

# NEWSLETTER



**Italian  
Technology  
Center**  
**India**



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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.

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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](http://www.raretech.org).



### **BLM GROUP Tube Processing Systems for Fitness Equipment Manufacturing**

It is a good thing that the number of fitness equipment users is increasing day by day; whether at home or in a well-equipped Gym. Durability, aesthetics, ergonomics and compactness are some of the most important features in the design and production of fitness equipment.

Whether the equipment is meant for a gym, or smaller, multifunctional exercise machines for domestic use, tubes are the fundamental building block for them. This is why, processes like tube bending and laser cutting are fundamental to the manufacturing process.

Initially designed for rehabilitation by Swedish orthopedic physician Gustav Zander in the 19th century, these devices have found their way in different areas of our life as the general lifestyle is becoming more and more sedentary.

Over time, what used to be simple seats with barbells or frames equipped with pulleys and handles have been transformed into complex, good looking machines with improved performance. Focus on ergonomics brought in details like curved handles, big-size displays, bottle holders, towel rails etc. while the importance of aesthetic appeal has become a key distinguishing feature to be able to compete in this market.



Gymnastic apparatus from the late 1960s and Shoulder press machine manufactured by a famous fitness equipment manufacturer using BLM GROUP machines.

## Tube processing and fitness machine design

As you must have noticed, there is a big difference between these two pieces of equipment. The first one is quite simple using mostly straight tubes, while the modern one has very attractive looks and ergonomically designed. It uses tubes of different cross sections, bent with large bending radii that makes it visually pleasant, attractive, and inviting to be used. These modern designs use not only standard cross sections but also use special cross sections to add to the attractiveness. Cutting and bending such cross sections with good quality and accuracy is quite challenging.

BLM GROUP's ALL ELECTRIC tube bending technology, coupled with laser tube cutting machines thru' ALL IN ONE concept, solves these manufacturing challenges.

ALL ELECTRIC tube bending machines control the bending process so well, that it is possible to have smooth, perfect bends on tubes different cross section, for tight bend radii or for large ones. You can bend parts with different bending radii on successive bends, on rectangular tubes you may have not only different bending radii but also have bends in two different planes with respect the to tube axis.

The ALL IN ONE concept allows you to cut holes and/or end-cuts on tubes before bending because the tube bending machines communicates with the laser tube cutting machine to pass the information about the spring-back and elongation corrections. Laser tube cutting machine automatically incorporates these corrections

into the cutting program to cut tubes in such a way that they fit perfectly after bending with all the holes and slots in the right position. Perfect joinery is a pre-requisite for nice, smooth welds and for robotic welding.



### Beauty, strength, usability, compactness and ergonomics.

All these features can be met with the most advanced tube processing technology and this is why the BLM GROUP is the choice of many of the market's top manufacturers of fitness equipment.

To know more: [www.blmgroupp.com](http://www.blmgroupp.com)





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SINCE  
1930



# WORLD LEADER IN CNC MACHINE TOOL MANUFACTURING

As Italian-based firm we become **the largest producer in the world** today of automated systems for the fabrication of

## STRUCTURAL STEEL

- Industrial and commercial buildings
- Transmission towers
- Bridges
- Agricultural and earth moving equipments
- Offshore
- Wind industry
- Steel service centers



## ANGLES & FLATS processing

Our CNC angle and flat line solution gives the opportunity to process not only angles but also channels and flats.

The range includes CNC lines able to perform high performance punching, drilling, shearing, sawing, notching and marking operations.



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# WORLD LEADER IN MACHINE TOOL MANUFACTURING



As Italian-based firm we become an **outstanding producer** of equipment for the

## FORGING INDUSTRY

- Automotive and Aerospace
- Trains and railways
- Energy
- Motorcycling
- Medical
- Petrolchemical
- Houseware and kitchen cutlery



## SHEARING

Cutting the bars into pieces is the first operation that is done in the forging industry. Performing a good accurate cut is the first step to begin properly the forging process with quality and efficiency.

Our wide production of shearing machines has models actuated with mechanical, hydraulic and electrical power devices; several accessory items complete the cutting plant to give the customer full satisfaction for their application with the highest productivity and flexibility.



Indian official representative:

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**SINCE  
1933**

Leader in precision engineering and  
industrial blades' production



### **Linear Guides for machine tools**

Guides built in different materials according to the customer specifications, used in different industrial sectors. Lorenzon offers a detailed analysis of the construction drawings and is at your complete disposal to suggest and study improvements and modifications.



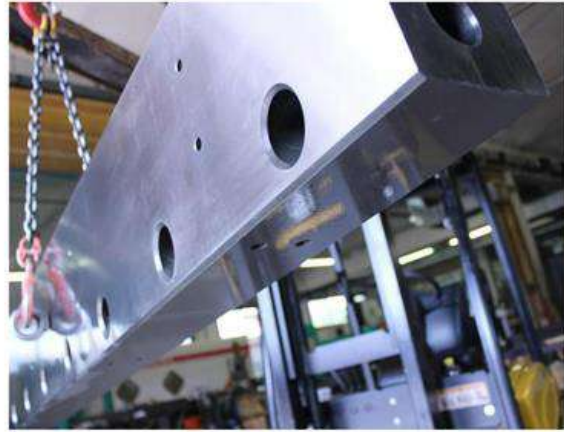
**Our technology allows us to work within the tightest tolerances up to maximum 5 metres length.**

The steels employed are:

- steels subject to total heat treatments
- case-hardening steels
- bronze/brass



Case and induction hardening are also possible besides ionic and gaseous nitrogen-hardening



### Liners and Wear Plates

The experience acquired in the field of precision mechanics has been put to good use in the construction of wear plates and parts used in the metallurgical industry. We also carry out entire regenerations and revamping of lamination systems.



The liners are made in such a way as to ensure maximum durability for the customers.

- Materials: C45 and 1.2083
- Treatments: induction hardening up to a depth of 5 mm







### GALILEO EXTRA: THE ULTIMATE IN FILTRATION EFFICIENCY



**More filtration efficiency and more static pressure are the results of Galileo EXTRA, the patented filtration system for mists, vapours and fumes** generated by manufacturing applications. Available in **5 models** with flow rates from 245 to 2,750 m<sup>3</sup>/h, Galileo EXTRA technology combines **static and dynamic filtration** to ensure maximum efficiency. It is equipped with a new turbine that aspirates oil mists and polluting particles in the air, which join together and return to the liquid state due to centrifugal force. Before being returned to the environment, the air passes through a new multilayer filter capable of retaining even the smallest particles.

Among the advantages of Galileo EXTRA there are also its **compact dimensions** and its very **low power consumption**.

**Galileo EXTRA** also ensures quick, **simple maintenance**: you only need to periodically replace the filters through the special lightweight, handy inspection cover.

**Innovative design:** Galileo EXTRA combines Italian design with the most modern technologies.



Galileo EXTRA can also be combined with the new **clogging sensor X-View** (patent pending).



This new generation sensor indicates the **clogging status on the filters**, simply and immediately signalling when they need to be changed, thanks to its **LED light signalling system**. Thanks to its Self-learning function, it will automatically set its starting point to the flow, no matter which is the condition of installation.

**X-View** internal software can also detect if the air filter has immediate or progressive fluctuations in flow due to eventual piping obstruction or malfunctions.

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Website: [www.losma.in](http://www.losma.in)



## GIGA MIL 409 DIE SPOTTING PRESS

Founded in 1955 by businesswoman Luisa Assi Just and led by her daughters Beatrice and Veronica, MILLUTENSIL is today a world-wide leader in the production of die and mould spotting presses, die-splitters and machinery for sheet metal working. With almost 70 years of experience, the company has been able to consolidate its presence in Italy and penetrate international markets with three main production lines.

Abroad, the company has developed a successful sales network through professional agents who operate locally. For this reason, they are able to provide customers with immediate and concrete support, both during the sale and the post-purchase phase.

The Blue Line is MILLUTENSIL's iconic line, with which the company is known in the automotive industry for the advanced technology and high quality of its products. This line includes a wide range of die & mould spotting presses, i.e. high-precision machines that facilitate the adjustment, validation and repair of die and moulds.



MILLUTENSIL mould spotting presses are designed according to the needs of the personnel using them. In order to facilitate the access to the moulds and avoid uncomfortable handling, tilting at various angles is provided for both platens. In this way, it is avoided the use of obsolete, inaccurate and unsafe methods, such as overhead cranes. In line with the current trend of mega-casting, introduced by TESLA, MILLUTENSIL has recently developed the first GIGA MIL 409 die spotting press, with a load capacity of approximately 160 tonnes on the lower platen and 60 tonnes on the upper platen, in order to optimise assembly processes.

The Green Line supplies equipment for coil lines for presses. MILLUTENSIL strength is that it provides customers with an integrated solution called 'All around the press', which, with a single click, facilitates the management of all the machines in the plant right up to the scrap conveyors. The customer can thus benefit from the advantage of a single technology partner. As a matter of fact, The Yellow Line provides several conveyor solutions, even customized, from standard to special ones.

Visit our website [www.millutensil.com](http://www.millutensil.com)



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## **PLAST 2023, FIVE YEARS SINCE THE LAST EDITION**

The plastics and rubber industry has an appointment at Fiera Milano Rho from the 5th to the 8th of September: PLAST, the international exhibition dedicated to the technologies, materials, and solutions for the sector. With almost 1,000 exhibitors already signed up, expectations are high for one of the industry's key tradeshow.

Dozens of exhibitors participating for the first time or returning after missing a few editions are clear evidence of the attractiveness of the event and the success of organizers in keeping attention focused on it. Additional important signs are the confirmed return of the Chinese and Iranian pavilions and the debut of the French collective.

Registrations are still open and the objective is to bring even more international exhibitors and visitors to PLAST. Partly for this reason, the organizer, Promaplast srl, has signed a synergetic agreement with IPACK-IMA to promote PLAST among packaging operators. This is a sector that is tightly related to the plastics industry, representing nearly 40% of demand for polymers.

There is also a focus on foreign delegations: 30 countries have been engaged in the incoming buyers programme, instituted with the support of ICE-Agenzia.

The exhibition layout at PLAST 2023 comprises six halls: Halls 9 and 11 will be occupied by raw materials suppliers; 13 and 15 will be dedicated to extrusion; and 22 and 24 will focus on injection moulding, blow-moulding, and auxiliaries.

The 2023 edition will again feature the three satellite fairs dedicated to three sub-sectors of excellence: RUBBER (dedicated to the world of rubber); 3D PLAST (focused on additive manufacturing and related technologies); and PLAST-MAT (for innovative plastics).

Furthermore, thanks to the collaboration with ICE-Agenzia, the StartUp area will be implemented again this year to provide merited visibility to innovative solutions by emerging operators.

The Innovation Alliance – the project implemented in partnership by Plast together with Ipack-Ima, Print4All, Intralogistica Italia – will be featured with a new concept. Due to the rearrangement in the trade fair calendar caused by the pandemic, the organizers are currently conferring about the possibility of reinterpreting the initiative as a convention to discuss issues of relevance to all involved industries in order to continue to develop and transmit a unified message.

There will thus be much that is new and different at PLAST 2023, which has always been a strategic showcase especially for Italian manufacturers of machinery for the plastics and rubber industry, who achieved growth in 2022 in spite of the troubled world economic situation. The MECS statistical studies centre of the Amaplast trade association estimates Italian overall production exceeding 4.67 billion euros, representing growth of 5% over 2021.

[www.amaplast.org](http://www.amaplast.org)

[www.plastonline.org](http://www.plastonline.org)



## PRESS RELEASE

### **Acimga, 2022 turnover is growing, +11% compared to 2021. The Association's Research Study expects a further improvement in 2023**

MILAN, DECEMBER 20th - A 2022 marked by growth for Acimga, the Italian manufacturers Association of machinery for the graphic, converting and paper industry within Confindustria that brings together around eighty companies throughout the country. A Made in Italy excellence, which, after an abrupt start to the year with **serious difficulties on the supply chain due to the pandemic effects**, (characterized by a strong shortage of raw materials with negative impacts on delivery times and increased costs), expects an increase in turnover, reaching 3,050 million €, +11.2% compared to 2021.

*«The data illustrates a sector that, despite this year's supply difficulties due to the Ukraine conflict and the current inflationary trends, is "holding up" with respect to the general political, economic and energetical conjuncture, with optimistic prospects for 2023" said Enrico Barboglio, Director of Acimga. "During the year 2022 we witnessed a significant increase in orders, driven above all by exports. Turnover also grew by double digits, although the shortage and delays in the delivery of components have somehow made it necessary to postpone some deliveries, both internationally and nationally. In support to our supply chain in this specific situation, we hope that the delivery deadline for 4.0 machinery ordered in 2022 will be extended to December 31st 2023, as proposed by some amendments to the Budget Law under discussion in these days in Parliament».*



*Enrico Barboglio, General Manager of ACIMGA*

#### **ACIMGA'S 2022**

The year was characterized by many news, and several new projects have been launched, together with the consolidation of events and conferences. In May **Enrico Barboglio was appointed new General Manager of Acimga**, succeeding Andrea Briganti, who served the association for eight years.

**Print4All**, after its postponement due to the pandemic, was held from 3 to 6 May, for **four days that showed the best in the converting, labelling and printing sector**, as a result of the constant research and development work of



*Daniele Barbui, President of ACIMGA*

exhibiting companies and expression of a market that looks with increasing interest to circular economy models and industry 4.0, but also to servitization and digitization. **The trade fair, held at Fiera Milano, closed with important numbers: 246 companies and 20,922 operators**, confirming Print4All as a **reference point in Europe** for all industrial professionals in the sector. *«The fil-rouge of this edition - said Daniele Barbui, President of Acimga - was certainly innovation, a necessary driving force needed to guide choices towards increasingly sustainable solutions, both in terms of materials and processes. Today, in order to be competitive, we need an approach that combines maximum energy savings and minimum environmental impact: market and consumers reward virtuous and conscious behaviours and prefer sustainable and recyclable products and companies that have embraced a circular economy culture».*



2022 also saw a change in the association's board of directors, with the entry of **Simone Bonaria, Chief Operation Officer of BFT Group**, who joined the President Daniele Barbui and the Vice-Presidents Giorgio Petratto, Matteo Cardinotti, Emilio Della Torre and Giulia Rossini, in addition to the 3 past presidents Ugo Barzanò, Marco Calcagni and Aldo Peretti and the representatives of the specialisation groups, Gianmatteo Maggioni for the Italian Rotogravure Group and Alfio Brandi for the Italian Corrugated Cardboard Group.



The year that is ending was also an opportunity to consolidate relations with the other players in the industry, to implement synergies on common projects.

The partnership with the **Gravure AIMCAL Alliance** continued through the sponsorship of the Golden Cylinder Awards, a prestigious international award that rewards gravure printing projects with the highest quality and creativity produced by the different gravure operators all over the world.

In July, an agreement was announced between **Acimga and Giflex**, the Flexible Packaging Group, for the creation of a working group dedicated to sustainability in the flexible packaging production, examining the entire production scenario: from technologies to materials, in relation to the current regulatory framework. The partnership is also aimed at analysing and mapping the production's strengths and weaknesses in terms of sustainability in order to think of new solutions to be shared with member companies.

Once again, a focus on sustainability of the printing processes for the **training course organized by the Italian Rotogravure Group by Acimga**, held in the month of September and dedicated to **Eco-design in rotogravure printing**, looking at tools, processes, and fundamental macro-themes such as recycling and biocompatibility, to understand how gravure can mitigate environmental impacts.

Among the most important activities of the last three months, the first edition of the **ACIMGA DAY**, a one-day event strongly desired by President Daniele Barbui as an aggregative moment dedicated to all Acimga members; an opportunity to collect suggestions and opinions for the association's strategic plan for the next two years, and the establishment of the **Flexo Development Group by Acimga**, third specialization group within the association, with a first founding group of 20 Acimga member companies, which aims at promoting flexo technology and analyse its implementation and trends in the different markets in which this technology is used.

As part of **Federazione Carta e Grafica**, we proceeded with lobbying activities with institutional stakeholders, especially regarding issues related to energy costs and raw material shortage and the latest developments on packaging directives. Federazione Carta e Grafica, with its **Sustainability Project**, was also among the winners of the fourth edition of the "Best Circular Economy Performer " 2022 competition, promoted by Confindustria to gather the best projects in the circular economy and sustainability field.

#### **WAITING FOR 2023**

In the new year's agenda there is **Roto4All**, the annual event organized by the Italian Rotogravure Group returning for its third edition on **March 9, 2023**. A day dedicated to gravure technology, to look at the most relevant market topics during a day of exchanges and constructive dialogue extended to the whole community, to further spread the value of this printing technology on which Italy holds skills and know-how of extreme value.

2023 will also see the return of **Print4All Conference**, a "bridge" event for the next edition of Print4All to be held from 27 to 30 May 2025, and an opportunity for extended dialogue within the converting, package printing, labelling, commercial and industrial printing market.



The activities of the three specialization groups of Acimga will continue throughout the year.

The Italian Rotogravure Group is working on its second publication, after the guide "Loving Rotogravure: knowing it to appreciate it" released in 2019; the Italian Corrugated Cardboard Group has concrete projects in the pipeline aimed at restoring the key role of Italy and Europe in the innovation of technologies related to this material; while the Flexo Development Group will begin its activities by privileging the concept of development, declining it on different enabling factors, such as the development of markets, but also the development of skills, applications, and, last but not least, the development of the Made by Italy.

*«The main goal for 2023 is the consolidation of the association's results obtained over the last few years, further pushing the entry of new members, and increasing the involvement of historical ones – says Daniele Barbui – I will also continue my personal commitment to promote the dialogue with all the other associations of the printing, converting, and packaging sector in general. The development of the trade fair is one of the key projects on which Acimga has already started working on for the next edition: Print4All has once again renewed its participation to The Innovation Alliance for 2025, and the trade fair will be held with the same composition, together with Ipack-Ima, Greenplast and Intralogistica Italia.»*

**About us** - Acimga is the Confindustria association representing all printing, packaging, and converting technologies, which gathers around 75 associated companies for a sector which is worth around 3 billion in turnover, 60% of which from exports. Italy is among the top 3 world leading manufacturers for these machines (together with Germany and China), constantly strengthened by its highly specialized mechanical knowledge, combined with the most modern electronic technologies ([www.acimga.it/en/](http://www.acimga.it/en/)).

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## UCIMU-SISTEMI PER PRODURRE

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### **IN THE FOURTH QUARTER 2022 MACHINE TOOL ORDERS KEPT GROWING (+3.5%) DOMESTIC ORDERS (+5.4%); FOREIGN ORDERS (+2.4%)**

In the fourth quarter 2022, the index of machine tool orders processed by the Economic Studies Department & Business Culture Centre of UCIMU-SISTEMI PER PRODURRE marked a 3.5% increase compared with the period October-December 2021. The absolute value of the index stood at 133.6 (base year 2015=100). This is the new record value for the quarter of reference.

The outcome was due to the good trend of orders collected abroad, as well as to the excellent results achieved in the domestic market.

In particular, the orders collected overseas grew by 2.4% compared with the same period of the previous year. The absolute value of the index was 103.9.

On the domestic front, the collected orders registered a 5.4% upturn. The absolute value of the index at 257 is the new all-time high. Barbara Colombo, president of UCIMU-SISTEMI PER PRODURRE, commented: "This performance is really satisfactory, as it is compared with the result of the fourth quarter 2021, which had already been exceptional. The excellent outcome was mostly due to the accelerated purchasing decisions of end users, who completed their investment processes by the end of the year 2022 to take advantage of the tax credit at 40%, being aware that – as announced by the Government – from January 2023, the tax rate would be halved".



*Barbara Colombo, President of UCIMU*

On the other hand, on an annual basis, the index of orders shows a -7.8% downturn, for an absolute value of 120.1. The decrease was due to the reduction in the collection of orders in the Italian market, (-20.8%) for an absolute value of 144.7. On the contrary, the orders from abroad were on the rise (+2.8%), for an absolute value of 115.9.

Barbara Colombo, president of UCIMU-SISTEMI PER PRODURRE, stated: "If we observe the performance of the order collection over the entire year, it is clear that in any case the "blaze" in the fourth quarter could not counterbalance the fall reported in the previous quarters. This fall was mostly due to the reduction in the orders collected by manufacturers in the Italian market, which is however compared with the boom recorded in the four quarters 2021".

"After all, - went on the president of UCIMU-SISTEMI PER PRODURRE, Barbara Colombo – we expected this trend, both for the annual index and for the last quarter. In particular, with reference to the 12-month period, the downturn in the domestic market is not surprising: we cannot expect that the Italian market may keep on growing at the pace registered in the last two years. That said, the demand expressed in Italy remains dynamic, because the process of digital transformation is in full swing".

"Therefore, - affirmed Barbara Colombo – it is necessary to ensure a continuity of the measures 4.0 in effect for over five years, which should continue and, if possible, be increased. While understanding the choice made by the Italian Government that gave priority to the measures aimed at reducing the impact of high energy costs on the whole



population, private citizens and enterprises, we stress again that it is necessary to confirm the applicability of the provisions 4.0 under the same conditions established until 2022”.

“In detail, - continued the president of UCIMU – with regard to the measures of “Transition 4.0”, we ask to maintain the 40% rate in the calculation of tax credit also for 2023. From January 2023, the rate will be halved, unless amendments are made. This will only reduce the propensity of Italian end users to invest in new production technologies. It is a risk we cannot afford to run because the upgrade of the Italian industry has certainly started but much is still to be done. At the same time, we also ask for a 3-month postponement, from 31 September to 31 December 2023, of the delivery times for the machines ordered by 31 December 2022 (for which a 20% down payment was already made). In this way, manufacturers could absorb the delays in the deliveries of electrical and electronic components suffered in the production phase”.

“Moreover, in the medium and long term, we also think - concluded Barbara Colombo – that, in addition to the tax credit for the new investments in digital and interconnected technologies, a further measure should be implemented to be used also in a cumulative way, which might materialise into a tax credit for sustainability. In our vision, this provision should support the actions capable of encouraging the integrated development of new generations of products, also taking into account the impact in terms of environmental footprint”

Cinisello Balsamo, 23 January 2023







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Company Names	Details of Machineries	Companies logo
<b>BLM S.p.A</b>	Tube processing machines (LaserTube cutting, CNC Tube bending, end-forming, automatic sawing, tube/bar cutting and end- machining), Wire bending machines, Five Axis Laser cutting machines, Laser sheet cutting machines.	 <b>BLM GROUP</b>
<b>BUFFOLI TRANSFER S.p.A</b>	CNC Rotary Transfer Machines (Bar or Blanks), complete with automation, robotic and gaging systems. IoT (I4.0) technology and software.	 <b>BUFFOLI INDUSTRIES</b>
<b>FICEP S.p.A.</b>	CNC lines for the processing of profiles and 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 forging industry	 <b>FICEP</b>
<b>LORENZON S.r.l.</b>	Knives and jaws for tube industry, guideway and sideways for machines and hydraulic presses, knives and blades with all the shapes for metal industry, precision plates and liners for rolling mills, machining up to 10 meters.	 <b>LORENZON</b> 1933
<b>LOSMA S.p.A</b>	Air filtration systems and coolant filtration systems for machine tools	 <b>LOSMA</b> <sup>®</sup> WORKING CLEAN, BREATHING HEALTHY
<b>MILLUTENSIL S.r.l</b>	Die & Mould spotting presses, dies splitters for splitting, equipment for presses, coil lines, cut to length line (CTL)	 <b>MILLUTENSIL</b> <sup>®</sup>