

NEWSLETTER

Italian
Technology
Center

India



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ABOUT US

ITALIAN TECHNOLOGY CENTER (ITC) is a network of eight Italian capital goods manufacturing companies. This innovative project is promoted by UCIMU-SISTEMI PER PRODURRE (the Italian machine tools, robots and automation manufacturers' Association), AMAPLAST (the Italian plastics and rubber machinery and moulds manufacturers' Association) and ACIMGA (the Italian manufacturers' association of machinery for the graphic, converting and paper industry). The ITC network facilitates a flexible collaboration among leading Italian machinery manufacturers in order to share resources and knowledge with the common aim of strengthening their presence in the Indian market.

Indian companies consider ITC as their first point of reference in India and get an immediate answer/feedback to their queries from the respective Italian companies. Fresh enquiries and technical solutions are also discussed and properly followed-up with the member companies.

The enquiries for other machines/technologies will also be entertained.

Office Address: Italian Technology Center – ITC India
Office No. 003, Lunkad Sky Station,
Near HDFC Bank, Datta Mandir Chowk,
Viman Nagar, Pune - 411 014 (INDIA)
Tel.: +91-20-41226111
E-mail: marketing@itc-india.in
Website: www.itc-india.in / www.itc-india.it

The above office will be presided by Dr. Giancarlo Losma (Immediate Past President of UCIMU - Italian Machine Tool Manufacturers Association) through its Indian SPV (Rare Tech Projects Pvt. Ltd. - Mr. Sandeep Chadha (Director); www.raretech.org).



Italy promotes rotogravure technology with a book

India is a niche importing market for this printing technology, but with promising growth potential

Rotogravure technology has a good share in the market of printing and converting machinery in India. Still India is not a big importer of this technology; however, importing of rotogravure is also expected to grow significantly over the next three-year period (+4.5% YOY). Italy is one of the leading manufacturers and the second largest exporter of rotogravure machines to India, with a 22% market share.

In order to better illustrate the advantages of this printing technology, the Italian Rotogravure Group issued a publication titled “Rotogravure: know it to appreciate it”. In just over a hundred pages this booklet includes everything there is to know about this technology - a brief history, the workflow, the colour of inks and varnishes, the pre-press and printing phases and, of course, a description of components including the doctor blade and the impression roller. Many authors had a hand in producing this publication, with several leading rotogravure experts coming together and pooling their knowledge.

The goal is to spread knowledge about the features and strengths of this technology among printing professionals, brand owners and marketing directors in order to increase awareness among those in charge of choosing, amidst the many available printing, converting and packaging technologies, the most suitable ones for their products.

Italy has a long tradition and significant expertise in rotogravure – not just in machinery manufacturing but also in engraving cylinders and producing components. The Italian Rotogravure Group, created as part of Acimga, includes representatives from over 20 companies in the industry and already has more initiatives in the pipeline aimed at promoting this printing technology: for example, putting in place training courses to provide personnel with the necessary skills and holding a yearly event involving all of the players in the production chain.

For more information contact:

Romolo Napolitano

Piazza Castello, 28

20121 - Milano – Italy

Mob.: +39 340 4106667

Ph.: +39 02 2481262

Fax: +39 02 22479581

Email: commdept@acimga.it

Web: <http://www.acimga.it/en>

Acimga is the association of Italian manufacturers of machinery for the graphic, paper and converting industry.



ROTOGRAVURE: KNOW IT TO APPRECIATE IT



ITALIAN ROTOGRAVURE GROUP
By Acimga

Acimga is member of





DOUBTS AND HOPES

for Italian manufacturers of plastics and rubber processing machinery

Once again, the mid-year figures show a drop in Italy's imports and exports of plastic and rubber machinery, though the reduction is less marked than for previous months.

In fact, in comparison with the first six months of 2018, imports for the period January-June 2019 showed a **drop of about 17%** (with respect to the figure of -20% in March), while exports **slowed down by about 5%** (-8% in March).

As a result, the positive balance of trade showed improvement, though minimal.

This in summary is the situation revealed by the Amaplast Studies Center in its analysis of the foreign trade statistics published by ISTAT.

An important factor shown by the statistics is the **contraction in trade with Italy's principal and historic business partner, namely Germany**: the supply of Italian-built plant to German processing companies suffered a 26% slump, and the purchase of German technology by Italian companies fell by a third. In actual fact, this comes as no surprise, as it is an accurate reflection of Germany's economic slowdown, and in particular that of its industrial sector.

Moreover, exports by our German competitors also shrank. Even before the publication of official mid-year statistics, the respective trade association had revised the figures for 2018 and forecasts for 2019, announcing that it expected a 10% reduction in turnover, caused primarily by the **crisis in the automotive sector and the difficulties linked to plastic's public image**. Italian companies are having to come to terms with the same situation.

Overall, over the first six months of 2019, Italian processing companies imported less machinery from their major European suppliers – Germany, Austria, France and Switzerland – to the benefit of Asian suppliers, above all China, and Japan though to a lesser degree in terms of total value.

As mentioned above, exports revealed a reduction in overall value, but an **improvement for some specific export categories**, with respect to previous months. For example, exports of flexographic printing machines and extruders returned to growth, and the drop in the exports of machinery for foamed products was less marked.

From a geographical point of view, considering market macro-areas, the statistics provided by ISTAT revealed the following:

- Europe, which remains by far the largest export market, showed a drop in market share, as a result of an approximately 9% shrink in overall value. The latter was caused principally by reduced sales in markets outside the EU, more specifically with a dramatic reduction for Turkey (-37%) though with a slight improvement for Russia (+2%)
- the NAFTA area remains the second-largest export market, though with results less encouraging (+1%) with respect to last year, reflecting the decrease in exports to Mexico (-12%) and Canada (-39%), while sales to the United States continued to grow (+15%). Overall, exports to South America have decreased (-6%), even though the most important markets are showing signs of recovery: +5% for Brazil, +18% for Argentina and +12% for Colombia
- exports to the Asian market show a return to stronger growth (+10% overall). Considering just the most important markets in terms of overall value, there was good progress for the Far East area as a result of increased exports to China (+39%), Thailand (+55%) and Indonesia (+110%), while India showed a slight reduction (-1%). On the other hand, the flow towards the Middle East revealed a slight weakening (-1%), reflecting the collapse in exports to Iran (-83%, with sales approaching zero) and slowing trade with the United Arab Emirates (-12%), factors that were too large to be compensated by the increase in exports to Saudi Arabia (+15%) and Israel (+94%), and the exceptional growth in sales to Qatar (+244%)
- there was an overall decrease in exports towards the African continent, reflecting lower demand both from Mediterranean Africa (-26% on average) and from sub-Saharan countries (-13%)
- the more distant destinations of Oceania (+27%) showed an improvement, with increased sales – though relatively small in overall value – to the most important export markets, Australia and New Zealand.



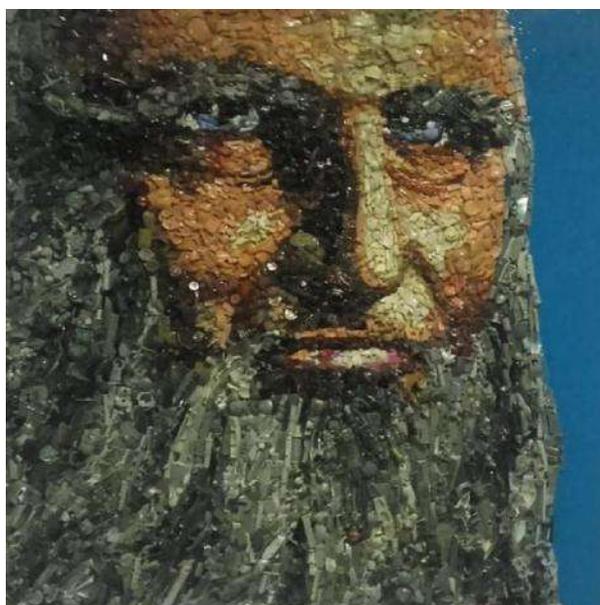
In a context of instability, negatively affected by the all-too-familiar climate of political and economic turbulence, the views that Amaplast collected after the summer break from companies operating in this sector revealed a less than optimistic outlook. Overall, there is **concern for the tendency towards a postponement or reduction in orders by customers.**

“Current market conditions are not encouraging,” declared Dario Previero, president of Amaplast, “but the companies in the sector have **great hopes for the next important event for the sector:** the trade fair K, to be held at Düsseldorf from 16 to 23 October, where there will be many Italian exporters.”

“The event’s international standing,” continued Dario Previero, “will enable companies to meet consolidated clients and potential new customers from all over the world in order to present the latest technological innovations that they have developed – state-of-the-art equipment in terms of performance, energy consumption and above all sustainability – that could be of **fundamental importance** in attaining the objectives of the framework being developed in light of the move towards the Circular Economy.”

Italy is the **second-largest exhibiting nation** at the show, behind just the host country, with almost 400 companies of which about 330 are machinery and plant manufacturers.

Amaplast, which has implemented a powerful campaign in support of Italian exhibitors, will be present at K with an institutional stand (hall 16, n. A56) providing information on its industrial sector, distributing the magazine MacPlas and providing advance information on the show PLAST 2021 (Milan, 4-7 May 2021), for which organizational and promotional activities will move into top gear after the show in Germany.



In addition, Lady Be, an international pop artist who makes artworks using just recycled plastic objects, will be present at the association’s stand from 16 to 19 October. She will be exhibiting her works and will present a **live performance** with a piece dedicated specially to the event. The objective is to increase visitors’ awareness of the **importance of recycling and environmental sustainability**.

(here on the left a portrait of Leonardo da Vinci made up of plastic scraps)

Amaplast will be taking part at other specialist trade fairs worldwide in order to promote Italian companies working in the sector:

- Iranplast (Tehran, 22-25 September)
- Expo Plast (Sibiu, 12-15 November)
- Plastics & Rubber Indonesia (Jakarta, 20-23 November)
- Plast Eurasia (Istanbul, 4-7 December).

www.amaplast.org



THE MADE BY ITALIANS IN THE SPOTLIGHT OF EMO HANNOVER 2019

About **230 Italian companies will exhibit at EMO HANNOVER 2019**, the exhibition promoted by CECIMO, the European Association of Machine Tool Industries, and alternately hosted in Hanover and Milan.

Even for the 2019 edition, **the Italian exhibitors' delegation is among the most numerous**, thus confirming the interest in the trade show shown by the Italian manufacturers, who will present their best product ranges on a net exhibit area of around 17,000 square meter.

With 400 enterprises, 32,000 employees and a production value amounting to almost 7 billion euro in 2018, the Italian machine tool industry plays a leading role in the international scenario, ranking fourth among manufacturing countries and third among exporting countries.

As real champions of exports, selling abroad about 54% of their production, the Italian manufacturers have always been operating within nearby and faraway, traditional and emerging markets.

In 2018, the destination countries of Italian exports were Germany (+15.1% compared with the previous year), 394 million euro corresponding to 11.5% of the total exported value, USA (+11.5%), 354 million euro corresponding to 10.3% of the total, China (-0.4%), 341 million euro corresponding to 9.9%. Poland, France and Spain came behind.

Massimo Carboniero, President of UCIMU-SISTEMI PER PRODURRE, affirmed: "The Italian companies of the sector have a competitive advantage acknowledged by all: very advanced technological standards, strong customisation of product offering, customer's care and understanding, which translates to an accurate pre- and after-sale service".

"Besides these peculiarities that have always been characterising the Made in Italy of the sector, today the Italian product offering adds a wide digital dimension, which is more and more present in the developed solutions and concretely translates to digitalisation, sensors, interconnection, advanced automation and remote control of machines and processes. These solutions and devices – went on **Massimo Carboniero** – make Italian products even more competitive today compared with those of several years ago and thus more interesting for users coming from all parts of the world to meet here, at EMO HANNOVER".

UCIMU-SISTEMI PER PRODURRE, the Italian machine tools, robots and automation systems manufacturers' association, will assist, as usual, the Italian companies taking part in the world metalworking exhibition, by offering promotion services and initiatives, some of which carried out in cooperation with ICE-Italian Trade Agency and the Ministry of Economic Development.

Coordinated by UCIMU-SISTEMI PER PRODURRE, the Italian participation is identified with the Italian flag “**Made by Italians, Technology and Creativity**”, which will distinguish all promotional activities organised by the Italian machine tools, robots and automation systems manufacturers' Association outside and within the fairground. The coordinated image of the Made by Italians promotion is reposed with the hallmark exhibited at the stands of the associate member companies of UCIMU-SISTEMI PER PRODURRE and on all communication material accompanying the Italian participation.

Actually, the activity of UCIMU in support of the Italian enterprises is strongly focused on the development of all those initiatives that are useful to support the companies in their internationalisation process, for which the participation in international exhibitions is an essential instrument. One of these initiatives is the new catalogue of the associate member companies, distributed during the exhibition. It is published in the traditional paper version, as well as in the version directly available on the website www.ucimu.it and by the UCIMUApp, which can be downloaded free of charge from the stores for iOS and Android.

No doubt considered as the most important stage for the operators of the metalworking world, EMO is also an occasion to present a preview of the image that will accompany the promotion of **EMO MILANO 2021**, whose organisation is entrusted to UCIMU-SISTEMI PER PRODURRE.

Hanover, 17 September 2019

Contact:

Claudia Mastrogiuseppe, External Relations and Press Office Manager, +390226255.299, +393482618701 press@ucimu.it

Massimo Civello, External Relations and Press Office +390226 255.266, +393487812176 press2@ucimu.it

Filippo Laonigro, Technical Press Office, +390226 255.225, technical.press@ucimu.it



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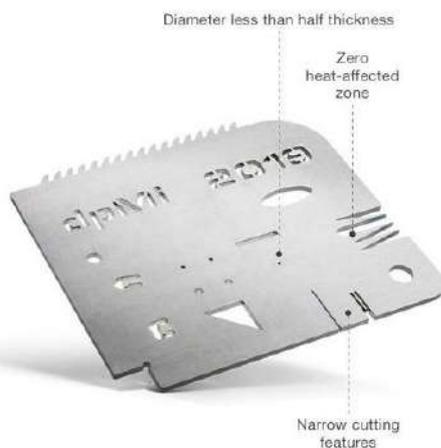
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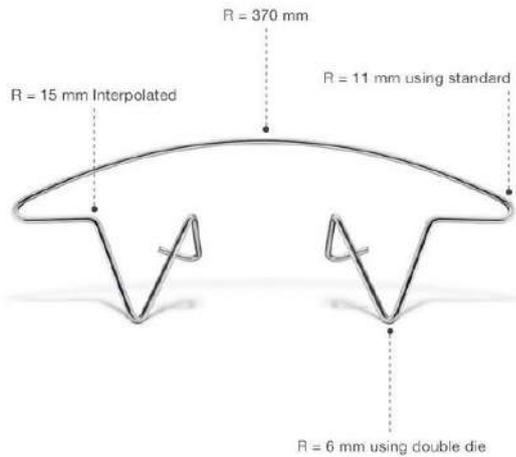
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With the power of water and air, nesting patterns can be compacted to increase part yield and achieve the lowest part cost.

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Be captivated!

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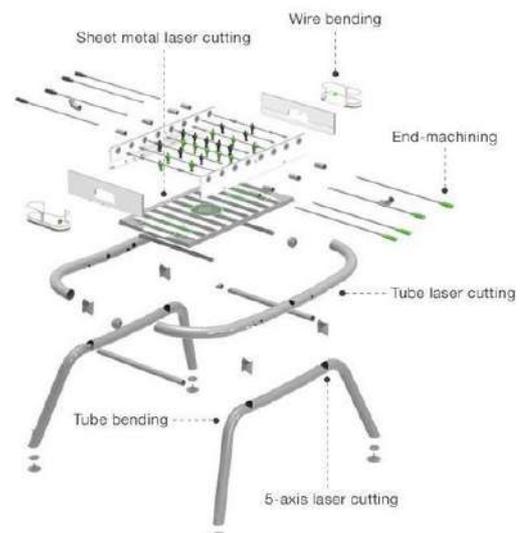
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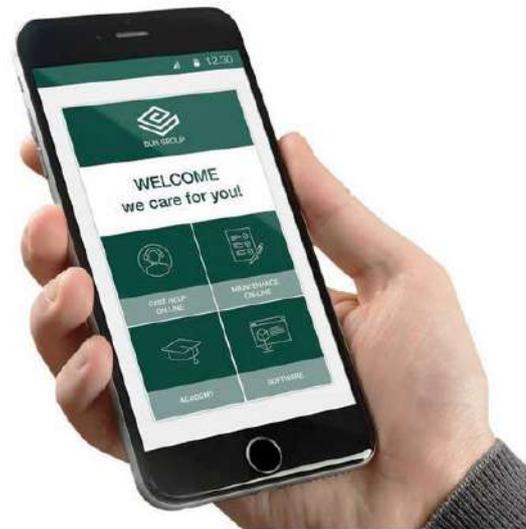
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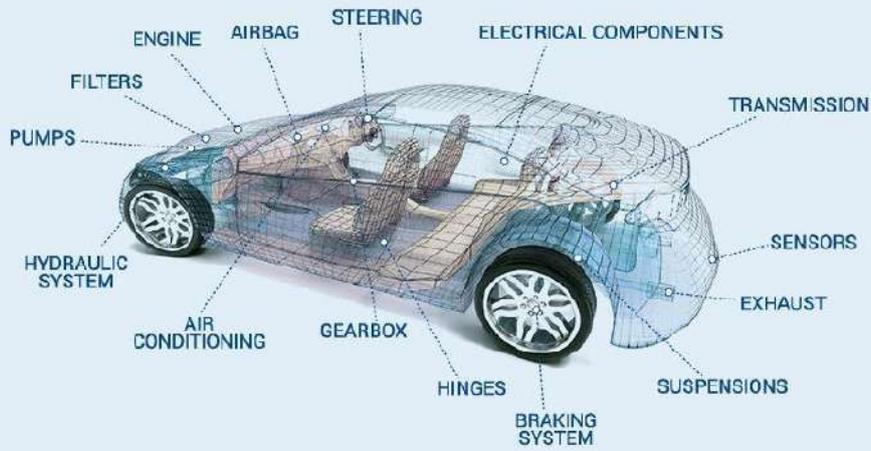
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Master Series, LOSMA's hydrostatic coolant filtration system.



Master series is composed by three different sizes: Mini-Master, Medio-Master and Master, whose distinctive marks are defined by high performances and the greatly reduced size - compared to other products with the same capacity - very important features in the design of centralized systems (Master's overall dimensions are significantly smaller and can achieve greater levels of filtration).

Master is a range of high efficiency gravity filters using non-woven fabric as filtering media. This series' filter uses consumable filtering media, which allows to change the filtration degree simply by changing the fabric type, always maintaining good results.

Master can be equipped with numerous accessories, such as: magnetic prefiltration, collecting tank, transfer tanks, and superficial oil skimmer.

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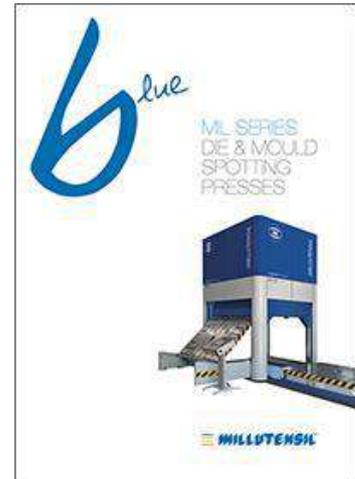
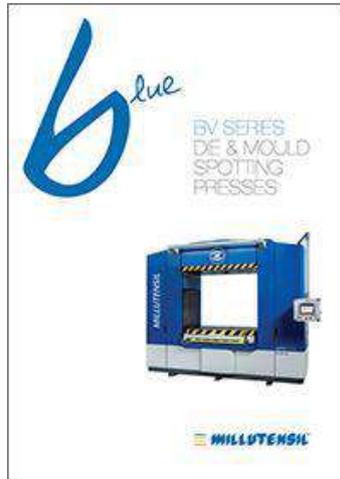
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MILLUTENSIL - Marketing Office
Office No. 505, East Court, Phoenix Marketcity,
Nagar Road, Pune - 411 014
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Skype: itc.pune
e-mail: marketing@itc-india.in
website: www.itc-india.in

Contact us



Office Corso Buenos Aires, 92 20124 Milano - Italy Tel. [+39 02 29404390](tel:+390229404390) - Fax [+390229404390](tel:+390229404390)
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Since 1951 Omera has been a leader in the sheet metal forming sector, and meets the challenges raised by its customers by offering a wide range of products and any possible customization.

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OMERA SERVO PRESS - Series OPSE

Utmost flexibility, user-friendly maintenance, reliability of the structures, high precision, energy saving and attention to environmental impact are just some of the features that characterize these machines.

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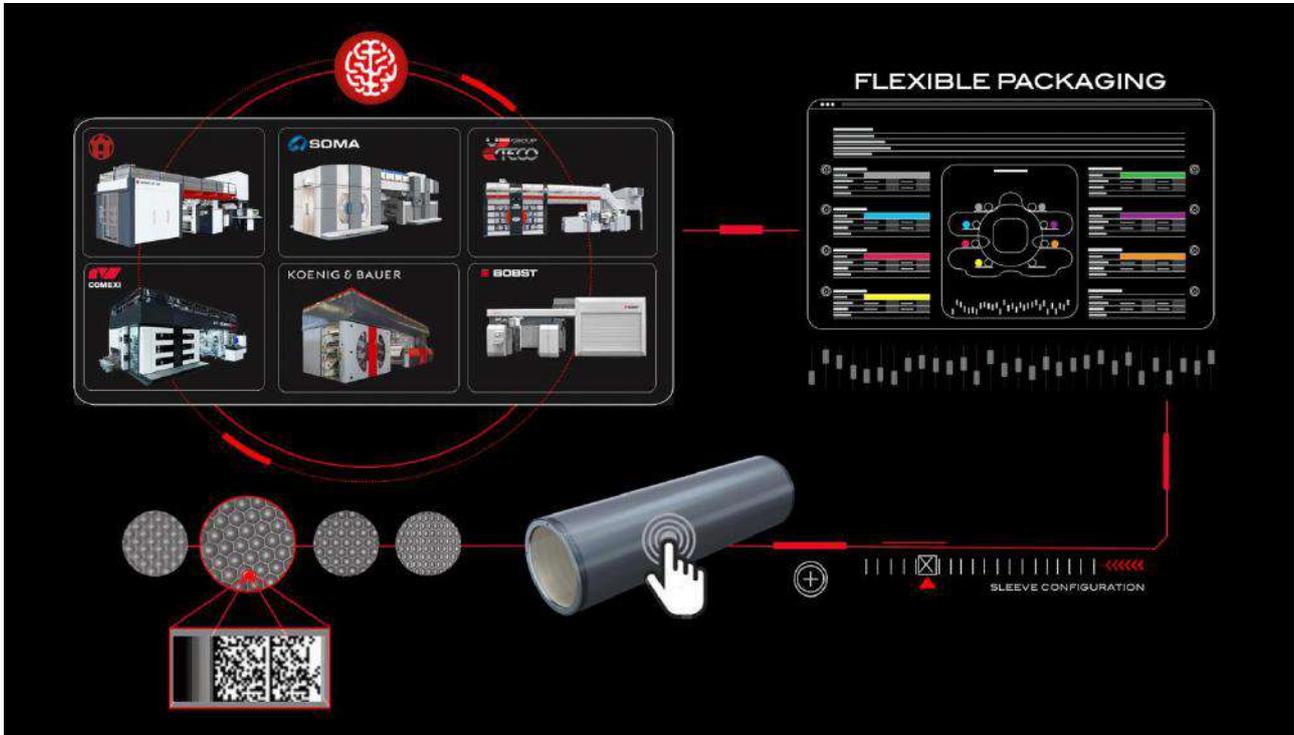




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CONTACT SIMEC GROUP

Laura Della Torre

laura.dellatorre@simecgroup.com

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NXS 300



NEXT 350



NEXT 450



GRAVURE RANGE

Global leader in the production of printing and converting machines, Uteco Group has registered an exponential growth trend in sales of rotogravure printing presses, to which it has dedicated a new factory, which soon will be officially inaugurated but already in operation from the beginning of 2019.

"This is a plant of around 10,200 square meters closed to the "ConverDrome® " the Uteco R&D and Technology Center" - explains Alessandro Bicego - and this allows us to be faster and more flexible in production and delivery, and to test every single machine during production printing, as per Uteco tradition, before shipping".



The Uteco rotogravure machine, totally Made in Italy, best seller in the East is named NXS 300.

It is an ultra-compact and flexible machine, designed for cylinders of various configurations without any need for adaptation; it is also suitable for printing with water based inks. Completely automatic, it performs very fast job changes without stops, and integrates a series of innovative solutions that allow you to prepare work outside the machine quickly and with the help of a single operator. "Versatile and innovative, the NXS 300 Uteco is the world's best-selling machine in its market segment," comments Bicego Manager.



This machine was realized to implement a roto range that sees NEXT 450 the result of an experience in gravure printing consolidated as far back as 1992, when the first machine was delivered to Spain. It was a 1040 Programm with a solventless in-line lamination unit and a speed of 350m/min.

With Next450/350 and NXS 300 Uteco offers the most suitable solutions for any request from the Converter and beyond 15rotogravure Installations in the last 2 years are proof of this.

Next 450 offers a faster sleeve change over with minimal operator's effort, a unique system to improve quality in printing thanks to driven ink roller and dynamic inking bar and automatic pre washing system together with a new ventilation system.

Company Names	Details of Machineries	Companies logo
BLM SPA	Tube processing machines (CNC tube bending, end forming, sawing, laser cutting, tube and bar end machines)	 BLM GROUP
BUFFOLI TRANSFER SPA	Multi Spindle Mill- turn machines, Precision transfer machines, Flexible machining systems.	 BUFFOLI INDUSTRIES
FIMAT SRL	WM-TWIN CVJ Cage Milling Machine, ST-2 Tripod Grinding Machine and the RM Series of Spline Rolling Machines.	
LOSMA SPA	Air filtration systems and coolant filtration systems for machine tool	 WORKING CLEAN, BREATHING HEALTHY
MILLUTENSIL SRL	Die & Mould spotting presses, dies splitters for splitting, equipment for presses, coil lines, cut to length line, strip cutting line for sheet metal	
OMERA SRL	Hydraulic and Mechanical presses, Trimming and Beading machines, Semi-automatic and automatic production lines	 Since 1951
SIMEC GROUP	Rollers and sleeve mechanically engraved through a tool; rollers and sleeves laser engraved on ceramic; rollers for embossing in all its different applications; In-Line, Off-Line, In-Hole and Vertical Cleaning Machines/Systems for rollers and sleeves.	 MORE THAN ENGRAVINGS
UTEKO CONVERTING SPA	Flexographic and rotogravure printing machines, coating and laminating machines, Inkjet-hybrid and digital production and high-tech tailored machines for flexible packaging	