suppliers—represents Italian excellence in glass-making machinery today. This industry sector has expanded internationally by employing innovative technology that meets today's marketplace needs. GIMAV's 80 member companies are known for customizing machines to meet exacting end-user specifications—from high-rise building construction to fine arts applications. www.gimav.it



MARBLE AND STONE

Three hundred and twenty-five companies form the foundation of Associazione Italiana MARMOMACCHINE (CONFINDUSTRIA MARMOMACCHINE), the association representing the Italian marble and stone machinery industries. These companies supply the advanced technology that makes Italy a global leader in the stone and manufactured stone industries. Italian machinery is engineered to be versatile and provide customers with unique solutions to process marble and stone at competitive prices. www.assomarmomacchine.com



METALWORKING

UCIMU-SISTEMI PER PRODURRE is the Italian Machine Tools, Robots, and Automation Manufacturers' Association. As an official representative of the industry, UCIMU-SISTEMI PER PRODURRE acts as a worldwide ambassador for some of the latest technology developed in Italy. More than 200 member companies, who produce around 70% of the output for the sector, have won universal recognition for their quality, flexibility, reliability, and customization. www.ucimu.it



PACKAGING

UCIMA groups represent the Italian manufacturers of Automatic Packing and Packaging Machinery. Its members represent 70% of the total Italian production and, on average, 80% of Italian exports. One packaging machine out of every four in the world bears the wording "Made in Italy" and the United States is the industry's main outlet market for the sector. The worldwide success of the Italian packing and packaging industry is firmly rooted in a consolidated technological tradition and in the ability to find customized packing solutions. www.ucima.it



PLASTICS AND RUBBER

The companies of ASSOCOMAPLAST, the Italian Plastics and Rubber Processing Machinery and Molds Manufacturers Association, are globally renowned for their "turnkey solutions"—addressing customer needs through sophisticated machines and engineering. As a result, the Italian plastics and rubber processing machinery industry has seen steady growth since its inception in 1960. Italian machines are highly prized by the world's most industrialized and economically advanced countries. www.assocomplast.org



PRINTING, GRAPHIC, AND CONVERTING

ACIMGA represents the Italian manufacturers of machinery for the graphic, converting, and paper industry. Members of this association are world leaders in making machinery for rotogravure and flexographic printing, paper and cardboard processing, and converting. Most of what is produced is absorbed by the packaging market, with 60% of the industry's turnover, followed by the graphic art industry with about 35%, and the rest is employed in various sectors. www.acimga.it



TEXTILE MACHINERY

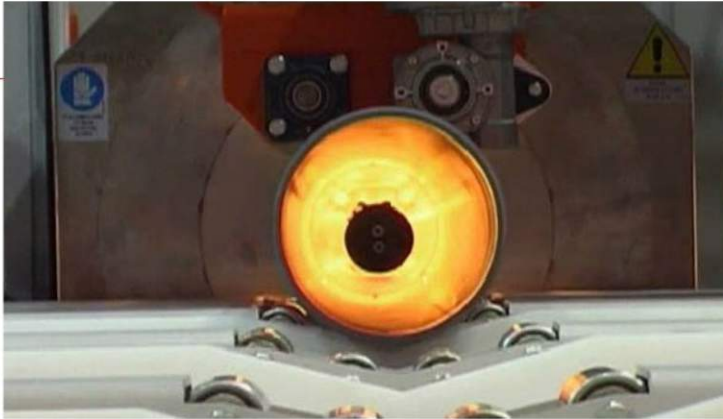
ACIMIT is the Association of Italian Textile Machinery Manufacturers, representing 80% of the entire Italian textile machinery production. Its members meet the full spectrum of industry needs (spinning, weaving, knitting and finishing machines). They are well appreciated for their commitment in the sustainable technologies and in the production of equipment for the most innovative niche markets (technical textiles, nonwovens). Leading American textile and clothing manufacturers rely on the quality of Italian high-tech machinery. www.acimit.it



WOOD

In every segment of woodworking, from sawmills to the industrial processing of solid wood and panel to finishing, the Italian industry is present with technological solutions capable of responding effectively to a multitude of user requirements. ACIMALL, the Italian Woodworking Machinery and Tools Manufacturers' Association, with over 220 of the most qualified companies in their field, represents 90% of the entire industry, both in terms of employees and in turnover. www.acimall.com

Turning Innovation Into **Productivity**



Introduction (3 min)

It's the twenty-first century. Your customers' needs come first. Your response is critical:

- *Ideas for new products, faster cycle time and greener processes?* You need a machine-making partner with creativity to spare.
- *Solutions to challenges in the manufacturing process?* Your operation needs innovation to keep things running at peak efficiency.

Where do you find that combination of flexibility, creativity and innovation? You find them in machines from Italy. *Machines Italia*.

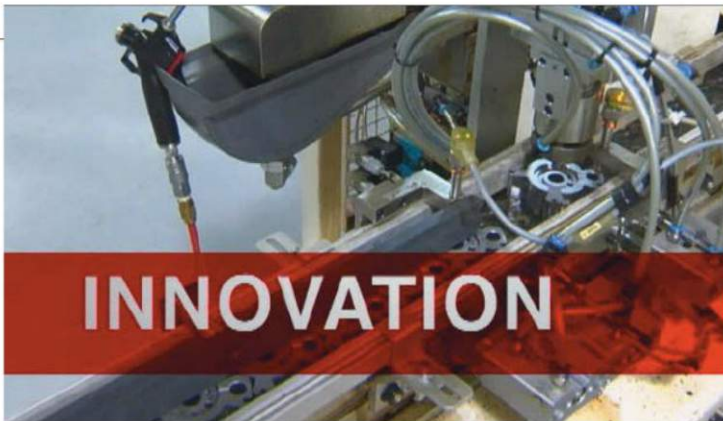
Feature Presentation (26 min)

Watch and listen to how Italian suppliers in various manufacturing sectors of machinery and technology are helping numerous North American companies and their operations gain a competitive edge, and delivery for customers, while boosting their bottom line.



Creativity (3 min)

What is creativity? Is it human expression found in art, music and letters? **Of course it is.** But creativity is so much more. Creativity is the machines maker's art, evident in Machines from Italy. Across industrial sectors, they are among the most creative and advanced in the world. Put Italian passion and creativity to work for you. **Machines Italia. Turning creativity into productivity.**



Innovation (3 min)

Do you know what innovation is? It's a change in the thought process for doing something, or the useful application of new inventions or discoveries.

Across a wide variety of industrial machinery manufacturing sectors Italian manufacturers are innovating not only machine technology, but critical thinking too, from applications to relationships.

Flexibility (3 min)

Competition comes from every corner of the globe. The decisions you make – about products, people and processes – will determine the quality of your offering and your return on investment.

When you have options and your operation is nimble and able to respond to opportunities, you win. Across various industrial sectors, Italian machinery represents the very best in high technology, smart solutions and flexibility.



THANK YOU FOR CONSIDERING TURNING OUR INNOVATION INTO YOUR PRODUCTIVITY!

For information on the companies cited within this publication or any of our thousands of Italian manufacturers, you may contact them directly, through our partner associations or any of the Machines Italia offices listed here.

Don't forget to visit WWW.MACHINESITALIA.ORG for the latest news, information, trade shows and activities we are doing here in North America with companies such as yours.



**Machines
Italia®**

Turning innovation into productivity.

a project by



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