

Newsletter – Issue LV

MARCH 2022

NEWSLETTER





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ABOUT

ITALIAN TECHNOLOGY CENTER (ITC) is a network of a group of 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 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 is presided by Mrs Barbara Colombo (Managing Director - FICEP) through its India SPV (Rare Tech LLP) - Mr. Sandeep Chadha (Director); www.raretech.org.



With less than two months to go until the opening, the exhibition programme is taking shape thanks to the participation of leading brands in the sector. Membership in The Innovation Alliance, the major event dedicated to instrumental mechanics, has been confirmed: Print4All will be held in conjunction with Ipack-Ima, Intralogistica Italia and Green Plast.

The market has renewed its faith in Print4All, which will be held at Fiera Milano from 3 to 6 May 2022 and will be attended by a large number of leading brands, highly representative of every "soul" in the sector.

There will be a strong presence from the converting world, thanks to manufacturers of the calibre of IMS Technologies, Rossini and Uteco. There will also be presentations from the cardboard sector, such as Fosber, and labelling, represented by Omet, among others.

On the printing front, the following internationally renowned brands have been confirmed: Canon Italia, Epson, Kyocera, Koenig&Bauer and Neos, promising a rich and interesting proposal for printers, creative people and brand owners who will visit the event in search of new proposals and technologies able to offer original and, above all, increasingly customised solutions.

And to ensure originality and a wow effect, there will be no shortage of finishing, ennobling and post-printing services, which can count on the presence of Forgraf and Quadient, to name but a few.

Print4All therefore promises to offer a wide-ranging showcase of the most innovative products available today for converting and printing. The main focus of the entire offer will be innovation, with increasingly digital and connected solutions, combined with a constant search for sustainability.

Energy efficiency, servicing, increasingly high-performance hybrid solutions, green products, increasing care in the selection of materials and in end-of-life management are the strong points of an offer that combines great attention to customer needs with growing environmental awareness.

ONLINE PRINTING, CARDBOARD, LABELLING: THE SPECIAL AREAS AT PRINT4ALL 2022

There will be three themed areas created to encourage a vertical analysis of sectors that are showing great dynamism and have important development opportunities: online printing, which makes it possible to aim for increasingly strong personalisation even on small runs; cardboard, a market with great development potential linked to its natural green vocation and the growing development of e-commerce; and labelling, a sector that is experiencing rapid evolution, driven by the demand for increasingly innovative, smart and personalised solutions.

Characterised by a graphic identity and colour that will make them immediately recognisable, the three areas of Print4All 2022 will be located in Hall 9 and will be united by a common goal: to collect the most innovative solutions proposed by exhibiting companies, but also to stimulate discussion and updating on the sectors, alternating the presentation of trends and scenarios to seminars with a fast and concrete formula, which will encourage the exchange of ideas and skills and allow the presentation of products and solutions told directly by producers. A training platform common to the three areas will host the programme, offering visiting operators a unique opportunity for vertical learning over the four days of the event.

Discover more about Print4All and book your ticket [here](#)

THE INNOVATION ALLIANCE 2022

The supply chain approach that was so well received in the last edition is confirmed: Print4All reconfirms its membership in The Innovation Alliance, the event dedicated to instrumental mechanics, and this year will take place in conjunction with Ipack-Ima, Intralogistica Italia and Green Plast.

An important opportunity to discover the best technologies for the manufacturing industry, with products ranging from green solutions developed by the world of rubber and plastics to food processing technologies, from packaging for the food and non-food sectors to graphic customisation, through to storage and handling of the finished product. Machines that manage different phases of the industrial production process share a very high level of innovation and major investment in research and development, especially considering the major changes that are sweeping every sector.

The event with Print4All and The Innovation Alliance will take place from 3 to 6 May 2022 at Fiera Milano.

CIRCULAR ECONOMY SUMMIT

On the way to the trade fair, the partners of The Innovation Alliance, in collaboration with Fiera Milano, are organising an International Summit, aimed to the stakeholders of all industrial sectors. On March 23rd the "Circular Economy Summit - Artificial intelligence and circular economy models: towards a regenerative industrial ecosystem" is a digital event focusing on sustainable development.

Circular Economy is the conceptual framework of sustainable development. The Circular Economy Summit offers an exploration of the intersection of two emerging megatrend: artificial intelligence and circular economy, and how artificial intelligence can accelerate the transition to a circular economy. It is about inspiring a regenerative industrial ecosystem and implementing a new economy that is circular – not linear – based on the principle of "closing the loop" of the lifecycles of products, services, waste, materials, water and energy.

During the digital Summit, top voices from Italian and international institutions and companies, will discuss the issues that are revolutionizing the industrial scenario, requiring new skills, and imposing new business models. Starting from analyses of trends and policy in environmental sustainability and AI, the goal of the event is to disseminate and enrich vision, awareness, and research on Circular Economy by presenting the best circular economy solutions at a global level.

To register to the Summit click [here](#)

For further information contact: Gwyn Garrett ggarrett@acimga.it

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INDIA: A STRATEGIC MARKET FOR ITALIAN MACHINERY MANUFACTURERS

Historically India is an important destination market for Italian manufacturers of plastics and rubber processing machinery.

According to the data released by Istat (Italian Statistics Institute), in 2020 Italian exports to India exceeded 65 million euros. Thus, India ranked eleventh among the destination markets, with a 2,41% share out of the total.

In the first nine months of 2021 Italian sales to Indian plastics and rubber processors exceeded 54 million euros (posting a +12% increase over the same period in 2020), including considerable quotas for extruders, flexographic machines, plants for mono-multifilaments, machines for reactive resins, thus high added-value and hi-tech equipment.

According to the data released by the Indian statistics institute - referred to the foreign trade in the first quarter of 2021 with regard to the same period in 2020 - the Indian demand of plastics and rubber machines, equipment and moulds recorded a 2% increase as a whole, topping a value of 400 million euros.

Among the different machinery categories, the greatest gains were recorded for imports of:

- extruders, which purchases have increased from 27 to 43 million euros. Supplies from Japan, Germany, China - in that order - reached a value of 14, 12, 10 million euros, respectively
- presses for tyres and inner tubes, scoring +40% (up to 14 million euros), from Croatia (6 millions) and Taiwan (3).

On the other hand, an important core machinery type – injection moulding presses - recorded a 9% decrease, and the relevant value stopped just under 33 million euros.

Overall, the top-three origin countries of the Indian imports of plastics and rubber machines were China, Germany, South Korea, reaching 154, 65, 39 million euros of share, respectively.

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AMAPLAST - Centro Direzionale Milanofiori
Palazzo F/3 - 20057 Assago MI (Italy)
tel. +39 02 8228371 - fax +39 02 57512490
info@amoplast.org - www.amoplast.org
codice fiscale/fiscal code 80134430158

**IN THE FOURTH QUARTER, MACHINE TOOL ORDERS GROW AGAIN (+49.4%)
IT IS A RECORD EVEN ON A YEARLY BASIS (+70.1%)**

Barbara Colombo, president of UCIMU: "The collection of machine tool orders is satisfactory, but affected by the delays in the supplies of raw materials and components and by the exorbitant increase of costs".

"We ask the Government to move, from April to June 2022, the delivery terms of machines ordered by the end of 2021, to ensure our customers the benefits established in the incentive measures regarding Industry 4.0"

In the fourth quarter 2021, the index of machine tool orders processed by the Economic Studies Department & Business Culture of UCIMU-SISTEMI PER PRODURRE showed a **49.4% upturn versus the period October-December 2020**. The absolute value of the index was 129.1 (base 100 in 2015). It is a record-breaking value that has never been registered in history before.

The outcome was due to the positive trend of the orders collected in the foreign markets, as well as to the excellent performances in the domestic market.

In particular, the orders collected abroad increased by 29% compared with the same period of the previous year. The absolute value of the index stood at 101.5.

On the domestic front, collected orders recorded a **96.9% growth**, whereas **the absolute value of the index was 243.9**.

On a yearly basis, the orders index marked a 70.1% rise, for an absolute value of 130.4. While there was a remarkable recovery in foreign sales, which materialised into a **43.6% increase in orders**, for an absolute value of 112.7, the **collection of orders in the domestic market** grew more than exponentially, accounting for **166.6% more** than the 2020 figure, for an absolute value of 182.7.

It was not only the fourth quarter that highlighted an outstanding performance, but also the whole year and all the four quarters of 2021, compared with the corresponding reference periods.

Barbara Colombo, president of UCIMU-SISTEMI PER PRODURRE, pointed out: "The year 2021 was extremely satisfactory for Italian machine tool manufacturers, as proven by the trend of the orders index over the 12 months. Its upturn was due, on one hand, to the partial recovery of sales abroad and, on the other hand, to the dynamism of Italian demand, also supported by the Government incentives of Transition 4.0".

"This unexpected growth of orders, all of them concentrated in a reduced time – stressed the president of UCIMU-SISTEMI PER PRODURRE – combined with the scarce availability of raw materials and electrical and electronic components due to the interruption of supply chains, especially those linked to the Far East – is currently putting our enterprises to a hard test. Our companies are compelled to postpone the deliveries of machines ordered by the customers, waiting to receive materials".

"If conditions do not substantially change, machine tool manufacturers may have difficulties in ensuring that the machines ordered in 2021 are delivered by 30 June 2022, a deadline by which customers can take advantage of tax benefits according to the Government measure 2021."

UCIMU-SISTEMI PER PRODURRE

Associazione Costruttori Italiani Macchine Utensili,
Robot e Automazione
Italian Machine Tools, Robots and Automation
Manufacturers' Association



viale Fulvio Testi 128, 20092 Cinisello Balsamo MI (Milan, Italy)
tel. +39 02 262 551, telefax +39 0226 255 214/349
<http://www.ucimu.it>, e-mail: ucimu@ucimu.it

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"For this reason – stated **Barbara Colombo** – we ask the Government authorities to act immediately to extend, by six months, the delivery time of machinery ordered by the end of the year 2021, postponing the deadline from 30 June 2022 to 31 December 2022".

"The amendment of the measure would not burden the state treasury, but, on the contrary, it would be a great advantage for the whole manufacturing system of the country, which is involved in the gradual process of digital transformation and can certainly not halt the ongoing development, essential for maintaining the competitiveness of the industry".

"Moreover, – continued **Barbara Colombo** – there are two big problems that Italian manufacturers have to face and for which they require particular attention from the Government authorities. The first one concerns the production costs that the industry has to pay. We are experiencing enormous rises in the prices of raw materials, components and energy. Of course, we cannot recharge these increases to our customers. As for materials, the impact on our enterprises is direct and thus devastating. With regard to energy, the direct effect is less problematic, as our sector is surely not among the big energy-consumers, but it is however very heavy, because it affects our production upstream and downstream".

"The second problem regards the necessity of being present in the foreign markets, where more than 50% of our sector production is exported. With specific reference to machine tools, beside the sales activity that cannot certainly be carried out remotely, except in exceptional cases, there are activities of installation and final testing, for which employees have to be sent overseas. Yet, unfortunately, quarantines and vaccines not recognised by the European Medicines Agency, Covid-tests and unstable rules that are not shared by all countries make all these activities very difficult. Therefore, we hope that the Government authorities in charge will act accordingly, in order to facilitate the bureaucracy related to travelling and business trips".

Cinisello Balsamo, 27 January 2022

Contact:

Claudia Mastrogiovanni, External Relations and Press Office Manager, +39 0226255.299, +39 3482618701

press@ucimu.it

Massimo Civello, External Relations and Press Office +39 0226255.266, +39 3487812176 press2@ucimu.it

Filippo Laonigro, Technical Press Office, +39 0226255.225, technical.press@ucimu.it



BLM GROUP

LT5: THE NATURAL EVOLUTION OF SAWING

The Aperam Group is a global player in the stainless steel field, with a portfolio of customers located in more than 40 countries worldwide. "Aperam Stainless Services & Solutions Tubi CZ", based in Usti nad Labem (Czech Republic) is one of the Group's company, featuring an historical and significant tradition in the manufacture of pipes for automotive exhaust systems. The introduction of a Lasertube LT5 system has improved the efficiency of the company's tube cutting department.



The company was established as Matthey S.r.o. In 1967 and soon became one of the main manufacturers of welded stainless-steel tubes to be supplied to the automotive exhaust system market. Matthey joined the Arcelor Group in 2002; two years later, it opened the factory at Usti nad Labem to provide services and assistance to the customers that were moving eastward in the wake of the automotive market trend towards east Europe.

Since 2008, the company name changed first to ArcelorMittal Stainless Tubes Automotivo Repubblica Ceca and, then, to Aperam Stainless Services & Solutions Tubi CZ s.r.o. (Aperam Usti).

We met Mr. Jaroslav Sečanský, the company's production manager, on his last workday at the company itself, as well as Mr. Lukáš Terč, who replaced Mr. Sečanský within the corporate organization. They both described how the production department has evolved: At first the work involved cutting the tubes to required length that were imported from Switzerland and were used only for the automotive exhaust systems," Mr. Sečanský said.

Then, the tube mill lines (to manufacture welded tubes in-house) were installed; next, the service center unit developed, i.e. The tube fabrication department including the tube bending machines and slotting machines.

We process stainless steel tubes with a size of 10-90 mm diameter, used in automotive exhaust systems. We manufacture only tubes, not full assemblies. Those are manufactured by our customers that represent all major Tier 1 companies in the automotive exhaust system field, for instance Faurecia and Tenneco, just to mention two famous companies operating in this field, Mr. Sečanský added.

At first, the sawing lines (four automatic sawing machines) had been imported from Switzerland. Today eleven sawing lines are available, which allow us to manufacture about 4 million pieces of stainless-steel tube each month: our production requirement has increased eight fold since 2005.

As the production was increasing, we were looking for alternate technology for cutting and we became seriously interested in the laser cutting technology. However, all the calculations we had first made showed that the laser cutting technology was not cost-effective in connection with our needs. The initial investment for purchasing the system was too costly and we were also convinced that the operating costs would be excessively high as well.

Next, ADIGE presented the new version of Lasertube LT5, specifically developed for straight cut off on round tubes; the new calculations made for this version showed a different result, i.e. it presented quite a cost-effective option.

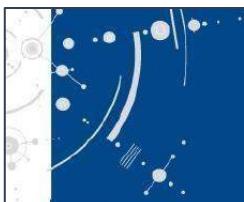
"The LT5 system was more productive and cheaper. Its main advantage came especially when cutting stainless steel: in this application, the performance achieved by cutting with a saw blade had its limitations owing to the intrinsic characteristics of stainless steel", Mr Sečanský explained.

"Our predictions were confirmed by the system's real operation, the difference between the initial theoretical calculations was limited to very few percent points. The production levels for the LT5 are approximately 30% higher than the fastest sawing machine we had considered. Moreover, you should consider the reduction in the operating costs of the machine, the electricity consumption is lower than a conventional sawing system. Of course, this comparison has been made with a cutting line complete with the measuring, brushing and washing devices".

The most significant advantage that we at Aperam Usti have noticed is related to the process as a whole, instead of the individual machining operation. "We simulated the total cost of the cutting department in the event that a new sawing machine was added, then we compared such cost with the actual cost of the department after the LT5 system had been introduced. The result was quite surprising since the introduction of a laser system in place of a traditional sawing machine (in a department where 11 more sawing machines are available) amounted to a few percent points (approximately-5%) over the total cost. A significant portion of this saving results from the operating costs, which proved to be significantly lower in case of the laser option.

The satisfaction found in purchasing the LT5 system is thus evident. Taking clue from Aperam, his same laser tube cutting system is being successfully used also in India for cutting stainless steel tubes.

40,00,000	30%	5%
Pieces of stainless steel tube cut each month	Productivity improvement compared to the fastest sawing machine	saving Compared to overall costs for operating a sawing machine



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- FLEXIBLE TRANSFER MACHINES:** Shows two small parts (8 SEC., 10 SEC.) and a compact multi-spindle machine labeled "ULTRA-S2".
- FMC/FMS (MULTI-CENTERS):** Shows two small parts (10 SEC., 15 SEC.) and a large multi-spindle machine labeled "LARGE VERTICENTER II".
- SMALL PARTS PRECISION MACHINES:** Shows several small parts (FROM Ø2 MM) and a compact machine labeled "TRANS-COIL".
- BAR MULTI-SPINDLE MACHINES:** Shows three small parts (4.5 SEC., 5 SEC., 8 SEC.) and a large multi-spindle machine labeled "TRANS-BAR".
- MILL-TURN MULTI-SPINDLE MACHINES:** Shows a long shaft (60 SEC.) and a complex multi-spindle machine labeled "TRANS-MILL".
- LINEAR-END-WORKING MACHINES:** Shows several long shafts (SHAFTS UP TO 2 METERS) and a large linear working machine labeled "LINEAR-FLEX".

HIGH PRODUCTION TRANSFER MACHINES

FLEXIBLE TRANSFER MACHINES

FMC/FMS (MULTI-CENTERS)

SMALL PARTS PRECISION MACHINES

BAR MULTI-SPINDLE MACHINES

MILL-TURN MULTI-SPINDLE MACHINES

LINEAR-END-WORKING MACHINES

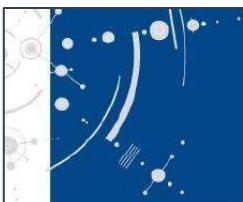
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Via Stretta 40
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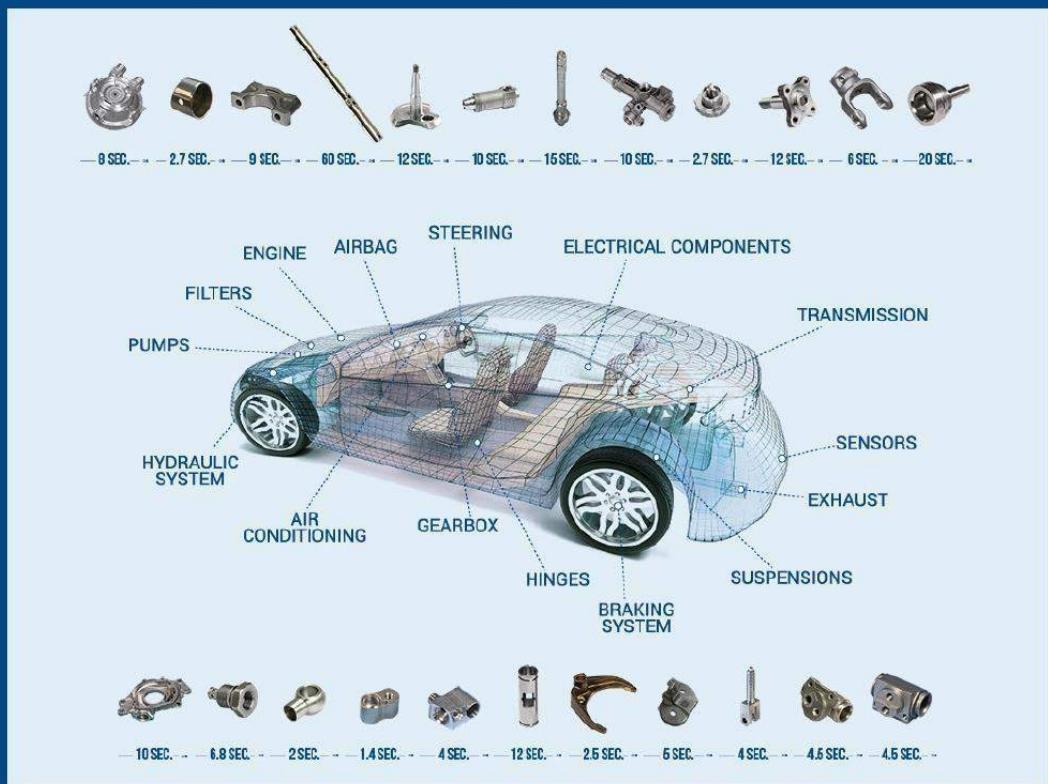
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Losma new project in Oman

It is with pleasure that we share the great achievement of our Losma India team by showing our recent installation of nr. 7 oil mist collector Argos Pro in Sohar (Sultanate of Oman).

Our client is a key player in the car wheel industry and needed an air filtration system for their factory where they machine aluminum alloy wheels.

Our team supplied Argos Pro series filters, suitable for the filtration of oil mists, vapors and smokes for industrial applications.

Thanks to their sturdy construction and to their certified high efficiency cartridges (up to 99,97%) they are the best choice for centralization or for big size machines.

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Company Names	Details of Machineries	Companies logo
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BUFFOLI TRANSFERS.p.A	CNC Rotary Transfer Machines (Bar orBlanks), complete with automation, robotic and gaging systems. IoT (I4.0) technology and software.	 BUFFOLI INDUSTRIES
FICEP S.p.A.	CNC lines for the processing of profilesand plates for the steel construction industry (drilling, milling, marking, scribing, sawing, plasma and oxy cutting, punching, shearing). Hydraulic,mechanical and screw presses, shears, saws and automation for the forgingindustry	 FICEP
LOSMA S.p.A	Air filtration systems and coolant filtration systems for machine tools	 LOSMA® WORKING CLEAN, BREATHING HEALTHY
MILLUTENSIL S.r.l	Die & Mould spotting presses, dies splitters for splitting, equipment for presses, coil lines, cut to length line(CTL)	