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TECH4FOOD

MAGAZINE

DESIGN • KNOW HOW • INNOVATION • VISION

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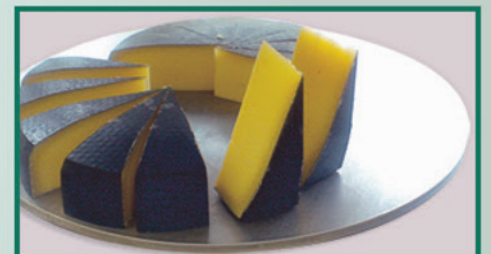


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**the company**

Facchinetti: a family business

Versatility and tailor-made solutions. Here is the winning recipe of the Italian company, perfected over 40 years of experience in the manufacturing of plants and equipment for the dairy industry.

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zoom

A new beginning for global packaging



ISO established a new international technical committee aimed at drawing up standards for plants and machinery. Interview with the newly appointed chairman, Andrea Malagoli.

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focus on

THE AGE OF ROBOTS

A business rising by 31% on a global scale. Italy, with a 19% increase in purchases, is growing faster than Germany, Japan and the US. The importance of the food industry for robotics is also increasing. The data issued by IFR.

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reportage

Impressions from Iba



It ended on the past September in Munich the 24th edition of iba, leading trade show for bakery, confectionery, and snacks. The satisfactions of Italian exhibitors. And the latest innovations on display.

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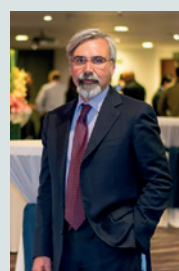
**GULFOOD
MANUFACTURING**

product preview

50+

GOOD REASONS FOR CHOOSING ITALIAN TECHNOLOGY

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**export**

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Colombia is flying high

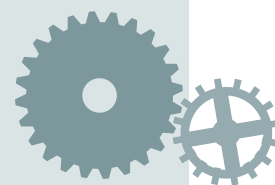
Trends and perspectives for Italian manufactures of food technology and equipment aimed at entering the South American market. Interview with Riccardo Zucconi, of the ITA Office in Bogotá.

markets & data

from page 29 to page 31

A fast-moving business

Market trends & forecasts in a report issued by the Italian association of machinery and plants manufacturers for food production, processing and preservation.



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Tech4Food strives for new goals

Riccardo Colletti and Angelo Frigerio

One year of hard work and intense business is about to come to an end. The first real 'ride' for our magazine, **Tech4Food**. And therefore, with the permission of you all, we take this opportunity to take stock of the past 12 months and tell you what's in the air for the near future.

The **Tech4Food** project didn't simply take off, it stayed true to its original promise: to fly the flag of 'made in Italy' technology and mechanic around the world, with a well recognizable and appreciated format and style. The magazine took advantage of some of the leading international trade shows (in its printed version), as well as of the digital channel with the online distribution. The easy way it talks about companies and markets, with a business and commercial slant - without forgetting the technical aspects, of course - proved to be suitable and appraised. The renewed partnership with the Italian Trade Agency (ITA) is working great, thanks to the collaboration of the offices located the world over.

If we consider the five issues edited in 2018 - the one you are leafing through is on distribution at Gulfood Manufacturing -, we are more than pleased about the results achieved in terms of advertising and of the relationships established with Italian manufacturers. In a few words, promises kept and accurate forecasts. A result that combines

the passion of our staff with the openness and helpfulness of so many companies. The ones that, from the very first moment, have believed in our project, as well as the ones we are now building strong relationships with.

Starting from this very first year, **Tech4Food** is now ready to take a big step forward looking at 2019 - a season that promises to be not less intense, and that will be 'shaped' by two strategic events: Iffa and Cibus Tec, respectively in Frankfurt and Parma. Next year, there will be one more issue of the magazine, for a total of six. The goal is dual.

First of all, **Tech4Food** wants to be even more present during strategic trade shows. And therefore, the magazine will now enter new markets in its printed version. At the same time, we want to provide a stronger and more widespread flow of information along the year, as requested by our readers all over the world. On the digital side, besides a further widening of our mailing list, big plans are underway. But we will talk about that more in detail only when such plans will be fully operational. This is how our publishing house has been working for over 20 years, in perfect harmony with the daily activities carried out by many small, medium and large Italian manufacturing companies. Companies made of people who work more and speak less. Made of professional people. To which our thanks go once again.



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Tech4Food rilancia verso nuovi traguardi

Si sta per chiudere un anno di lavoro e di business a dir poco intenso. Che per la nostra rivista **Tech4Food** ha rappresentato il primo, vero e proprio, giro di giostra. E dunque, con il permesso dei lettori, ne approfittiamo per stilare un bilancio e per raccontare che cosa bolle in pentola per il futuro.

Il progetto **Tech4Food** non solo è decollato, ma ha tenuto fede alla promessa iniziale. Facendosi 'portabandiera' nel mondo delle tecnologie italiane del meccano-alimentare con un format e uno stile che è stato riconosciuto e apprezzato. Sfruttando cioè le autostrade privilegiate costituite dai grandi eventi fieristici (con la versione cartacea), abbiamo ampliato di pari passo e in modo costante la distribuzione online. Il taglio giornalistico di approfondimento e di racconto, con un imprinting business e commerciale - senza per questo trascurare l'aspetto tecnologico - si è rivelato azzeccato e apprezzato.

La partnership perfezionata e rinnovata con Agenzia lce funziona e costantemente si arricchisce la col-

laborazione con gli uffici dislocati in tutto il mondo.

Considerando i cinque numeri di rivista pubblicati nel 2018 - quello che state sfogliando è in distribuzione a Gulfood Manufacturing -, le performance registrate in termini di raccolta advertising, ma ancor più qualificando e quantificando le relazioni instaurate con l'Italia che lavora e produce, non possiamo che ritenerci soddisfatti. Promesse mantenute e previsioni azzeccate, potremmo sintetizzare. Un risultato che combina la passione di tutto il nostro staff con la disponibilità, l'apertura, l'adesione di tantissime aziende. Da quelle che fin da subito sono salite a bordo, fino a quelle con cui si sta perfezionando la costruzione di un rapporto più solido.

Ed è proprio muovendo da questo primo anno che per il 2019 - una stagione che si annuncia non meno intensa e che ruoterà intorno a due eventi strategici quali Iffa e CibusTec, rispettivamente a Francoforte e Parma - **Tech4Food** è pronta a compiere un nuovo salto in avanti. Aggiungiamo un posto a tavola, os-

sia incrementiamo a sei il numero di uscite. L'obiettivo è duplice.

Tech4Food vuole presidiare in maniera più articolata il calendario fieristico. Pertanto, la rivista sarà presente anche su altri e nuovi mercati nella versione cartacea. Al tempo stesso, vogliamo garantire un flusso di informazioni e contenuto meglio distribuito nel corso dell'anno. Una richiesta che ci è pervenuta da tanti lettori in giro per il mondo a cui abbiamo inviato in formato elettronico il nostro giornale. Sul versante digitale, oltre a un allargamento della mailing list di lettori, abbiamo in cantiere anche altri progetti. Che però, come nel nostro stile, annunceremo solamente quando diventeranno operativi. Rispettando cioè un modus operandi che da quasi vent'anni caratterizza il nostro gruppo editoriale e che si trova in perfetta sintonia con l'attività svolta quotidianamente dalle tante piccole, medie e grandi aziende italiane del settore meccano-alimentare. Fatte di gente che lavora e che parla poco. Fatte di gente seria. A cui va ancora una volta il nostro ringraziamento.



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London: The Co-op chooses Novamont's compostable bags

The Co-op and Novamont have announced a collaboration aimed at supplying the British retailer with a new kind of compostable carrier bag, as an alternative to traditional non-biodegradable and non-compostable plastic bag. The move will see around 60 million traditional single use plastic carrier bags, equal to 340 tonnes of plastic, removed in a phased rollout. Lightweight compostable carrier bags, which can be used to carry shopping home and then have a secondary use as a food



waste caddy liners, will be rolled out to almost 1,400 Co-op food stores, initially in towns, cities and villages where the bags are accepted in food waste collections and, along with the food waste, can be turned into peat-free compost.

Londra: Co-op sceglie i sacchetti bio di Novamont

Il retailer britannico Co-op ha annunciato di avere scelto l'italiana Novamont come fornitore unico di sacchetti biodegradabili in bioplastica. Attraverso questa operazione circa 60 milioni di sacchetti della spesa monouso, che ammontano a quasi 340 tonnellate di plastica, verranno progressivamente eliminati in favore dei sacchetti per la spesa compostabili Novamont, che saranno quindi distribuiti in 1.400 supermercati Co-op nel Paese. Co-op è la prima catena di supermercati inglese a sostituire i tradizionali sacchetti di plastica monouso con i sacchetti biodegradabili a doppio uso, perché utilizzabili per la spesa e in seguito per i rifiuti organici compostabili.

Fibramix: Saini's range dedicated to the food industry



A line of products specifically designed for the food sector, especially for meat, sauces, and pesto producers. It's the Fibramix range from Saini, an innovative composition of synergistic dietary fibers developed in order to obtain a long list of benefits, including: free water control with good absorption of the same; texturing property; homogeneity of the finished product; no additives. Therefore, Fibramix is an excellent aid in various food production processes, bringing considerable advantages from the point of view of quality of the final product and economic in the production process itself.

Fibramix: la linea firmata Saini per l'industria alimentare

Una linea di prodotti specificatamente studiata per il settore alimentare, in particolare per i produttori di carni, salse e pesti. È la gamma Fibramix di Saini, un'innovativa composizione di fibre alimentari sinergiche sviluppata per ottenere svariati benefici, tra cui: controllo dell'acqua libera con buon assorbimento della stessa; proprietà strutturante; omogeneità del prodotto finito; assenza di additivi. Fibramix è pertanto un ottimo aiuto nei vari processi di produzione degli alimenti, apportando notevoli vantaggi dal punto di vista qualitativo del prodotto finale ed economico nel processo di produzione stesso.

Stalam: how the radio frequency technology is revolutionising the defrosting process

Several challenges and problems of traditional defrosting methods can be overcome with the radio frequency technology, like the one developed by the Vicenza-based Stalam. "With this technology defrosting is achieved in minutes rather than hours/days, even for large product blocks and, if necessary, directly inside the packaging used for storage or retail distribution like carton boxes, and polyethylene bags," said the company in a statement. "The process speed and uniformity minimise the risk of product degradation - drip losses, deterioration of sensorial, chemical and physical characteristics, bacteria growth -, thus helping to preserve at best the product quality."



Thanks to the high process speed, radio frequency defrosting can be carried out continuously, with significant logistics advantages in product handling and production scheduling, that can be organised according to 'just in-time' criteria.

Stalam: come la tecnologia a radiofrequenza sta rivoluzionando il processo di scongelamento

Sono diversi gli inconvenienti tipici dei metodi di scongelamento tradizionali che possono essere evitati con l'utilizzo della tecnologia a radiofrequenza, come quella sviluppata dalla vicentina Stalam. Innanzitutto, i campi elettromagnetici a radiofrequenze consentono di trasferire l'energia direttamente al cuore del prodotto, sviluppando calore in modo endogeno. "Con questa tecnologia lo scongelamento è ottenuto in minuti piuttosto che ore o giorni, anche per prodotti in blocchi di notevoli dimensioni e, se necessario, all'interno delle confezioni utilizzate per lo stoccaggio, come scatole di cartone o sacchetti di polietilene", spiega l'azienda. "La velocità e uniformità del processo minimizzano i fenomeni di degradazione del prodotto: perdita di liquidi, deterioramento delle proprietà chimiche, fisiche e organolettiche, proliferazione microbica. E di conseguenza le caratteristiche qualitative sono preservate al meglio". Il processo può essere condotto in continuo consentendo notevoli vantaggi logistici nella movimentazione del prodotto, nel flusso di lavorazione e nella programmazione della produzione, che può essere gestita secondo criteri 'just-in-time'.

Restyling and rebranding for Cavanna, packaging specialist

Presented in preview on the past May, on the occasion of Ipack-Ima in Milan, the Cavanna logo change is the direct consequence of the evolution of the company values and the ideology of the brand. "The logo represents only one of the actors involved, but it is also the first 'visible' expression of our company," said in a statement the company from Prato Sesia, Novara province. "Our logo is an acquired and recognized element and change it would have no meaning or effectiveness, but revitalize it, yes. So we proceeded to change the colors, to make it cooler, smart and new abandoning the image a bit 'industrial' in favor of an image made of complementary and harmonious colors."



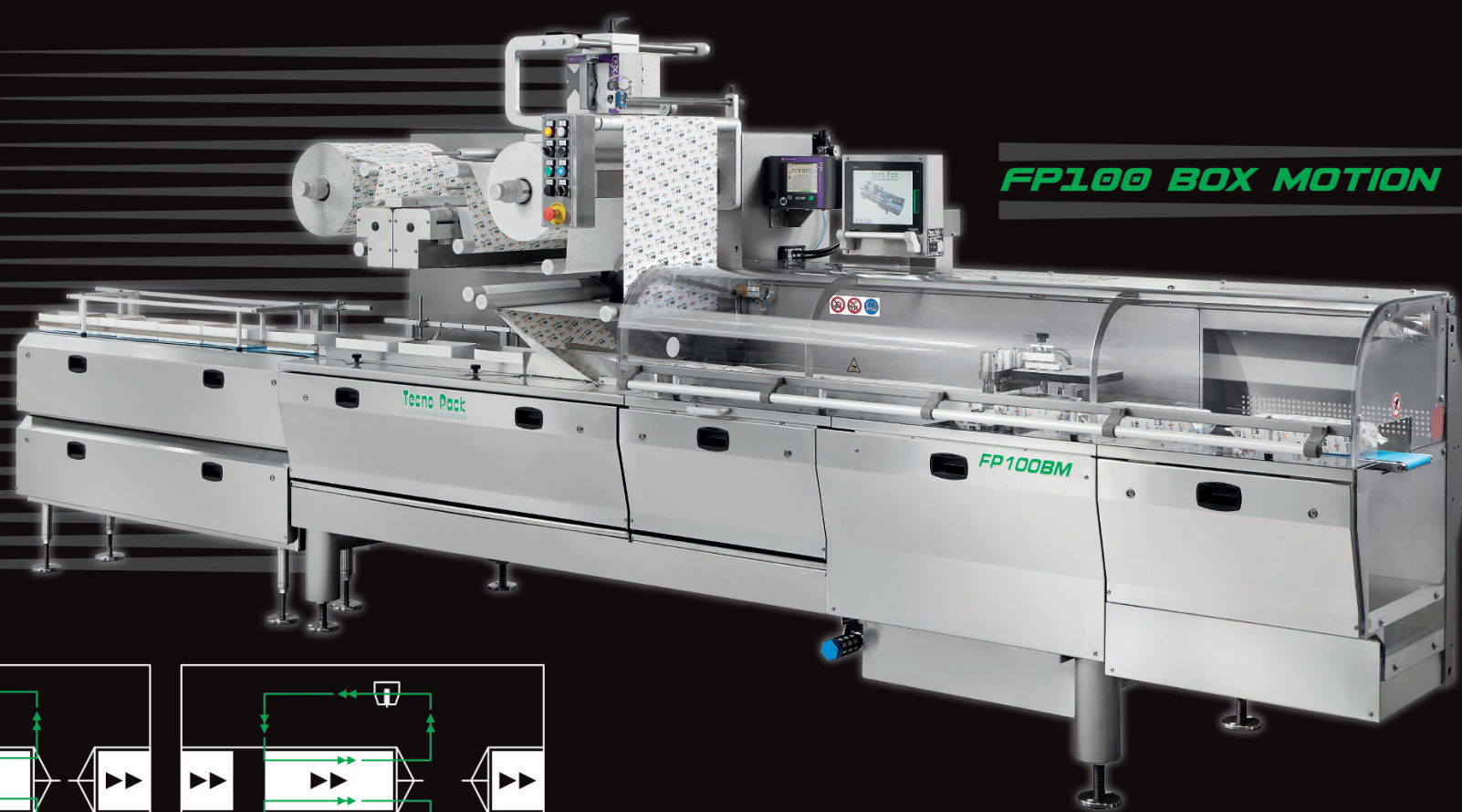
Restyling e rebranding per Cavanna, specialista del packaging

Presentato in anteprima in occasione di Ipack-Ima, a Fiera Milano lo scorso maggio, il nuovo logo di Cavanna sintetizza il processo di rebranding intrapreso dal gruppo, che ha coinvolto l'immagine ma anche posizionamento, strategia e valori dell'azienda di Prato Sesia (No), specialista del confezionamento in flowpack. "Il logo rappresenta solo una delle componenti coinvolte in questo processo, ma è anche la prima, tangibile espressione della nostra azienda", si legge in un comunicato. "Il nostro logo è un elemento noto e riconoscibile. Cambiarlo semplicemente non avrebbe avuto senso o finalità, ma rivitalizzarlo sì. Per questo abbiamo modificato i colori, per renderli più accattivanti e smart, e abbiamo abbandonato quell'immagine un po' 'industriale' in favore di un'immagine fatta di tonalità armoniose e complementari".

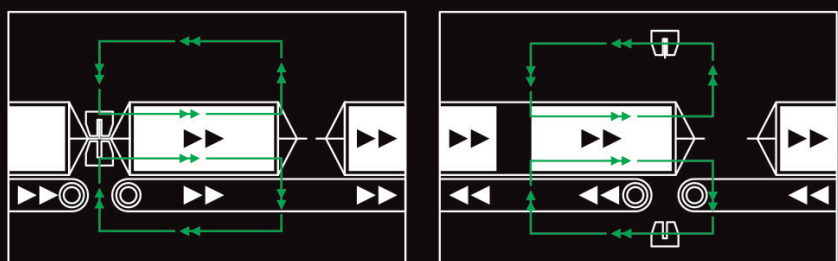
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Mondelēz International commits to making all packaging recyclable by 2025

Mondelēz International has announced a new environmental commitment: all paper-based packaging will be sustainably sourced by 2020; all packaging will be made with recyclable material by 2025, and the company will provide design guidelines for circular economy to packaging developers. This means that 65 million kg of packaging material worldwide will be eliminated by 2020. The announcement reflects the company's new purpose to empower people to snack right by offering the right snack, at the right time, in the right way. This includes ensuring that the company's products are made with ingredients that are sustainably



sourced, produced and delivered. By continuously improving packaging design, Mondelēz International has already made substantial progress to minimize the environmental impact of packaging.

Mondelēz: entro il 2025 confezioni 100% riciclabili per gli snack

Un progetto ambizioso. È quello che Mondelez International ha pianificato per il futuro. Entro il 2020 la carta utilizzata per le confezioni provverrà solo da fonti sostenibili e 65 milioni di Kg di materiali da imballaggio verranno eliminati dai prodotti a livello globale. Entro il 2025, inoltre, le confezioni verranno dotate delle informazioni utili per lo smaltimento corretto. Iniziative che rientrano nella strategia dell'azienda di attuare un'economia circolare a livello di packaging, finalizzata all'obiettivo rifiuti zero. L'annuncio riflette la volontà del Gruppo di incoraggiare i consumatori allo snacking corretto, offrendo loro lo snack giusto, al momento giusto e nel modo giusto. Ciò significa anche garantire che i prodotti siano preparati con ingredienti provenienti da fonti sostenibili, realizzati e consegnati con un impatto positivo in ogni fase della filiera. Migliorando costantemente la progettazione dei materiali da confezionamento, Mondelez International ha già conseguito importanti risultati sul fronte della riduzione dell'impatto ambientale.

FoodDrinkEurope launches 'Sustainable Packaging Roadmap'

EU industry association FoodDrinkEurope introduced on the past 10th October a 'Roadmap on Sustainable Packaging', with which the group intends to reaffirm its commitment to continue improving the circularity of packaging for food and drink products to drive future innovation. "As a major user of packaging, the food and drink industry fully acknowledges that it has a share of the responsibility with regards to the impact of the packaging that it puts on the EU market," commented Mella Frewen, FoodDrinkEurope's director general. "Europe's food and drink manufacturers are fully invested in developing solutions to this challenge, which is reflected in our Roadmap." The actions include improving packaging design, actively supporting collection, sorting and recycling, and raising awareness.



FoodDrinkEurope presenta la 'Sustainable Packaging Roadmap'

FoodDrinkEurope, l'associazione che rappresenta l'industria agroalimentare europea, ha presentato lo scorso 10 ottobre una 'Sustainable Packaging Roadmap' con la quale intende riaffermare il proprio impegno per lo sviluppo di nuovi modelli circolari nell'utilizzo del packaging di alimenti e bevande. "Come maggiore utilizzatore di confezioni, l'industria degli alimenti e delle bevande riconosce di avere la sua parte di responsabilità nel valutare l'impatto dell'imballaggio che essa stessa immette sul mercato europeo", spiega Mella Frewen, direttore generale di FoodDrinkEurope. "I produttori europei di alimenti e bevande hanno raccolto la sfida e sono ora impegnati nello sviluppo di nuove soluzioni, come si evince anche dalla nostra Roadmap". Tra le principali azioni individuate: una miglior progettazione delle confezioni, così come il sostegno attivo nella raccolta, nello smistamento e nel riciclaggio, oltre a un'attività di sensibilizzazione.

Fenco Food Machinery presents the blending and batching continuous process standardization



Fenco's continuous standardizer is a digital blending plant that standardizes your products to your specifications, and suitable for the preparation of sauces, baby food products, ready soups, ragù, pesto, jam and marmalade. It is a proprietary mass or volume balance standardization system able to standardize to your specific constituent, whether it is fat content, sugar solids, salts, % alcohol by volume, or a combination of specs. The continuous standardizer is installed in multiple configurations to meet your product needs. Digital in-line blending is a method of product standardization for blending products together by introducing multiple stream into a common pipe or small vessel. It is similar to batching in that ingredients and additives are metered together into a tank or pipe; however, it differs in that all the ingredients are metered simultaneously at accurately controlled using digital technology to assure that the product batch is within specification at all times. "The technique of continuous in-line blending for product standardization is not a simple flow rate control scheme - said the company in a statement - it is a completely engineered, synchronized, accurate system which provides product standardization by components, in other words, accurate material balance". And added: "Fenco considers the most appropriate process development options for different applications, different ingredient properties and final product requirements. We tailor designs to meet our customers' requirements as well as considering overall energy consumption, efficiencies and minimizing shrinkage. This allows Fenco the unique privilege to specify the best solution for any application".

Fenco Food Machinery presenta la zona di miscelazione e standardizzazione delle ricette

Questo impianto firmato Fenco è una zona di miscelazione e standardizzazione di ricette interamente automatizzata in digitale, con la quale si possono ottenere diversi prodotti in base alle esigenze del cliente. Ideale, in particolare, per la preparazione di salse, omogenizzati e puree, zuppe pronte, ragù, pesto, marmellate e confetture. L'impianto può regolare le masse e i volumi degli ingredienti considerandone il contenuto di grasso, zucchero, sale, percentuale di alcool o combinazioni di spezie. La miscelazione digitalizzata è un metodo di standardizzazione del prodotto grazie ad una altissima precisione nell'aggiunta in ricetta dei vari ingredienti, i quali vengono dosati, introdotti e miscelati attraverso un controllo automatizzato. Il cliente può decidere se i singoli passaggi devono avvenire simultaneamente o secondo una sequenza precisa (ricetta). "Questo impianto non è un semplice controllo di schema di flusso - spiega l'azienda - è un sistema ingegneristico sincronizzato e accurato, che garantisce una continua uniformità dei prodotti selezionati, grazie a un esatto equilibrio nella scelta dei componenti e materiali dell'impianto". E aggiunge: "Fenco individua le soluzioni di processo più adatte in base alle diverse applicazioni, proprietà degli ingredienti e del prodotto finito. Personalizziamo i progetti per soddisfare le esigenze dei nostri clienti, tenendo sempre in considerazione il consumo energetico complessivo. Ciò consente a Fenco di riconoscere la migliore soluzione per qualsiasi applicazione".



Facchinetti: a family business

Versatility and tailor-made solutions. Here is the winning recipe of the Italian company, perfected over 40 years of experience in the manufacturing of plants and equipment for the dairy industry.

by Federica Bartesaghi

It was around the half of the '70s when Facchinetti was established in Novara (Piedmont) from an idea by Teresiano Facchinetti. Today, the company is run by the second generation of the Facchinetti family, namely by Teresiano's daughter, Silvia. With the passing of time, the company has gained considerable expertise in the designing and manufacturing of equipment and plants for the dairy sector, with particular attention to the stages of maturation, cutting, and packaging. A result achieved also thanks to the passion and skills of a well-knit team of professionals.

"2017 closed on a positive note, with a 10% revenue increase over previous year, and estimates for the current year forecast a similar result," said Silvia Facchinetti. "Global markets are performing well too, with exports accounting now for about 50% of total turnover. Our most consolidated destination countries - besides the Italian one - are definitely EU countries and Russia. Among emerging countries, instead, it is worth mentioning the USA, where we recently signed a partnership agreement with a well-renowned local seller." Furthermore, the company has a branch office in Dubai, to better serve the UAE, North Africa, India, and the Middle East.

The product range

"We truly believe and invest in the flexibility, versatility, and ease of use of our plants and equipment. These are the values that, for a long time now, have been driving our work," said Silvia Facchinetti. "Another one of our strengths is the ability to develop and implement tailor-made solutions according to the needs of each customer."

Facchinetti's range of machinery is wide and varied, and it includes cheese maturing equipment (dry salting, brushing, washing, skinning, blue cheese piercing, brining, and scraping); round and block cheese cutters (pneumatic cutting, electro-pneumatic cutting, exact weight wedges compact/automatic cutters, wheel cutters), special cutters (cheese dicing, sticks, flakes); packaging equipment (thermosealing equipment with



Map/trays sealers, vacuum packaging or wrapping equipment); and layering equipment.

The company also pays utmost attention to its post-sales service: skilled technicians support clients during all the phases of installation and start-up, and provide training to machine operators.

"Customers can benefit from the most complete service - added Silvia Facchinetti - that includes design and installation, as well as training of the staff." In addition, the company offer a constant technical assistance and programmed maintenance services.

SAVE THE DATE
In 2019 Facchinetti will be exhibiting at:
• **Minàs Lactea**
(Brazil, 16-18 July)
• **Cibus Tec**
(Parma, 22-25 October)

Facchinetti: un business di famiglia

Versatilità e soluzioni tailor-made. È questa la ricetta vincente dell'azienda di Novara, perfezionata in oltre 40 anni di esperienza nel campo delle tecnologie applicate al settore lattiero caseario. Ne abbiamo parlato con Silvia Facchinetti, seconda generazione alla guida dell'azienda di famiglia.

BEST SELLER

Rotary cutter PR01
Compact cutter to obtain exact weight wedges, easy to use and with a great price for value.



COLOMBIA IS FLYING HIGH

Trends and perspectives for Italian manufactures of food technology and equipment aimed at entering the South American market. Interview with Riccardo Zucconi, of the ITA Office in Bogotá.

by Federica Bartesaghi

Colombia's imports of food processing machinery posted a slight downturn in 2017, both from Italy (-17.30%) and the world over (-2%). Imports of packaging machinery from our country, instead, registered a strong increase: +73.3%. The dairy and confectionery sectors - the core of the local food production - are the most dynamic and fast-growing segments. Opportunities and tips for Italian producers in an interview with Riccardo Zucconi, director of the ITA Office in Bogotá and responsible for trade relationships also with Venezuela, Ecuador, and Panama.

Is Colombia mainly a producer or an importer of food & beverage technology and machinery?

Colombia, just like the whole South America, is mainly an importer of machinery and technology for the food & beverage sector.

Which is the value of Colombia's imports of food processing machinery?

In 2017, the country's total imports of food processing machinery were worth about 81 million US dollars. Pastry, bakery, cocoa, and pasta processing machinery rank first, with a 17% market share, up by 10 percentage points over previous year. In this sector, most of Italian exports to Colombia are represented by confectionery and pasta processing machinery - accounting for about 30% of Italy's total export to Colombia of this kind of machinery.

And what about food packaging?

With regard to packaging, in 2017 Colombia's imports of packaging machinery were worth 90 million US dollars. Leading supplier countries are the USA, Germany, Italy, and China. Last year, total imports in this specific category grew by 11% on a global scale. Overall, that of food packaging is a dynamic sector for Italian exports to Colombia.

What is Italy's market share on total imports?

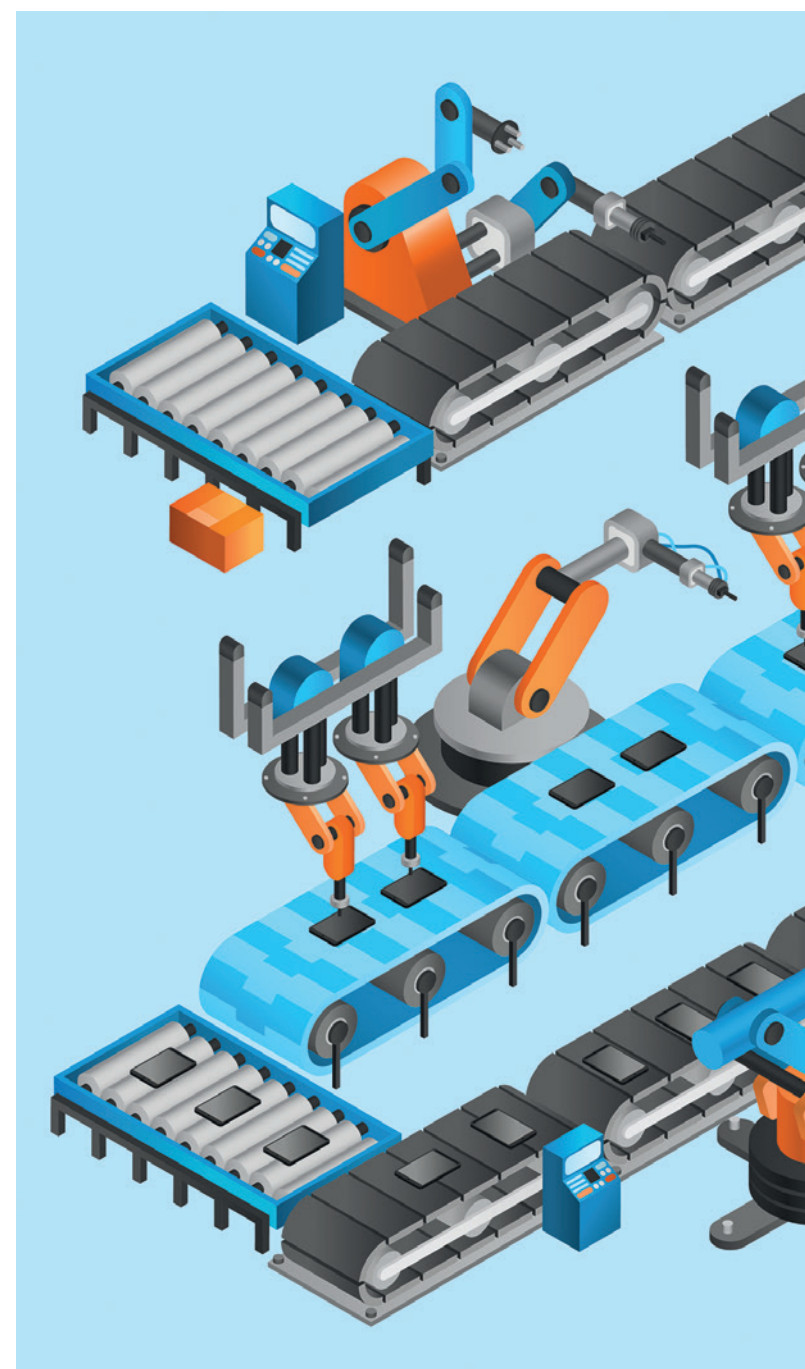
In food processing, Italy's market share on Colombia's imports was 10.87% in 2017,

down by around 15% over previous year. On the other hand, Italy's market share in the Colombian packaging sector experienced a significant increase: up by 55.71% over 2016, at 30.74%.

Which food sectors are experiencing the strongest growth and therefore making the highest investments in technologies?

The Colombian agricultural sector represents about 13% of GDP and its products are the second most export items, after those of the mining-energy sector. It's a sector of strategic importance and, according to FAO estimates, in 2018 Colombia will be the seventh country in the world for agricultural growth. Due to its geographical position and conformation, Colombia embraces all climate types that allow sowing almost every kind of agricultural production throughout the year: from cereals to fruit and vegetables, from cocoa to coffee, from rubber to timber as well as breeding and aquaculture. A separate chapter is dedicated to the dairy sector. In Latin America, Colombia ranks among the top four milk producers (and the 15th on a global scale), after Brazil, Mexico, and Argentina. In Colombia, annual milk consumption is 143 liters per capita (source: Procolombia), significantly higher than in Italy, where between 2012 and 2017 consumption showed a 7% decrease (source: Ismea), and stands now at around 44 liters per capita. There are approximately 95 dairy companies in Colombia, most of which located in the Cundinamarca and Antioquia regions, where the two largest cities of the country, Bogotá and Medellín, are located. The sector's most important companies are Alpina, Colanta, and Algarra, but the country also hosts several foreign multinational corporations such as Nestlé, Danone and Parmalat.

Milk derivatives are widespread, especially yogurt and drinks. As for cheese, the assortment is far less varied: Colombian consumers prefer fresh cheeses of local origin. Domestic



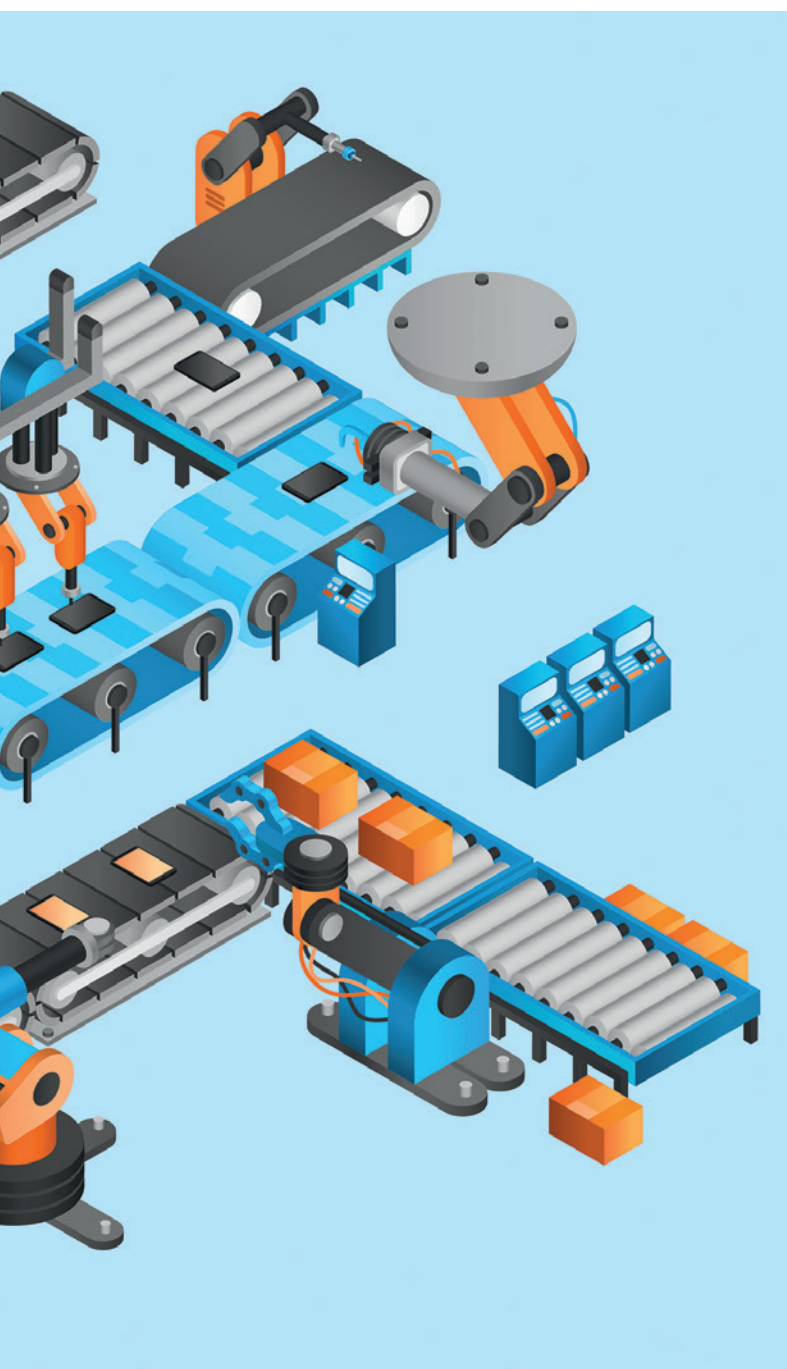
production of mature cheeses is scarce, and also imported mature cheeses are not much known. Among the few imported cheeses, those with the greater impact on the market are Gouda, Cheddar, and Parmesan.

The Colombian government - following the Colombia Siembra project that encouraged the expansion of cultivated agricultural areas - has launched new projects aimed at improving the quality, processing and export of Colombian agricultural products. For all of these reasons, the sectors with the greatest potential for development are probably those related to dairy production, but also coffee, cocoa, meat, desserts, and pasta industries. Besides processing, the country also registered a considerable increase in the demand for packaging and printing machinery, especially from Italy.

Is there, in Colombia, any limitation (monetary or non-monetary) to the import of machinery and technologies for food production?

There are no particular limitations to the imports of capital goods. As a result of the entry into force of the EU-Colombia-Peru trade agreement, on the 1st August 2013, Italian exports have also increased due to the abolition of the customs duties previously in force.

Does the Colombian market - and the South American one, more in general - present some special characteristics that



Riccardo Zucconi

European producers should take into account before starting any collaboration?

Before entering the Colombian market, just like any new market, operators should always take the necessary precautions. First, they should investigate the reliability of the potential partner and, at the moment of signing a deal, be assisted by experts able to identify any regulations or contractual clauses that may affect the business interests of the Italian company. For the import of certain types of machinery, especially those related to the processing of products intended for human consumption, some sanitary and technical requirements might be demanded. For this very

COLOMBIA'S MOST IMPORTANT TRADE SHOWS

ANDINA PACK

(Bogotá, 19-22 November 2019)

International converting, processing and packaging exhibition



ALIMENTEC

(Bogotá, 9-12 June 2020) - leading event for the food, beverage and Ho.re.ca. industries

reason, in order to avoid any expensive disputes, it is advisable that, before signing any sales contract in Colombia, supplier companies verify their machinery's compliance to all local technical and sanitary requirements.

What are you planning, in the months ahead, to support the Italian companies in the sector?

A mission of Colombian importers will be organized on the occasion of the Sigep trade show, in Rimini from 19 to 23 January 2019. From 2014 until today, delegations of Colombian entrepreneurs have taken part in all editions of the Cibus Tec, Plast, Ipack-Ima and Vinitaly trade shows in Italy.

FOOD PACKAGING

Source: Italian Trade Agency

Year	Colombia imports from the world (USD CIF)	% Var.	Colombia imports from Italy (USD CIF)	% Var.	% Italy's market share	% Var.
2015	94,900.072.65		20,510.718.80		21.61%	
2016	81,339.252.13	-14.29%	16,057.304.30	-21.71%	19.74%	-8.66%
2017	90,536.614.04	11.31%	27,829.352.11	73.31%	30.74%	55.71%

FOOD PROCESSING

Year	Colombia imports from the world (USD CIF)	% Var.	Colombia imports from Italy (USD CIF)	% Var.	% Italy's market share	% Var.
2015	83,210.070.28		10,289.412.88		12.37%	
2016	82,686.967.49	-0.63%	10,649.388.65	3.50%	12.88%	4.15%
2017	81,021.023.41	-2.01%	8,806.937.99	-17.30%	10.87%	-15.60%

La Colombia 'vola'

Calano leggermente, nel 2017, le importazioni colombiane di macchine e attrezzature per il food processing, dal mondo (-2%) e dall'Italia (-17,30%). Mentre crescono di un significativo 73,3% le importazioni di attrezzature per il packaging 'made in Italy', a fronte di un incremento dell'11,3% su scala mondiale. Particolarmente dinamici, nel comparto food processing, i settori lattiero caseario e dolciario, già 'zoccolo duro' dell'industria agroalimentare locale. Opportunità e consigli per i produttori italiani in un'intervista a Riccardo Zucconi, direttore dell'ufficio Ice di Bogotá e responsabile, oltre che per la Colombia, anche per le relazioni commerciali con Venezuela, Ecuador e Panama.

A new beginning for global packaging

ISO established a new international technical committee aimed at drawing up standards for plants and machinery. Interview with the newly appointed chairman, Andrea Malagoli.

by Federica Bartesaghi

A real blessing and a strategic goal for Italian manufacturers of packaging machinery, that will now benefit from unified standards applied worldwide and not just on a European scale. On the past April, the ISO (International Organization for Standardization) approved the proposal from Italy to set up ISO/TC 313 Packaging Machinery, a new international technical committee that will be responsible for drawing up standards for packaging plant and machinery with particular reference to aspects of safety, design, and efficiency.

As the architect and promoter of the new technical committee, Italy has been assigned the international secretariat for regulatory work involving all countries that are major producers or users of packaging technology.

The first to be elected chairman of ISO/TC 313 Packaging Machinery was the Italian Andrea Malagoli, Ucima's vice chairman. We talked with him about goals and benefits of the new committee.

How was the idea of creating a technical committee for the packaging sector developed?

The Iso/Tc 313 Packaging Machinery project was born from the desire and need to create an international working panel. So far, we had been operating under the European committee for standardization Cen TC 146. Nevertheless, since global markets account for an increasingly higher share of our sales - exports account for 80% of the sector's total turnover in Italy - the demand for a global working panel was almost inevitable. Thanks to the new technical committee, unified standards for plants and machinery will be applied worldwide and not just in Europe, resolving the sectoral conflict between European, American and other countries' standards. It is worth remembering that, on an EU scale, many goals in terms of safety have already been achieved. In addition, a revision of the EN 415-2 safety standard for liquid filling machines; EN 415-3 safety standard for form, fill



BIOGRAPHY

Born in 1965, Andrea Malagoli has a degree in Economics and Commerce from the University of Modena and is a member of the Vacchi family, the majority shareholder of the IMA Group. He began working for the Group in 1990 and today holds prestigious positions in numerous group companies and plays an active role in internationalization processes.

and seal machines; and EN 415-4 safety standard for palletisers and depalletisers is currently underway.

How many and which countries will join the committee?

As of today, about ten countries have joined the committee, most of all Europeans. Yet, it is worth mentioning the significant presence of the USA, strategic destination market for our sector that, from a technical point of view, is characterized by rules that differ substantially from the European ones. Now that the first committee has been held, we hope that many other countries, that so far have expressed their interest as simple observers - like Australia, Japan,

and India - will soon join our panel.

What topics did you discuss during the first assembly, on the past 10th October in Milan?

The first meeting represented the occasion to establish and share future strategies, to identify the key issues with the highest priority and establish dedicated working groups. For as we are concerned, the priority should be given to the analysis of the most general and cross-sector standards for packaging machinery.

The decisions made by the group will be mandatory for all operators?

The world of technical regulations and standards is, by its own nature, 'not

mandatory'. However, the technical standards adopted by the committee will represent, inevitably, the state-of-the-art of the sector. And therefore, a point of reference to define the technical characteristics of packaging plants and machinery. If you consider that many final users are big corporations that integrally apply international regulations, then you will understand the high level of interest displayed for the new set of standards.

What is going to be your role as chairman of the new committee?

This is a brand-new scenario for me, but also very stimulating, considering the importance it holds for the whole sector. As chairman of the new committee, my primary goal will be to create a collaborative climate of transparency and trust among its members, which is necessary to guarantee that the work develops in a coherent way, with a reasonable timing for the expectations of the industry and, let me say it, possibly without excessive opposition. Basically, I will commit myself to be the president of all, providing the neutrality that, in my opinion, is fundamental to address this task. I take this opportunity to thank the Board of Iso for endorsing my candidacy unanimously, as well as the Board of Directors of Ucima for placing their trust on me.

Which are, in your opinion, the most critical problems for producers of packaging technologies that export to global markets?

The most difficult obstacles to overcome are connected with the excessive quantity of not unified technical standards, the presence of many national certifications and, last but not least, of clients' internal standards, often very different from one another. This prevents operators in the packaging industry to design their highly-customized machinery in a homogeneous way. We will try to provide a solution to all of these problems with unified international standards. This will allow us also to raise quality standards, that will certainly favor both users and producers of packaging machinery.

Un nuovo inizio per il packaging mondiale

Lo scorso aprile l'Iso, l'Organizzazione internazionale per la standardizzazione, ha approvato la creazione dell'Iso/Tc 313 Packaging Machinery, un nuovo gruppo di lavoro a valenza internazionale che ha il compito di elaborare norme in materia di standardizzazione delle macchine e degli impianti per il packaging. All'Italia, artefice e promotrice del nuovo comitato, è stata assegnata la direzione della segreteria internazionale dei lavori normativi a cui parteciperanno anche tutti i grandi Paesi produttori o utilizzatori di tecnologie per il packaging. Intervista al neopresidente del tavolo tecnico, Andrea Malagoli.

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good reasons for choosing
Italian technology

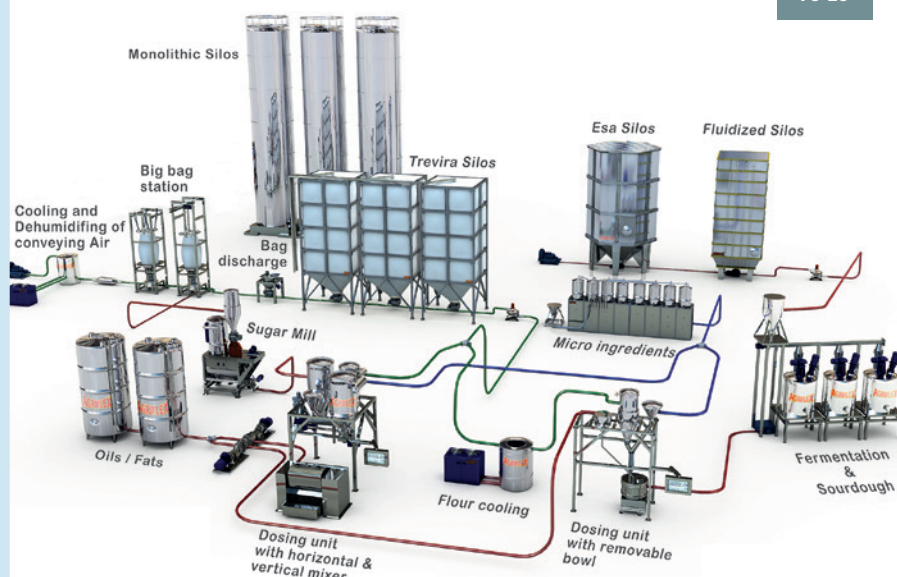


Advanced robotics, artificial intelligence, smarter processing, augmented reality and more. The future of food production will be on stage in Dubai, at the 2018 edition of Gulfood Manufacturing, the region's largest food & beverage processing industry event. Manufacturers from all over the world - especially Middle East, Africa and South Asia - will connect with 1,600 global suppliers from 60 world countries, showcasing their technological solutions. Here we present some of the most significant product innovations that will be presented by Italian exhibitors attending the show.

from page 14 to 28

AGRIFLEX
www.agriflex.it

HALL :
6
BOOTH:
F6-20



FLOUR COOLING SYSTEM

Fields of application

Food industry, especially baked products.

Dough temperature control is a key factor to obtain constant and ideal quality in bakery production. The cooling process of the flours allows slowing down the rising of the dough and adequately adjusting it to the times of each production line. Agriflex's Flour cooling system - patent nr. 1401347 offers significant advantages: high energy efficiency, thanks to the direct exchange and consequently reduced operating costs; high effectiveness, thanks to the considerable temperature reduction; complete system automation, thanks to the reduced thermal inertia and the absence of accumulations, that ensures the correct temperature of the dough, compensating the temperature variations of the other components and ambient temperature; ease of maintenance, since all areas can be easily cleaned.

AROL
www.arol.com

HALL/
BOOTH:
A5-1



EQUATORQUE - CAPPER

Fields of application

Food, beverage, chemical, pharmaceutical.

Capper with brushless motors for sport and flat pre-threaded plastic caps. Equipped with datalog, caps orienting and servomotors. Brushless motors on vertical and rotary spindle control. Speed production: up to 1,320 BPM/79,200 BPH. Washable version with stainless steel components. Suitable for complete washing of the corker.

FT SYSTEM
www.ftsystem.com

HALL/
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AROL GROUP



ROBO - QCS (QUALITY CONTROL SYSTEM)

Fields of application

Food, beverage.

Ideal for dynamic and continuous optimization of the line efficiency and performance monitoring. Through a continuous and automated sampling and non-destructive product analysis it ensures the products highest quality and line performance monitoring. Standard inspection: fill volume, torque test and application Angle test (Pull-Up insp.). Optional measurements: Leak test and Co2 content analysis. The system provides statistic CP/CPK control. It is suitable for all types of lines.

UNIMAC-GHERRI
www.unimac-gherri.com

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A5-1

AROL GROUP



GG 250 - CAPPING MACHINE

Fields of application

Food.

Capping operation executed in a saturated steam chamber with high vacuum in the container. Constant vacuum value and screwing strength in any working conditions. Easy format change-over adjustments. Quick format change-over operations. Suitable to close regular, medium, deep twist-off, pry-twist, pry-off caps. Capping machine to close jars and/or bottles with metal caps. Max speed 30.000 cph.

BREVETTI GASPARIN

www.gasparin.it

HALL:
6
BOOTH:
615



INDUSTRIAL HIGH SPEED CONTINUOUS BAND SLICER MOD. 1900

Fields of application

Baking industry.

High performance for high production capacity. Possibility of working with large formats. Maximum product length: 600 mm. Pneumatic tensioning of the blades. Easy change system for blades.

CONFITECH

www.confitech.it

HALL:
6
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F 6/8



CONTINUOUS COOKING & TEMPERING LINE

Fields of application

Confectionery, hard candy, lollipops & sugarless.

Cooking of the sugar mass, addition of colour, flavour and acid, mixing and tempering integrated in a single machine. Efficient solution for high capacity production process (up to 1,200 Kg/hr). Multi colour processing.

follow

CFT GROUP

www.cft-group.com/it/

HALL:
6
BOOTH:
B6-28



Vulcano model

REPACKING LINE FOR FORMULATED PRODUCTS

Fields of application

Processing and packaging.

CFT Group is a 360° supplier of turn-key plants, single machines and special equipment for the f&b processing and packaging sector. For what concerns the processing industry, the company includes in its range a complete series of evaporators, sterilizers, mixers, cookers, refiners and aseptic fillers. Among these machines, the innovative cooking kettle named 'Vulcano' deserves a special mention: it is characterized by a spherical dished bottom (perfect for frying) and features a steam P of 8 Bar and a temperature of 176 C°. This kettle is able to process various ingredients such as meat, fish and vegetables, in different formats.

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GULFOOD
MANUFACTURING

CAVANNA
www.cavanna.com

HALL:
HALL 6
BOOTH:
D6-20



ZERO5 NKZ

Fields of application
All kind of biscuits.

Cavanna presents the flowpack Zero5 NKZ, a 'historic' packaging machine in the long-standing company experience in packaging products on edge. Particular devices in all the phases of packaging guarantee to follow the products, without these can fall, also during the welding and cutting of the individual packages. The speed of packaging is variable depending on the technical solution adopted, so that 80-100 packs per minute are reached in the case of manual loading, to reach about 300 packages per minute in the case of fully automatic solutions, where the Cavanna Zero5 wrapper NKZ is connected to the SBF volumetric loader. It can be supplied with Allen Bradley or Schneider electronics.

CEPI
www.cepilos.com

HALL:
5
BOOTH:
B5-27



Picture: cold metering system with double jacketed tank, worm pump, flow meter and control panel, as well as modular system Trimix for the storing and metering of microingredients sifted by vibrosifter.

FAT COLD METERING

Fields of application
Confectionery.

Cepi's fully automated systems provide equipment for the storage, conveying and dosage of raw materials including cold metering technology for fat, margarine and butter. Cold metering is achieved through closed systems which allow for a constant temperature of product before and after metering. This technology is especially suitable for the production of biscuits, cakes and other confectionery, and it also ensures time saving, higher hygiene in the storage and production rooms and accurate metering due to absence of air in the pipe.

BROVIND - GBV IMPIANTI
www.brovind.com

HALL:
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A7-20



King model

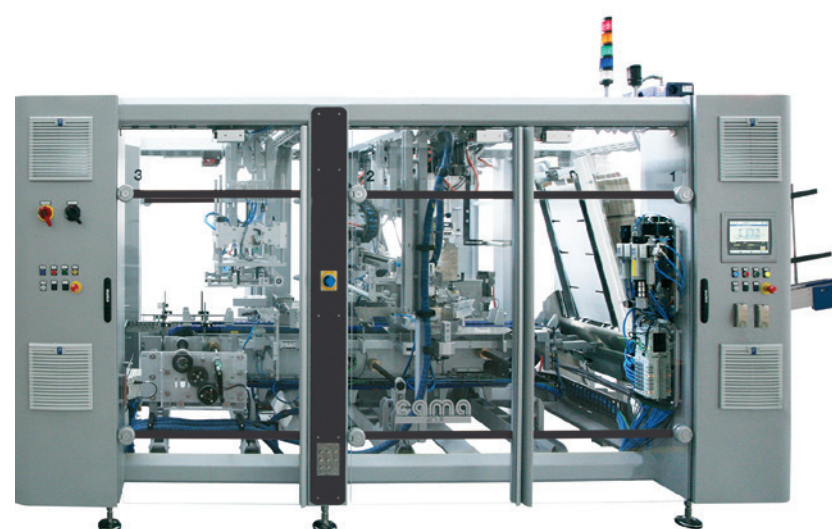
MACHINERY, SYSTEMS AND TURN-KEY PLANTS

Fields of application
Confectionery and nuts industry.

Customized solutions to process nuts ranging from shelling, dry roasting (hot air/infrared rays), oil roasting (frying), chopping and paste production (to be used as ingredient for ice-creams/spreadable creams), to storage, handling, dosing, sorting, blanching, coating, flavoring, etc. The raw materials processed by Brovind's equipment are mainly hazelnuts, peanuts, pistachios, almonds, cashew nuts and macadamias that will become snacks for the final consumer or semi-finished product for the confectionery industry. The company is focused on cost reduction (in terms of manpower, cleaning operation, maintenance and reliability) and on an excellent after-sales service.

CAMA GROUP
www.camagroup.com

HALL:
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F6-28



BTG MACHINES

Fields of application
Food as well as non-food industries.

The most recent innovation presented by Cama is the range of BTG machines (Break-Through Generation), launched in 2016. At Gulfood Manufacturing 2018 the company will present new improvements to its systems resulting from on-going r&d efforts. Far from being simple packaging machines, Cama's complex, high-speed systems are engineered with high technological content according to this new concept. Keeping pace with the surge in development for Industry 4.0, Cama has perfected smart interactive systems.

SACCO

www.saccosystem.com

4 CHOICE

Fields of application

Food & beverage.

Special cultures designed for those looking for non-dairy based products. 4Choice cultures are pure and hypo-allergenic, i.e. free of any known allergens as well as animal-derived products. They are the perfect cultures for soy, coconut, rice milk and other vegetable-based fermented products and ensure fast fermentation, good texture, flavour and aroma development. The products range comprehends: SY 1, SY 42, and SYAB 1, that ensure a uniform and controlled production of traditional drinkable, set and stirred soy yogurt; SYAB 2, rotation of SYAB 1; Lyofast VSAB 1 and Lyofast VSB 1, that ensure a uniform and controlled production of fermented vegetable drinks, traditional drinkable, set and stirred coconut yogurt.



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follow

PANSYSTEM BAKERY EQUIPMENTS

www.pansystemsrl.com

HALL:
E3
BOOTH:
50

RU.IN.CAR



TRAYS AND RACKS FOR BAKERIES

Fields of application

Pastries, small and industrial bakeries.

Highest Italian quality, 100% customized equipment.



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COLIGROUP - COLIMATIC

www.colimatic.it

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E6-28



COLIMATIC THERA 450 THERMOFORMING LINE

Fields of application

Any kind of fresh or seasoned foodstuff product.

The thermoformer Thera 450 is at the service of medium production needs. Its compact & solid frame in stainless steel Aisi 304 allows easy placement into any areas, including clean rooms. The number of options available provides pack size flexibility and different output levels. Forming moulds and die configurations are designed according to product features and customer requests (dedicated shape, logo, ribbed sides, easy opening). Quick and easy die configuration change is guaranteed. The touch-Screen HMI control panel and dedicated software allow an easy managing of all the parameters. Each unit can get connected with downstream devices and automatic systems for data printing. Cost savings on packaging material is a paramount added value on Colimatic packaging lines: Thera thermoforming lines will always have only 10 mm lateral scrap, only on the bottom film. This results in a massive savings in terms of film consumption.

COMI PAK ENGINEERING

www.comipak.com

HALL:
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BOOTH:
B7-11



AUTOMATIC CLIPPING MACHINE FOR CLOSING BAGS MODEL A480PLHTT

Fields of application

Food, bakery products.

'Arabic Bread' line manufactured by Comi Pak is composed by the automatic clipping machine A480PLHTT-New for bag-closing, that ensures precision and high capacity. The machine can be integrated with the Bag-Blower that simplifies the product insertion. Instead of the Bag-Blower, our clipping machine can be fed by an automatic flow-pack. The line is suitable for unleavened products like Arabic bread and Pita bread or trays, cakes, as well as leavened products. Everything that requires a horizontal packaging. The new 'Mitsubishi' PLC enables to change the speed, display the Alarm History, the Counter and 50 customized programs.

CT PACK

www.ctpack.com

HALL:
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BOOTH:
A5-17



M120

Fields of application

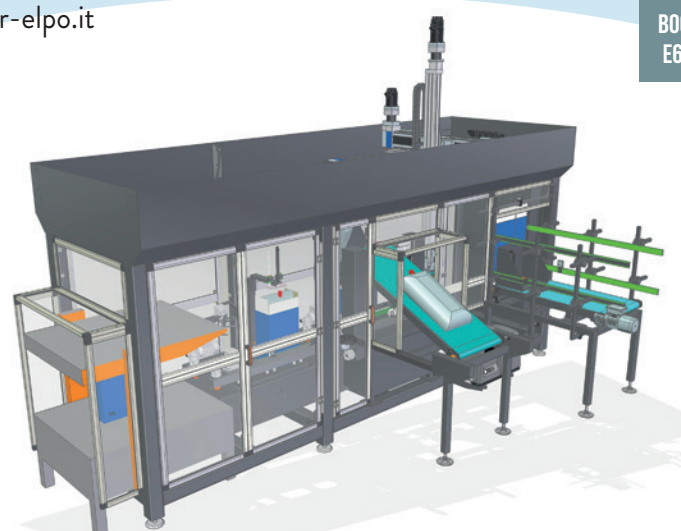
Chocolate, ice cream and bakery industries.

The machine is fully electronically controlled and suitable for any type of feeding technology. The M120 has been designed to cope with high speed applications up to 120 meters/minute (cold sealing). The machine is also available in hot sealing version. Major characteristics of the machine are high performance and a new design allowing an enlarged operator visibility.

FBR-ELPO

www.fbr-elpo.it

HALL:
6
BOOTH:
E6-14



B.I.B. BLOCK MONOBLOCK

Fields of application

Aseptic filling machines and cardboard box erector and packer.

B.i.B. Block is an innovative project developed by Fbr-Elpo as a solution to combine its bag in box filling machines with the cardboard box erector and packer. With the new monoblock B.I.B. Block, the bag in box aseptic filler, the cardboard box erector, packer and sealer are built-in in the same structure. The bags of 3, 5, 10 or 20 L. filled by Fbr-Elpo's aseptic filler are sent to the packaging section, where each phase is run electronically. The cardboard box erector group is managed by a fast and innovative robot allowing a quick change of format.

The carton can be closed by means of sole adhesive tape, sole glue or both glue and adhesive tape.

The magazine of empty cartons can be placed on three of the four sides of the machine, with possibility to regulate its capacity. The result obtained is a simple and compact monoblock with fast and easy maintenance and reduced dimensions, made of stainless steel. The filled cartons with 3, 5, 10 or 20 L. bags are ready to be sent to the storage warehouse or to the palletization.

FENCO FOOD MACHINERY

www.fenco.it

HALL:
7
BOOTH:
B7-4



SPIRAL PASTEURIZER, SPIRAL COOLER, SPIRAL FREEZER

Fields of application

Bakery, meat, poultry, food service, baby food.

By air or by water, driven by Intralox Direct Drive System with plastic belt or low tension system with stainless steel belt. Space saving: very compact design which minimizes the space, the spiral configuration allows to exploit space in height. No concrete or special flooring: spirals are self-stacking in their own base tank, no need for civil work neither piping to the roof. Energy saving: sensible reduction of energy consumption due to the homogeneous distribution of heat. Maximum flexibility: the system is suitable for any line configuration and any production process. Quick maintenance: the system is designed for simple, inexpensive and quick maintenance. Hygienic design: no contamination, no belt lubrication, all the mechanical parts and pipings are out of the process. Perfect insulation: all the panels and doors as well as tanks underneath are completely insulated and safe, therefore the operators do not need any safety barriers to operate. Process control: all the process parameters such as temperature, pressure, flow-rate, speed and even noise, are constantly controlled and organised by the PLC.

GORRERI

www.gorreri.com

HALL:
7
BLOCK
11
BOOTH:
A7-14



Gorreri Multimatic 400R

The new semi-automatic compact line for rectangular and square layer cakes.

TURN-KEY SOLUTIONS, MIXING TECHNOLOGY, COMPLETE AUTOMATIC AND SEMI-AUTOMATIC LINES

Fields of application

Bakery and confectionary.

Gorreri engineers and produces a large range of machineries, turn-key lines and personalized solutions for the confectionery industry. All machineries are completely realized in Italy and provided with the most innovative technologies available on the market.

Gorreri range is composed of both automatic and semi-automatic lines for muffins, cupcakes, dosed products, sponge cake based products, layer cakes, custards, pies as well as mixing solutions both in batch and in continuous, innovative printing, decorating and writing systems with robotic technologies and smart and high-tech and high-performing solutions for small and medium production companies. All Gorreri machineries are fully realized in stainless steel and have cleaning lines for a smart, easy and quick maintenance.

ILPRA

www.ilpra.com

HALL:
5
BOOTH:
A5 - 16



FORM FILL SEAL MOD. MD

Fields of application

Fruit juices, marmalade, water/juice packing in cups/trays, jellies, desserts, sauces, butter, margarine, spread cheese, spread products, dressing, oil for seasoning.

High precision in thermoforming, dosing, sealing and cutting stations thanks to brushless motors together with E-Mec Ilpra technology. Some of the machine's key features are the quality of components, cost reduction - it is not necessary to buy and stock the consumables (trays or lids) -, customization and upgrade by adding to the machine a wide range of options; versatility (compact version available for reduced spaces); ergonomic and functional design to easily access the machine for cleaning and maintenance operations; Uv-Lamps to sanitize the materials; simplified software; noise reduction, ensured output: from 3.000 to 50.000 pcs/h.

LOGIUDICE FORNI

www.logiudiceforni.com

HALL:
B5
BOOTH:
20



ROTOR STREAM PLUS

Fields of application

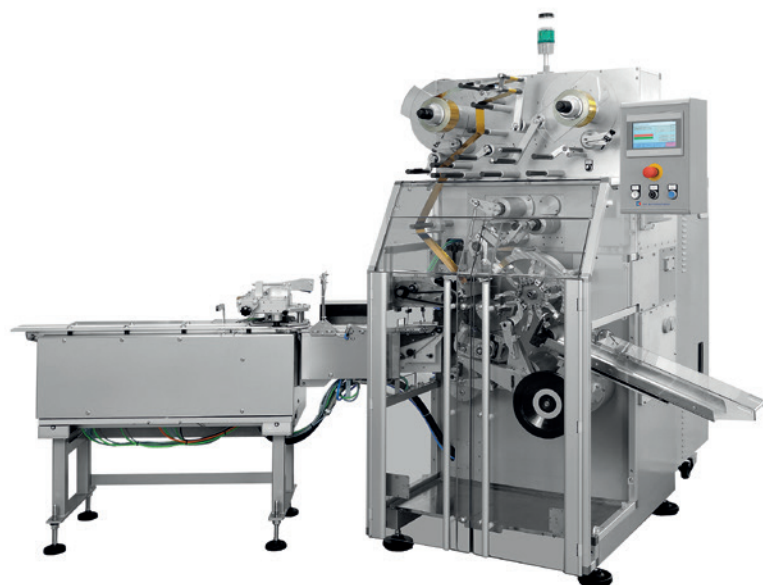
Bakery.

Perfect baking results, excellent performance and compact size: a unique combination of characteristics which describe the design of the new Stream Plus Rack oven. The company guarantees and certifies a 100% made in Italy product, in full compliance with regulations in force, developed and produced using state-of-the-art technologies. Baking chamber, door, façade and external panelling in stainless steel. The new structure enables rapid oven assembly. The new heat exchanger is designed to optimise efficiency, with a considerable reduction of operating costs. The steam generator consists of 12 sections containing cast iron spheres. Water is equally distributed throughout the steamer, using concave containers. The modularity of elements ensures fast maintenance and cleaning.

follow

M.C. AUTOMATIONS
www.mcautomations.it

HALL:
SHEIKH
RASHID
BOOTH:
R-B4



WRAPPING MACHINES AND AUTOMATIC FEEDERS

Fields of application

Chocolate pralines, moulded and enrobed, wafer and nougat, fondant, fruit, marshmallow and jelly products coated with chocolate, chocolate bars and tablets.

M.C. Automation's wrapping machines are innovative, simple, and versatile and offer the most attractive value for money. Perfect to be utilised as standalone wrappers or integrated in full automatic systems linked to the production. Compact to offer important floor space saving. Flexible to rapidly change products and wrapping styles to allow our customers to switch their production in real time.

MECTRA
www.mectra.it

HALL:
6
BLOCK
5
BOOTH:
B6-3



PALLETIZER MT977

Fields of application

Food, petfood, canmaking.

The new palletiser MT977 consists of a single-column structure on which different type of picking head could be installed, depending on the type of product to handle. The machine is completely versatile, that is why it could be setup according to customer's demands: with high or low loading, for cartons, shrinks and tinplate cans (full and empty), plastic or aluminium cans and many other type of canister. This machine applicability can ensure great performances in food and can-making industries, and everywhere high reliability and space exploitation must be guaranteed.

MILKYLAB
www.milkylab.it

HALL:
6
BOOTH:
C6-22



AUTOMATIC STRING CHEESE PRODUCTION LINE

Fields of application

Cheese processing machines.

In order to satisfy the increasing demand for string cheese production in the dairy market, MilkyLAB offers different dedicated solutions. MilkyLAB automatic line for the production of string cheese consists of: steam cooker-stretcher, automatic moulding machine with special extruding system, cooling and cutting system. With this line clients can produce string cheese with fixed diameter and adjustable length. The special extruding system allows to obtain separated parallel cords of cheese. Thanks to this special extruding system the structure of the product will have a perfect shape and predetermined weight, meanwhile the peelability and consistent texture will be guaranteed.

MIMAC ITALIA
www.mimac.com

HALL:
5
BOOTH:
B5-20



SUPREMA DROPPING MACHINE

Fields of application

Pastry equipment.

Designed for medium size producers who are seeking maximum flexibility coupled with excellent performance. The modern programmable functions offer pastry chefs a large variety of creative possibilities, from pouring to multilayer or open flame, down to wire cutting products. Some of the machine's best features are: easy and intuitive programming, capable of memorizing up to 200 recipes; dosing accuracy; time and labour saving; suitable for hard, soft and fluid dough, also gluten-free; a large range of moulds and nozzles, even on demand, allows for the realization of products in a large variety of forms and dimensions.

ICA
www.icaspa.it

PACKAGING MACHINES

Fields of application

Foods, powders, granulars, capsules & pods products.

Since 1963 ICA designs and manufactures a wide range of automatic packaging lines: vertical or horizontal, starting from reel of heat sealable laminates or kraft paper; premade bags machines; doy-pack machines; mandrel machines for high speed vacuum and modified atmosphere packaging and capsule/pods machines, with the company's patented drum system.



HALL:
5
BOOTH:
C5-3

follow

STARMIX
www.starmix.it

HALL:
5
BOOTH:
B5-20



PLANETARY MIXER PL60

Fields of application

Pastry shops and industrial pastry producers.

Bowl capacity 60 liters. Models by 3 speed or by electronic variable speed by inverter. Electromechanical control panel or touch screen on request. Manual bowl lift or automatic on request. Fixed rotating plastic safety guard or removable safety guard on request. Structure in painted steel or in stainless steel on request. Bowl capacity: 60 L. Machine weight: 230 kg. Power: 3kw. Minimum speed: 36 (80) rpm. Maximum speed: 160 (353) rpm.

TONELLI
food technologies

GULFOOD
MANUFACTURING
6 - 8 Nov 2018
DUBAI WORLD TRADE CENTRE
VISIT OUR STAND
HALL 6 / D6-28

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WE ARE PLEASED
TO TELL YOU ”

70
1948-2018
ANNIVERSARY



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MINERVA OMEGA GROUP

www.minervaomegagroup.it

HALL:
2-SHK
SAEED
BOOTH:
S2-C51



AUTOMATIC MEATBALL FORMING LINE

Fields of application

Ready meals, refectories, communities, food processing centres, small scale industries.

A real robot for the automatic production of meat balls, which can be composed of different ingredients such as meat, vegetables or fish. A system conceived specifically for high productivity. The C/E 653 hamburger forming machine processes the minced meat, in order to obtain cylindrical patties with pre-established diameter. A refrigerated version of this machine is available as well. This allows to preserve the meat and its organoleptic properties. This patty former machine can be connected in line with the meat ball forming machine, which rounds the cylindrical patties and produces the meat balls. This combination allows to obtain up to 4.000 meatballs/hour. Stainless steel structure. The machine can be equipped with Nemosy innovative technology developed by Minerva Omega Group. This application allows to monitor and manage remotely the machine (or a machine inventory) and transfer to a web platform several useful data or information for production, safety, maintenance and assistance.

MINIPAN

www.minipan.com

HALL:
6
BOOTH:
D6-38



GRESEX TOP

Fields of application

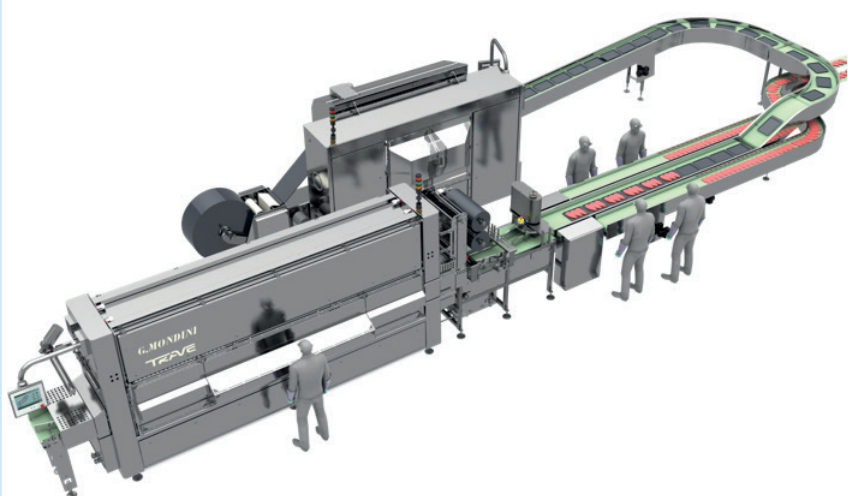
Bakery industry: production of bread snacks like breadsticks, crostini, thins and more.

The company's top of the range. Gresex Top includes all the ultimate achievement in clean design and high performances features. The newly designed forming head combines a heavy duty make with facilitated and quick sanitation opportunities. Thanks to an unlimited variety of replaceable toppers and sprinklers on wheeled cantilever frames, any kind of decoration and topping are possible: sugar, salt, seeds, seasoning and even cheese are available and possible to retrofit. Furthermore, Gresex Top includes Minipan's exclusive Scrap Free Technology that eliminates the scrap and laminates a unique sheet of dough precisely controlled in width and thickness. Main strengths: scrap free technology, reliability, durability, high productivity, versatile.

G.MONDINI

www.gmondini.com

HALL:
7
BOOTH:
737



TRAVE PLATFORM TECHNOLOGY

Fields of application

Complete packaging food line.

The Trave range of tray sealers combined with the innovative patented Platform technology are industry leaders. This gives the possibility to operate different packaging technologies, formats and materials through simple tool change. Trave's unique hygienic design, quality of construction and ease of operation achieves an unrivalled flexibility and performance without compromise. During Gulfood Manufacturing, the company will demonstrate how Mondini Tray Sealers and Solutions can make a positive impact in delivering benefits to every company's business.

PFM - PACKAGING MACHINERY

www.pfm.it

HALL:
5
BOOTH:
A5-23



R_SERIES

Fields of application

Vertical packaging.

The R-Series is a revolutionary range of VFFS packaging machines designed by Mbp (Pfm Group), that are the result of over 50 years' experience and research in the packaging sector. The R-Series machines guarantee the same performance and fluidity of a continuous machine together with the mechanical simplicity of an intermittent machine. Dramatic reduction of operating space. The R-Series increases efficiency to its maximum level i.e. up to 130 packs per minute and up to 70 for the steelo-bag format. Easy-to-use: 100% Industrial PC on the R-Series and on the C-Series multihead weighers. Connection to company's servers Industry 4.0 Windows architecture, which is installed on all the R-Series packaging machines, allows connecting to company's servers as well as to production management software, and also sending and receiving data regarding the production flow.

GB BERNUCCI
www.gbbernucchi.com

HALL:
1
BOOTH:
S1-D82



SLIMFRESH CARDBOARD

Fields of application
Food packaging.

A new packaging solution from G.Mondini, Sealed Air and GB Bernucci, set to revolutionize the food presentation in the protein market. Slimfresh utilizes Cryovac Darfresh films and technologies from Sealed Air, applied on GB Bernucci's cardboard to create an appealing vacuum skin pack. The pack provides an oxygen barrier and has a Cryovac Darfresh easy opening feature that allows total recycle of its components. 70% less plastic and 100% recycle.

PACKINT
www.packint.com

HALL/
BOOTH:
B7-3



CHOCOLATE MACHINES

Fields of application
Chocolate, ice-cream, bakery, confectionery, ingredients.

Industrial process machines for the production of chocolate starting from cocoa liquor, cocoa butter, cocoa powder, milk powder, sugar with production capacity from 10 to 1200 kg/h. Supply of complete plants or single machines depending on the requirement. It implements the classic process for chocolate production with two steps of refining and conching. The company also manufactures additional machines for the preparation of ingredients and the storage of ready product, including small plants from-bean-to-bar (from 5 kg/h to 150 kg/h) for high quality artisan chocolate production, starting directly from cocoa beans.

follow

IMA DAIRY&FOOD
www.ima.it/foodanddairy/

HALL:
5
BOOTH:
B5 - B32



GYRO CUP

Fields of application
Dairy, food, edible fats, beverages.

The Gyro Cup provides you with the latest technology for filling of all a number for products in different sizes of cups or tubs. Thanks to a single platform using as many standard components as possible, it is possible to cover a large range of container profiles and shapes. The machine is able to accommodate products by direct feed, compensator, or can be installed with a hopper for products with alternative characteristics. Interchangeable filling heads and dosing technology can be applied in all cases with the necessary volume control. Quick and easy changeover for format parts combined with the recipe functionality achieved with the use of integrated servo technology has minimized downtime between product and packaging changeovers.

INNOVATION IS OUR STRENGTH.



FENCO
Food Machinery

FOOD. FUTURE. INNOVATION.

www.fenco.it

PND
www.pndsr.it

HALL:
2 -
SHEIK
SAEED
BOOTH:
S2 - A6



PEELER FOR MANGO AND KIWI MOD. PL6M

Fields of application

Mango and kiwi processing.

The PL6M is a semi-automatic peeling machine with six peeling stations, specifically designed for peeling mango and kiwi. The machine is manually fed and has a pneumatic air mechanism that allows external peeling. Without requiring calibration, all the fruits can be peeled easily for maximum yield. The machine features an electrical panel equipped with two inverters: one for the regulation of the speed of the fruit and one for the speed of the blade. The fruit is loaded into the appropriate station by the operator. The automatic mechanism captures it and places it on two special tubes with spike rollers. Here, the fruit turns and is peeled at an adjustable speed. The machine is able to peel from 35 to 40 mango/kiwi per minute.

RISCO
www.risco.it

HALL: 1
BOOTH:
D1-44

MULTIVAC
MIDDLE EAST
FZE BOOTH



HAMBURGER FORMING UNIT TVM 140 N

Fields of application

Food industry: meat, vegetarian products, fish.

The line is made by a new generation Risco vacuum filler and one forming unit model TVM 140 N. The forming takes place on an interchangeable forming plate and a pneumatically activated release device that discharges the portions into a transport conveyor belt. The final product is compact and perfect in shape. Highest accuracy of weight and shape, wide flexibility between multiple types of dough, easy cleaning and sanitization. Maximum diameter of the product: 105 mm; thickness of the hamburger: 6-30 mm; output: up to 45 ppm.

ROBOQBO
www.roboqbo.com

HALL:
5
BOOTH:
B5-39



QBO

Fields of application

Pastry, dairy, chocolate, ice creams, ready meals and food processing companies in general. Research laboratories, gastronomy, catering sector.

Roboqbo produces Qbo, a versatile working system able to cook, cool down, concentrate, refine and vacuum-process any food product in various food sectors. Now available in its 4th generation with a large 10.1" touchscreen display as well as an easy-to-use interface with advanced control functions of the production process and sanitation. Made of Inox Aisi 316L. Roboqbo comes with a micro serrated blade knife, bowl scraper, speed control, PLC and software, pressure cooking and cooling system, automatic steam-jet cleaning program to clean concealed parts and the lid, pneumatic extrusion to deliver the product and automated ejection system for fluid and semi-fluid products, ingredient loading hopper from the lid, inspection window with glass wipers, lighting inside the bowl for direct control of the process, complete vacuum system, automatic bowl tilting movements, opening and closure of the lid, steam generator, compressor, USB port for updates and technical support.

SANCASSIANO
www.sancassiano.com

HALL:
5
BOOTH:
A5-40



REVO

Fields of application

Cookies, biscuits, crackers, batters, gluten free dough.

Revo is a mixer specifically designed for biscuits, crackers, thick batters and products with no gluten development, with clean dough ejection and easy recipe change. Ideal alternative to the more traditional horizontal mixers, the machine can be offered in many configurations including with automatic discharge. Some of the machine's best features: innovative design of mixing tools for optimal batter circulation and homogeneous blend of all ingredients; gentle mixing action with limited or no gluten development; variable speed and inversion of tools' rotation for maximum flexibility and blending homogeneity; efficient scraping of bottom and side of the mixing bowl 'with no dead zones'; ast incorporation and delicate distribution of inclusions; flexibility in mixing batches from 10 to 100% of bowl size. Available in sizes between 300 and 1500 Lt.

SACMI
www.sacmi.com

HALL:
5/6
BOOTH:
C5-28
/A6-27



CCM 24 SC

Fields of application
Beverage.

CCM compression technology. Sacmi will be showcasing the new CCM24 which, like the other presses in the series, ensures low consumption and better quality of the process (based on continuous plastic extrusion). Max output rate: 60,000 caps/h; max external diameter: 33 mm; max cap height: 25 mm; nNumber of cavities: 24; number of cutters: 12; extruder capacity: 100 kg/h.

SACMI PACKAGING&CHOCOLATE
www.cm-opm.it www.cm-fima.com

HALL:
5
BOOTH:
C5-28



Cavemil chocolate moulding plant

MACHINES AND LINES FOR CHOCOLATE PREPARATIONS

Today, the Carle & Montanari-OPM and CM-FIMA companies become global partners in the chocolate industry through the new Sacmi Packaging & Chocolate Division, that offers individual machines and complete lines for chocolate preparation (mixers, pre-refiners, refiners, conches and temperers), intermittent and continuous-motion moulding lines (moulds from 275 to 1200 mm), and a complete series of depositors (piston and rotary) for aerated and non-aerated chocolate masses, suitable for all processing types (solid, solid with ingredients, one shot and filled products). With the Carle&Montanari and FIMA brands, there is an extensive machine range able to wrap all chocolate-based product types in a wide range of styles. For primary and secondary packaging, the reference brand is instead OPM.

follow

PABATECH
www.pabatech.com

HALL:
S 31
BOOTH:
103



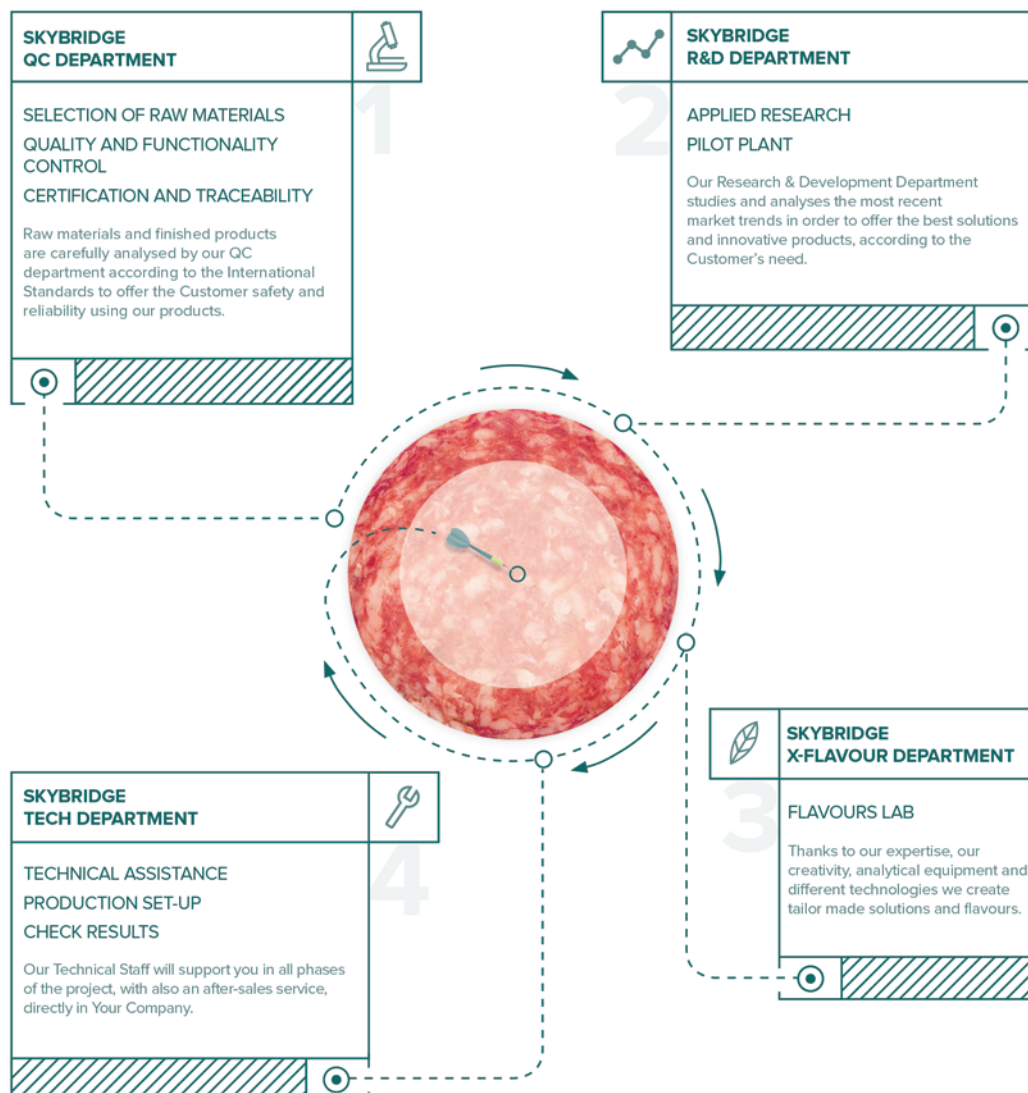
MULTIFUNCTION WITH INDEPENDENT UNITS

Fields of application
Fresh products.

Combined cabinet for preservation/blast freezing from +70°C to -18°C at the core. Adjustable storage compartment 0°C -22°C. To stop the bacterial alteration of the fresh product as required by the sanitary standards. Chilling cycle: input +70°C and output +3°C in 90' (1,5h) max (product core); Chilling/Deep Freezing cycle: input +70°C and output -18°C in 240' (4h) max (product core); Deep Freezing cycle: input +20°C and output -18°C in 120' (2h) max (product core). Insulation thickness mm. 100. Demountable cabinet. All units are complete with 16 pairs of guides for trays 600x800, every 2 hatch doors. Blast Chiller capacity no. 16 trays 600x800 mm (not supplied).

SKYBRIDGE

THE BEST WAY TO REACH
YOUR OBJECTIVE



Skybridge is the exclusive Fratelli Pagani program that supports you in the creation of Tailor Made solutions. Four steps, starting from the study of the market (Italian and International) to the creation of innovative products. From quality control to the assistance of our Staff in all phases of the project, with the aim to build a long-term partnership. This is Skybridge: an innovative program that makes the product you've always imagined real.

**TAILOR MADE SOLUTIONS
FOR YOUR PRODUCTS**
www.fratellipagani.it



S.A.P.
www.sapbologna.it

HALL:
1 -
SHK
SAEED
BOOTH:
S1-C2



MEAT MINCER TC22 - TC32

Fields of application

Kitchen of hotels, canteens, large communities, butcher's shop, meat and vegetables industry.

Structured in cast alloy covered entirely in stainless steel Aisi304. Self-ventilated motor by intermittent use, with 4 oil-immersed gears made from hardened steel enclosed in an oil-tight gearcase. Stainless steel feedbox and meat pick-up tray. The optional of micron on the hopper, by request, entails a wider neck Ø 76, and a hopper equipped with safety hand device and micron, according to the CE regulations, by guaranteeing an increase of 35% of the hourly production. With the simple turning of a lever the stainless steel Aisi 304 mincing set is disengaged. All the machine parts can be easily cleaned with a damp cloth.

SELMI
www.selmi-group.it

HALL/
BOOTH:
C6-04



AUTOMATIC CHOCOLATE PRODUCTION LINE: TUTTUNO ONESHOT, SPIDER COOLING VERTICAL TUNNEL AND AUTOMATIC DEMOULDING.

Fields of application

Small-medium chocolate factories.

The Selmi Tuttuno One Shot Depositor is designed to produce filled chocolates in a single operation, including tasting tablets, pralines, spheres and eggs using polycarbonate moulds as well as filled fingers and buttons that are just deposited. The machine automatically injects the chocolate and filling in the ratio required to create the chocolate outer shell with the filling inside at the same time. The chocolate is fed continuously by a tempering machine placed behind the Tuttuno while the filling is dispensed by a thermo-regulated hopper or by another tempering machine. The Tuttuno can be connected to the new Spider Vertical Cooling Tunnel which is extremely compact and can hold more than 110 moulds. Completing the line is Selmi's new Automatic demoulding attachment. This enhances productivity and efficiency by demoulding pralines or bars from the moulds as they exit the Spider vertical cooling system.

TECNO 3
www.beantobarmachine.com

HALL:
6
BOOTH:
623



MULTIPROCESS R

Fields of application

Bean to bar.

The Multiprocess R is an all-new addition to the Tecno 3 range - the compact system that processes cocoa beans to produce grains of cocoa, ready to be used in the second system, the Multiprocess C, which transforms these cocoa grains into chocolate. The Multiprocess R completes the bean-to-bar line, and is of particular interest for smaller entrepreneurs who wish to customise their products, as well as for larger companies, for use in testing and research laboratories. The production capacity of the machine varies in accordance with load in the roaster, and can process up to 30/35 kg of whole beans per hour. The most distinctive feature of the Multiprocess R is its ability to process nuts too (hazelnuts, almonds, pistachios, etc.), roasting, shelling (if necessary) and sterilising to produce whole nuts or transforming these into grains, where required.

TONELLI GROUP
www.tonelli.it

HALL:
6
BOOTH:
D6-28



COMBITHERMIX

Fields of application

Confectionery, gastronomy.

The CombiTherMix is the new evolution of Tonelli's engineering for aseptic production technologies.

This machine combines several mixing systems and thermal treatments, so that it is extremely versatile for a wide range of applications: creams, sauces, béchamel, mayonnaise, pâté, ketchup, ragout, ready to bake, etc. Main features: cooking via saturated steam; cooling via icy water or liquid nitrogen; hard vacuum treatment; interchangeable mixing tools; integral scrapers; centrifugal homogenizer: 3 different types of rotating impeller are available; aseptic product discharge valve; high quality execution. Frame in stainless steel Aisi 316, special 'egg' shape. Lid arranged for the automatic feed of 3 liquid ingredients and 1 powder ingredient.

RAM
www.ramsrl.eu

HALL:
Z2
BOOTH:
B53



AUTOMATIC DOUGH SHEETER MOD. QTP670

Fields of application

In pastries laboratories to laminate different kind of dough.

Queen Tronic Plus 670 has a stainless steel structure and body, and a generous and intuitive 7" colour touch screen display that allows to store up 100 different programs, standard provided with automatic coiler and flour duster. The wide cylinders (80 mm of diameter), activated by the new up-and-down moving system by oil bath screws, guarantee an absolute precision of lamination. The belts and cylinders' speed can be adjusted by means of an inverter in order to satisfy all needs. Noiseless and reliable trapezoidal toothed belt transmission, very few bulky thanks to its compact front and back carter, this sheeter is the perfect ally for all kind of use, artisanal as well as industrial. The 'Queen' family include also the manual dough sheeters with table width of 500, 600 and 670mm and the semiautomatic and automatic dough sheeters with table width 670 mm.

SOTTORIVA
www.sottoriva.com

HALL:
6
BOOTH:
615



SUPER FLEX LINE

Fields of application

Industrial bakeries.

The Super Flex Line is a heavy-duty industrial line with maximum production capacity of 15,000 pcs/h, weight range from 25 to 700 g. This is the most complete line of Sottoriva's manufacturing range for samouli, hamburger and stamped bread, finger rolls, baguette etc. It is composed of a divider rounder at 1-2-3-4-5-6 pockets, intermediate proofer, moulding station, stamping unit (seeding, wetting and cutting station optionals) and tray/rack loading device.

follow

packaging is *emotion*



www.esseiquattro.com

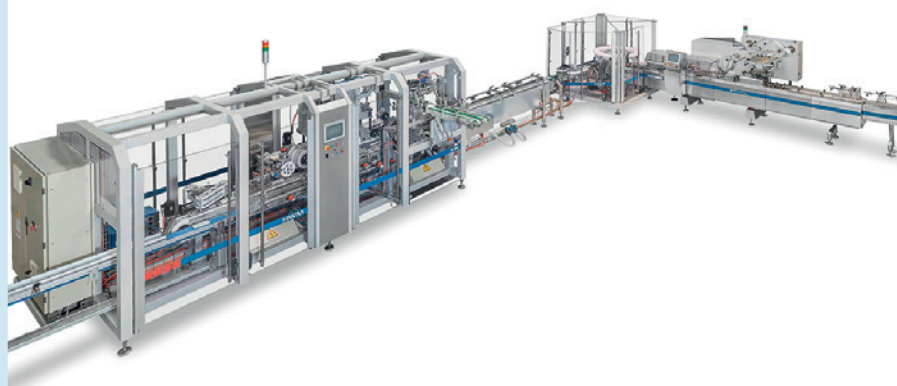


product preview

TSW INDUSTRIES

www.tsw-industries.com

HALL:
SHEIKH
SAEED
HALL 3
BOOTH:
S3-F5



PRIMARY AND SECONDARY PACKAGING SYSTEM

Fields of application

Bakery and confectionery products.

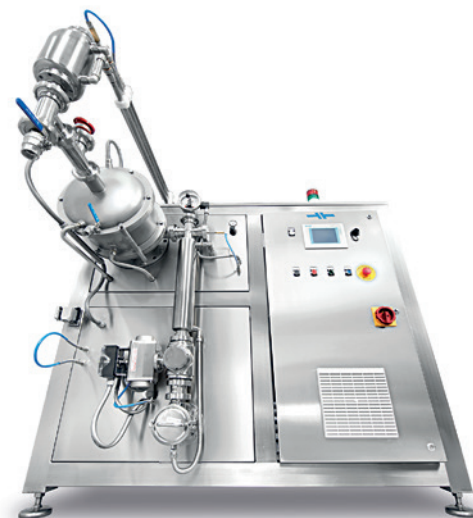
Primary and secondary packaging system made up of synchronizer Hifeed + flow-pack wrapping machine HW299 + high speed transfer wheel HWT + Fins folding unit + Wrap around cell HWM.

High speed customized solution adjustable for different format sizes and product typologies. 630 products/min. packed in wrap around carton box in configuration of 7 pieces for a total of 90 carton boxes/min.

TT ITALY

www.ttitaly.com

HALL:
A6
BOOTH:
28



TURBO MIXER

Fields of application

Bakery and pastry field.

The Turbo mixer (TT Italy coolwhipper) is designed to emulsify and aerate cream and liquid batter lowering a product's specific gravity by injecting pressurized air. It has been designed according to avant-garde technology developed by the company's engineers, which guarantees constant results, by assuring a fully automatic mixing process and continuous air injection directly into the turbo's head, with no need of operators. It combines innovative engineering features, such as the monoblock structure in stainless steel for sturdiness and hygiene, and a dedicated temperature control provided by the Dual cooling system of the rotor and stator. Available in different sizes according to the use and productivity required. Entirely made in Aisi 304 stainless steel, it is equipped with Plc able to save up to 100 production profiles, with configurable password protection.

VITELLA

www.vitellasrl.com

HALL:
2 -
BOOTH:
A2-17

DANLESCO
GROUP
BOOTH



AUTOMATIC ROUNDER

Fields of application

Bakery and pastry.

Hydraulic machine suitable to cut a piece of dough into portions and using an oscillating plate subsequently to roll each piece to obtain balls of the same weight and shape. Very easy and intuitive to use in total safety. The rounding system repeats the movement of the human hand to treat the dough gently. All in a few seconds.

WAMGROUP

www.mapsrl.it

HALL:
A3
BOOTH:
21
WAM
MIDDLE
EAST

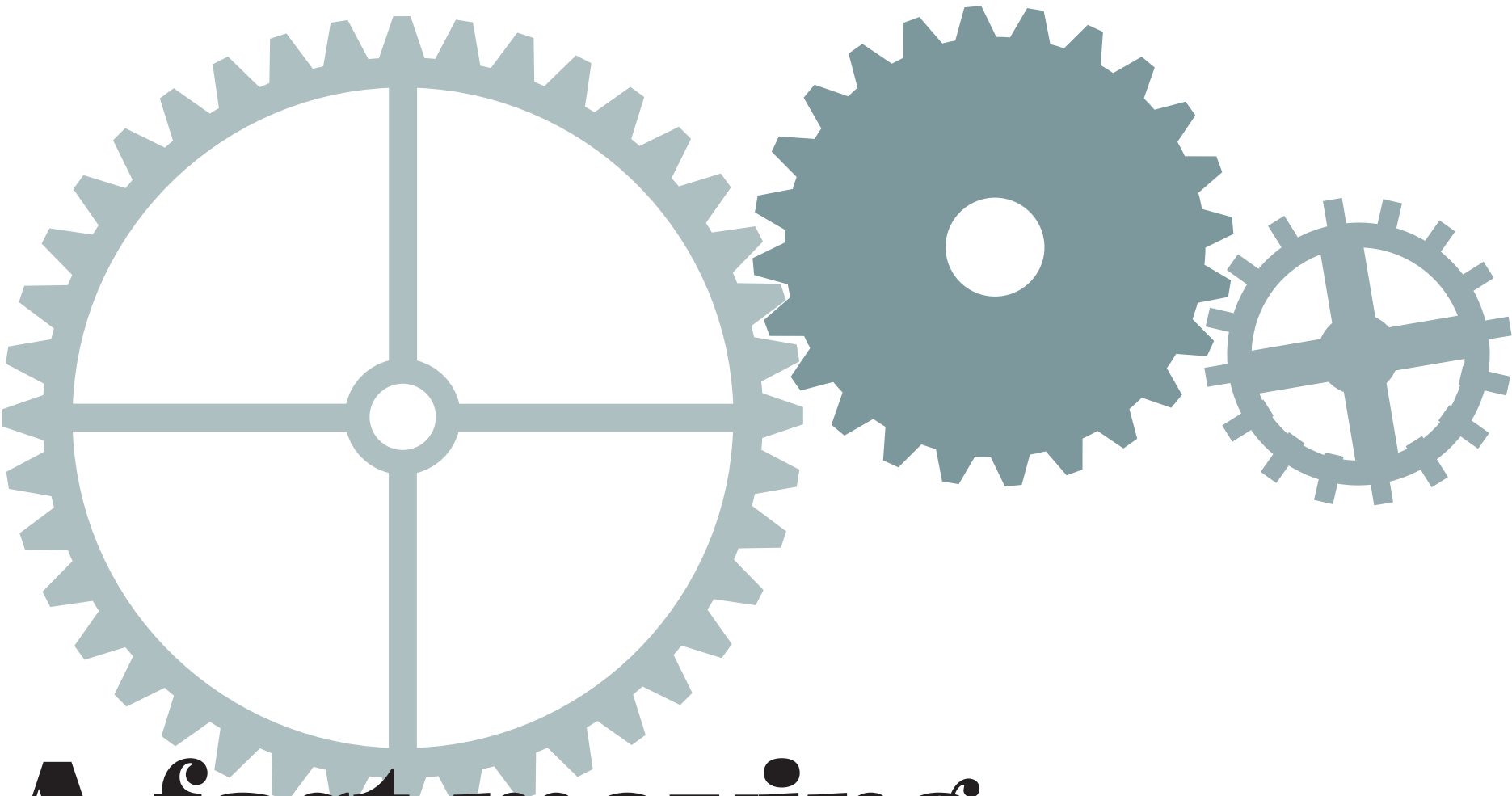


BATCH-TYPE SINGLE SHAFT MIXERS WBH

Fields of application

Mixing dry powders, granules or fibres, for moistening, agglomerating or granulating the same materials, or for mixing liquids or pastes.

The WBH Batch-type single shaft mixer is the ideal machine to obtain highest quality mixtures in perfectly reproducible batches. In the last three decades MAP has supplied thousands of mixers to a large variety of industries worldwide. Mixing tests for customers are performed in the Group's own laboratories in currently more than fifteen countries. No product deterioration or damage, low maintenance, durable machine, power rating adapted to application, easy cleaning and access to all internal parts of the mixer. Capacity: 10 to 20,000 litres per batch. Mixing ratio: 1/100,000. Heavy-duty mixing chamber manufactured from carbon steel, anti-wear steel or 304L / 316L stainless steel. Stainless steel surface finishing: grit silking, mirror polishing, glass bead blasting.



A fast-moving business

Market trends & forecasts in a report issued by the Italian association of machinery and plants manufacturers for food production, processing and preservation.

by Federica Bartesaghi

In 2017, Italian manufacturers of food technology and equipment recorded a production value exceeding 5 billion euro, up by 5.2% over previous year. Exports, instead, were worth 3.4 billion euro, also increasing by 5.2% with respect to 2016. These are the

latest data issued by Assofoodtec, the Italian association of machinery and plant manufacturers for food production, processing and preservation. The trend remains positive also in 2018, according to forecasts: production and exports are both expected to show a per-

centage increase, respectively of 3.3% and 3.8%, to reach the value of 5,352.00 million euro and 3,565.00 million euro. Total sector employees reached 22,205 in 2017 and are expected to increase at 22,263 in the current year.

Machines, equipment and technologies for food production									
(ANIMA elaborations - July 2018)					Absolute value				
	Production			Export		Employment			
	2016	2017	2018	2016	2017	2016	2017	2018	
Total	4,925.5	5,181.5	5,352	3,265.3	3,434	3,656	22,057	22,205	22,263
Machines and systems for mills, feed mills and silos	225	236.5	245	203	215	225	812	812	812
Machines and ovens for bread, biscuits, pastry and pizza	685	725	732	440	458	465	2,450	2,450	2,455
Machines and equipment for pasta factories and extruded food	254	268	278	190.5	194	201	760	760	762
Machinery and equipment for the confectionery industry	127	139	155	120	130	142	590	590	590
Machines and plants for the processing of fruit and vegetables	195	205	215	158.5	166	171	965	965	968
Machines for espresso	445	475	498	324	345	365	1,240	1,265	1,290
Machines and equipment for meat processing	240.5	258	272	165	185	195	1,230	1,240	1,245
Slicers, meat grinders and related	210.5	222	228	130.5	138	145	870	870	880
Refrigeration compressors	605	632	655	348	368	385	4,115	4,115	4,115
Refrigeration equipment for trade	958	1,010	1,045	545	575	595	4,754	4,770	4,775
Refrigeration equipment for industry	115.5	120	124	72.8	75	78	376	376	376
Household goods	865	891	905	568	585	598	3,895	3,992	3,995

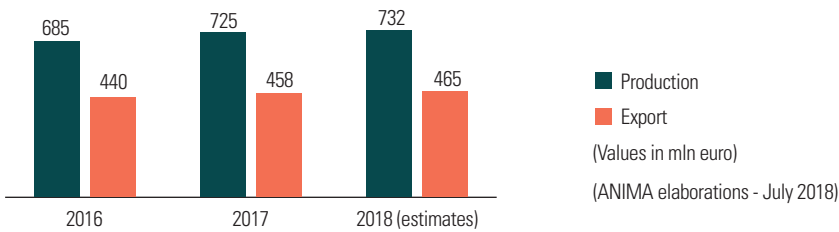
(ANIMA elaborations - July 2018)					Percentage change		
	Production		Export		Employment		
	17/16	18/17	17/16	18/17	17/16	18/17	
Total	5.2	3.3	5.2	3.8	0.7	0.3	
Machines and systems for mills, feed mills and silos	5.1	3.6	5.9	4.7	0	0	
Machines and ovens for bread, biscuits, pastry and pizza	5.8	1	4.1	1.5	0	0.2	
Machines and equipment for pasta factories and extruded food	5.5	3.7	1.8	3.6	0	0.3	
Machinery and equipment for the confectionery industry	9.4	11.5	8.3	9.2	0	0	
Machines and plants for the processing of fruit and vegetables	5.1	4.9	4.7	3	0	0.3	
Machines for espresso	6.7	4.8	6.5	5.8	2	2	
Machines and equipment for meat processing	7.3	5.4	12.1	5.4	0.8	0.4	
Slicers, meat grinders and related	5.5	2.7	5.7	5.1	0	1.1	
Refrigeration compressors	4.5	3.6	5.7	4.6	0	0	
Refrigeration equipment for trade	5.4	3.5	5.5	3.5	0.3	0.1	
Refrigeration equipment for industry	3.9	3.3	3	4	0	0	
Household goods	3	1.6	3	2.2	2.5	0.1	

Source: Assofoodtec

follow



Machines and ovens for bread, biscuits, pastries and pizza

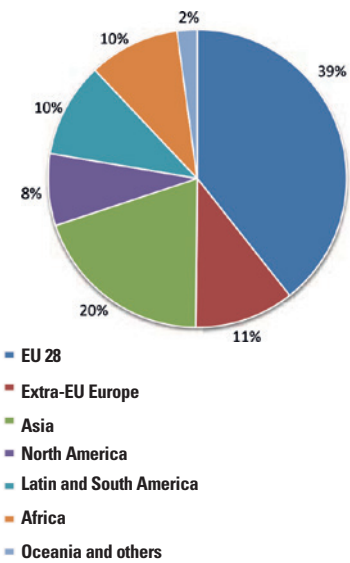


Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	685	725	732	5.8	1
Export (mln euro)	440	458	465	4.1	1.5
Export/production (%)	64	63	64	-	-
Employment (units)	2.450	2.450	2.455	0.0	0.2
Investments (mln euro)	16.00	18.20	19.20	13.8	5.5
Plant use (%)	89	89	89	-	-
Price (%)	0	0	0	-	-

In 2017, the sector recorded a 5.8% increase in production value. And for 2018 a further 1% growth is expected. Exports also increased in 2017 (+4.1%), which make up more than half of the market and are mainly aimed at European, Asian and African markets. The estimated growth for 2018 is 1.5%.

Turnover breakdown by geographical markets, 2017

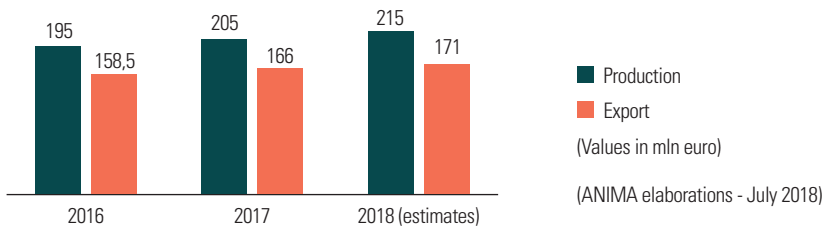
EXPORT (VALUE 633 MLN EURO)



TOP 15 EXPORTING COUNTRIES (values in mln euro)			
Countries	2017	2016	%
France	59.7	60.3	-1.1%
Spain	37.5	25.3	48.1%
Russian Fed.	35.8	25.9	38.3%
Usa	35	47.5	-26.3%
Germany	27.6	32.5	-14.9%
UK	26.4	29.4	-10.1%
Poland	23	19.6	17.5%
Saudi Arabia	19.8	22.7	-12.8%
Mexico	17.7	17.1	3.3%
Canada	14.4	12.6	14.4%
Pakistan	13.2	11.3	16.8%
Australia	11.8	13.4	-11.8%
Argentina	10.7	7.9	34.4%
Algeria	10.5	21.5	-51.3%
Brazil	9.8	11.4	-13.8%

(ANIMA elaborations on Istat Data)

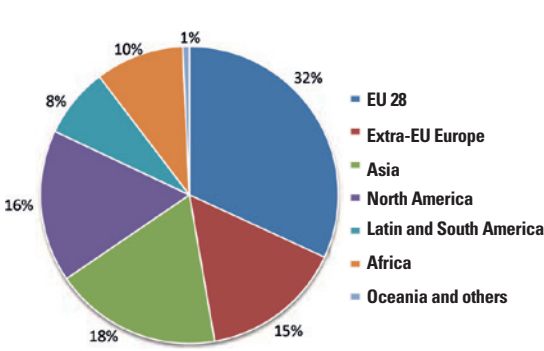
Machines and plants for the processing of fruit and vegetables



Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	195	205	215	5.1	4.9
Export (mln euro)	158.5	166	171	4.7	3
Export/production (%)	81	81	80	-	-
Employment (units)	965	965	968	0.0	0.3
Investments (mln euro)	2.15	2.25	2.45	4.7	8.9
Plant use (%)	89	89	89	-	-
Price (%)	0	0	0	-	-

Turnover breakdown by geographical markets, 2017

EXPORT (VALUE 142 MLN EURO)

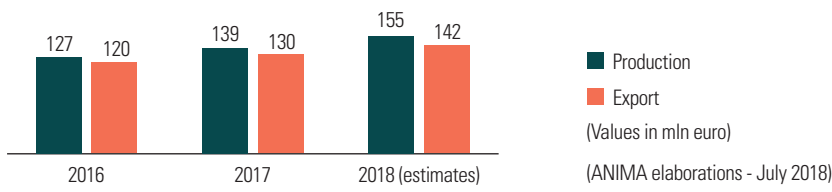


TOP 15 EXPORTING COUNTRIES (values in mln euro)			
Countries	2017	2016	%
Usa	22.6	21.3	6.1%
France	13.7	6.6	107.3%
Russian Fed.	10.8	11.3	-4%
Spain	8.7	7.8	11.4%
Algeria	7.6	11.5	-33.6%
Turkey	6.1	5.5	10%
India	5.9	2.4	152.9%
UK	5.8	3.8	54.7%
Vietnam	4	0.1	
Germany	3.5	2.7	32.1%
Chile	3	3.5	-14.9%
Poland	2.9	4.7	-37.9%
China	2.9	2	42.5%
Argentina	2.8	2	37.4%
Tunisia	2.7	0.3	

(ANIMA elaborations on Istat Data)

Production value in the sector grew by 5.1% in 2017. According to estimates it will record an additional +4.9% in 2018. Exports increased by 4.7% last year and will grow by another 3% in 2018. Employment levels have remained unchanged, while investments increased by 4.7%. It is estimated that in 2018 they will grow by another 8.9%.

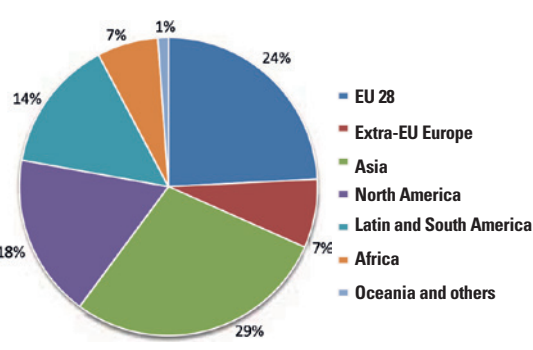
Machinery and equipment for the confectionery industry



Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	127	139	155	9.4	11.5
Export (mln euro)	120	130	142	8.3	9.2
Export/production (%)	94	94	92	-	-
Employment (units)	590	590	590	0.0	0.0
Investments (mln euro)	1.19	1.35	1.45	13.4	7.4
Plant use (%)	95	95	94	-	-
Price (%)	+2	+2	+2	-	-

Turnover breakdown by geographical markets, 2017

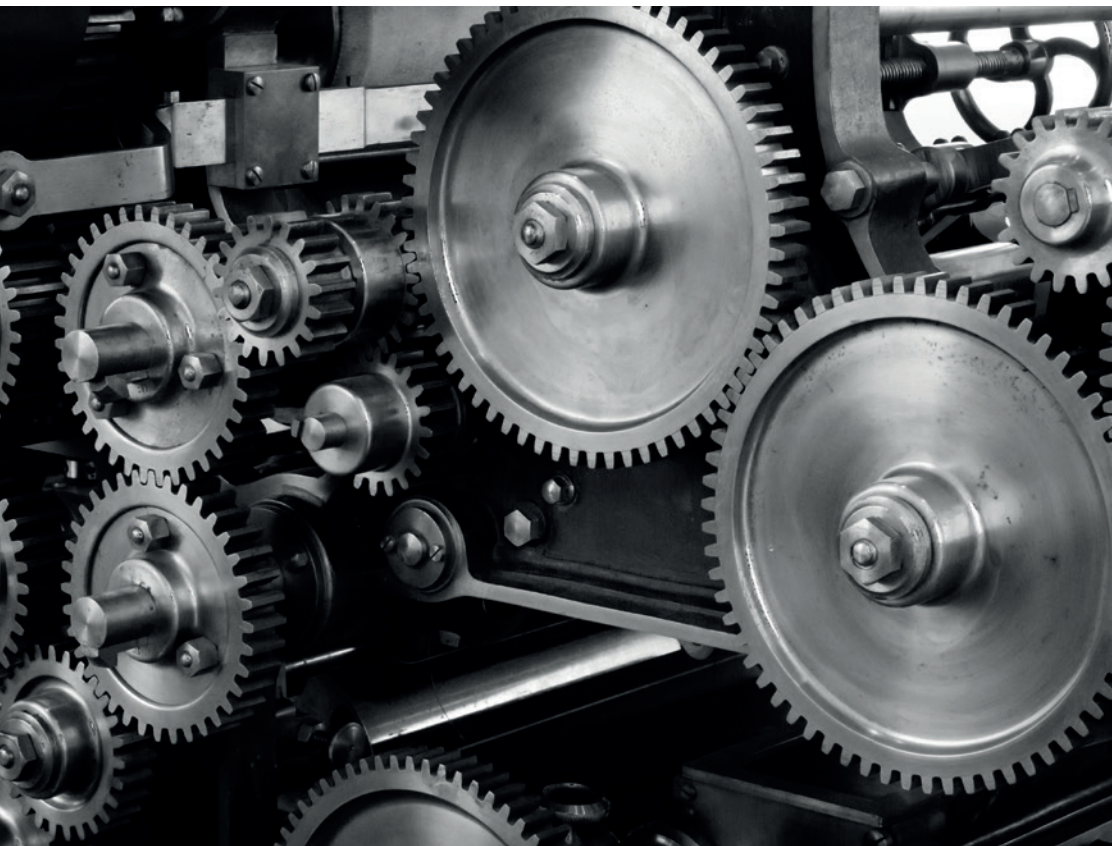
EXPORT (VALUE 103 MLN EURO)



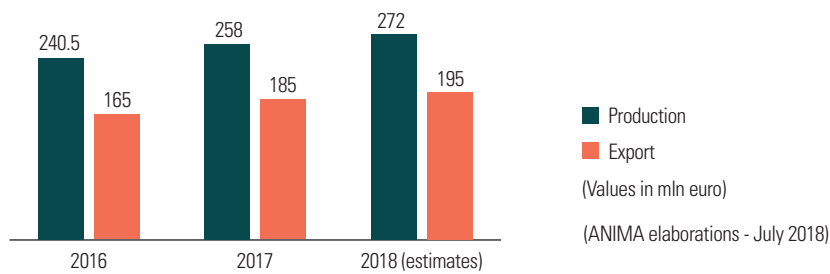
TOP 15 EXPORTING COUNTRIES (values in mln euro)			
Countries	2017	2016	%
Usa	11.9	6.8	75.9%
India	10.5	6.4	64.1%
Canada	6.3	4.7	34.2%
France	6	5.9	1.7%
Mexico	5.3	1.5	263%
Belgium	3.5	3.8	-7.4%
Algeria	3	1	199.5%
Spain	2.6	1.9	40.8%
Germany	2.5	5.9	-58.2%
Brazil	2.5	0.8	225.2%
Ecuador	2.4	0.1	
Poland	2.4	0.6	292.6%
Sri Lanka	2.3	0	
Argentina	2.3	0.5	333.9%
Indonesia	2.2	1.2	77.6%

(ANIMA elaborations on Istat Data)

The sector closed 2017 with a 9.4% increase in production value and also for 2018 a further increase of 11.5% is expected. Exports, that almost absorb total production, grew by 8.3% in 2017 and are expected to further increase in 2018 (+9.2%). The main destination countries are America - especially the US, Canada and Argentina - but also the Asian and European countries.



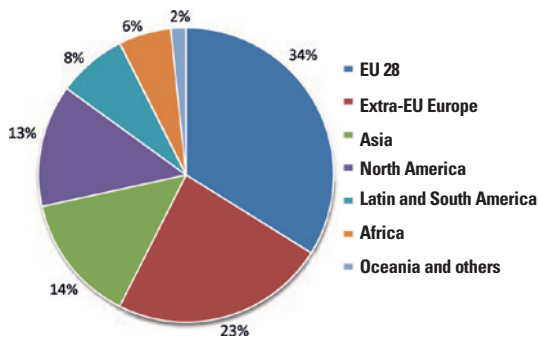
Machinery and equipment for meat processing



Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	240.5	258	272	7.3	5.4
Export (mln euro)	165	185	195	12.1	5.4
Export/production (%)	69	72	72	-	-
Employment (units)	1.230	1.240	1.245	0.8	0.4
Investments (mln euro)	8.27	9.25	9.85	11.9	6.5
Plant use (%)	75	75	75	-	-
Price (%)	0	0	0	-	-

Turnover breakdown by geographical markets, 2017

EXPORT (VALUE 168 MLN EURO)



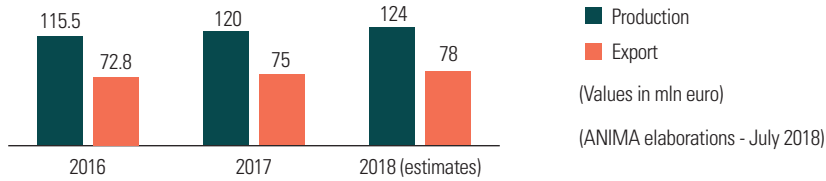
TOP 15 EXPORTING COUNTRIES (values in mln euro)

Countries	2017	2016	%
Russian Fed.	30.4	2.4	
Usa	20.2	21.5	-6%
France	12.5	13.3	-6.6%
Spain	7.9	10.8	-26.9%
Germany	6.9	6.5	6.7%
Brazil	5.5	4.3	28.3%
UK	4.5	3.2	40.7%
Israel	4.1	2.4	71.1%
Switzerland	3.8	3	25.7%
Ethiopia	3.4	0.1	
Saudi Arabia	3.4	2.9	17%
Algeria	3.3	5.8	-42.2%
Netherlands	3	2.7	8.2%
Poland	2.7	2.2	23.9%
Austria	2.7	2.3	17.7%

(ANIMA elaborations on Istat Data)

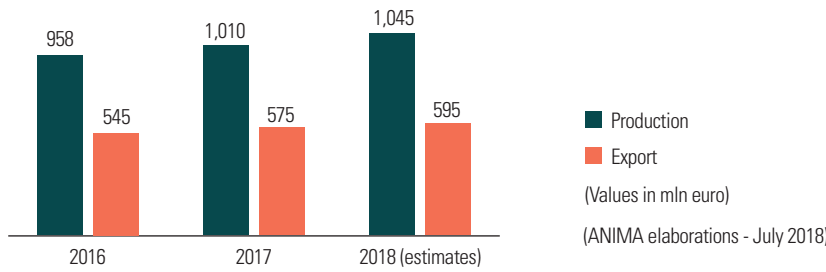
The sector recorded a 7.3% increase in production value last year. And forecasts for 2018 predict further growth, even if less striking (+ 5.4%). The sector is heavily characterized by exports, with a share of nearly 70% of total production. In 2017, exports increased by 12.1% over 2016. For the current year there is an expected growth of 5.4%. The three main destination countries are Russia, USA and France.

Industrial refrigeration equipment



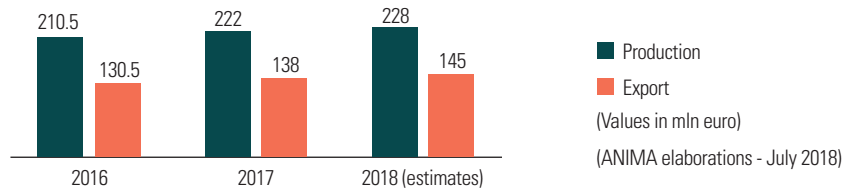
Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	115.5	120	124	3.9	3.3
Export (mln euro)	72.8	75	78	3	4
Export/production (%)	63	63	63	-	-
Employment (units)	376	376	376	0.0	0.0
Investments (mln euro)	3.09	3.25	3.45	5.2	6.2
Plant use (%)	94	94	94	-	-
Price (%)	0	0	0	-	-

Refrigeration equipment for trade



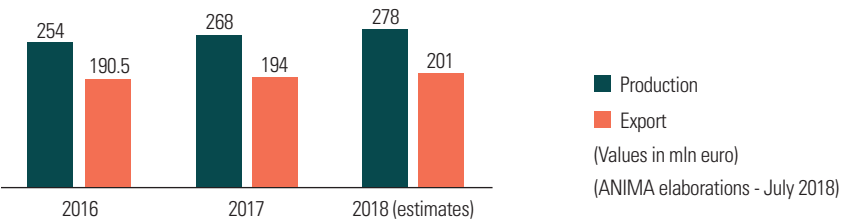
Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	958	1,010	1,045	5.4	3.5
Export (mln euro)	545	575	595	5.5	3.5
Export/production (%)	57	57	57	-	-
Employment (units)	4.754	4.770	4.775	0.3	0.1
Investments (mln euro)	25	27.2	28.6	8.8	5.1
Plant use (%)	77	77	77	-	-
Price (%)	+1.5	+1.5	0	-	-

Slicers, meat grinders and related



Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	210.5	222	228	5.5	2.7
Export (mln euro)	130.5	138	145	5.7	5.1
Export/production (%)	62	62	64	-	-
Employment (units)	870	870	880	0.0	1.1
Investments (mln euro)	5.25	5.85	6.25	11.4	6.8
Plant use (%)	85	85	85	-	-
Price (%)	+2	+2	0	-	-

Machines and equipment for pasta factories and extruded food



Variables	2016	2017	2018 (estimates)	% 17/16	% 18/17
Production (mln euro)	254	268	278	5.5	3.7
Export (mln euro)	190.5	194	201	1.8	3.6
Export/production (%)	75	72	72	-	-
Employment (units)	760	760	762	0.0	0.3
Investments (mln euro)	2.25	2.55	2.85	13.3	11.8
Plant use (%)	80	80	80	-	-
Price (%)	0	0	0	-	-

the end

The age of robots

A business rising by 31% on a global scale. Italy, with a 19% increase in purchases, is growing faster than Germany, Japan and the US. The importance of the food industry for robotics is also increasing. The data issued by IFR.

by Federica Bartesaghi

Global sales of industrial robots reached the new record of 387,000 units in 2017. That is an increase of 31% compared to the previous year (it was 294,300 units in 2016). China saw the largest growth in demand for industrial robots, up 58%. Sales in the USA, instead, increased by 6%, and in Germany by 8% compared to the previous year. According to the initial findings of the World Robotics Report 2018, published by the International Federation of Robotics (IFR).

“The growth of industrial robots continues at an impressive pace worldwide,” said Junji Tsuda, president of the International Federation of Robotics. “Key trends such as digitalization, simplification and human-robot collaboration will certainly shape the future and drive forward rapid development.”

Industrial sector: automotive in pole position

Broken down by industry, the automotive industry continues to lead global demand for industrial robots: In 2017, around 125,500 units were sold in this segment - equivalent to growth of 21%. The strongest growth sectors in 2017 were the metal industry (+55%), the electrical/electronics industry (+33%) and the food industry (+19%).

The most ‘roboticized’ countries

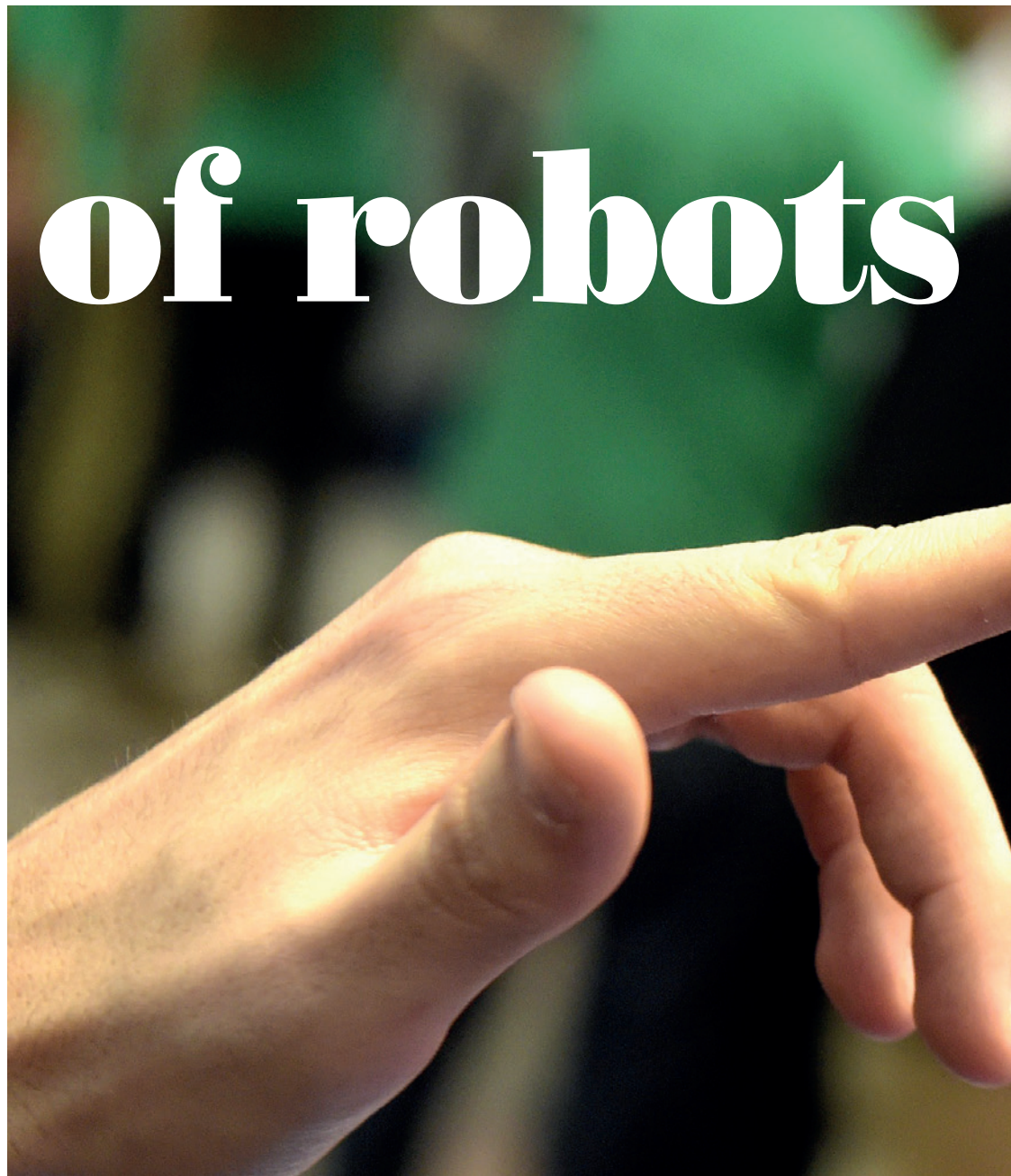
In terms of sales volume, Asia has the strongest individual markets: China installed around 138,000 industrial robots in 2017, followed by Japan with around 46,000 units and South Korea with around 40,000 units. In the Americas, the USA is the largest single market with around

33,000 industrial robots sold, and in Europe it is Germany with around 22,000 units sold.

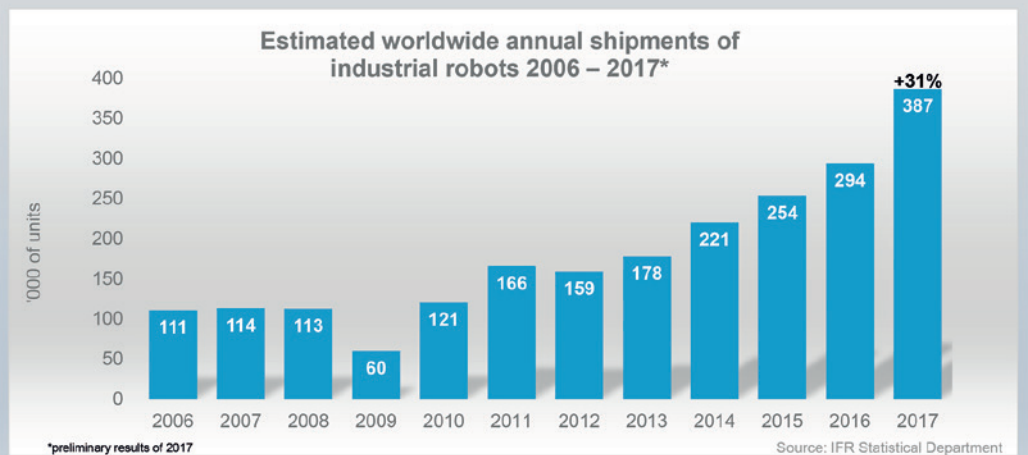
In terms of new installations, Italy occupies eight place in the global rank at almost 8,000 units. Vietnam, instead, was the best performing country last year: purchases were quintuplicated, up by 410%. If we consider the geographical areas, 225,000 industrial robots were sold in Asia and Australia, increasing by 37% over previous year. 67,000 units were purchased instead in Europe (+20%) and the remaining 50,000 in the American continent (-22%).

Future challenges

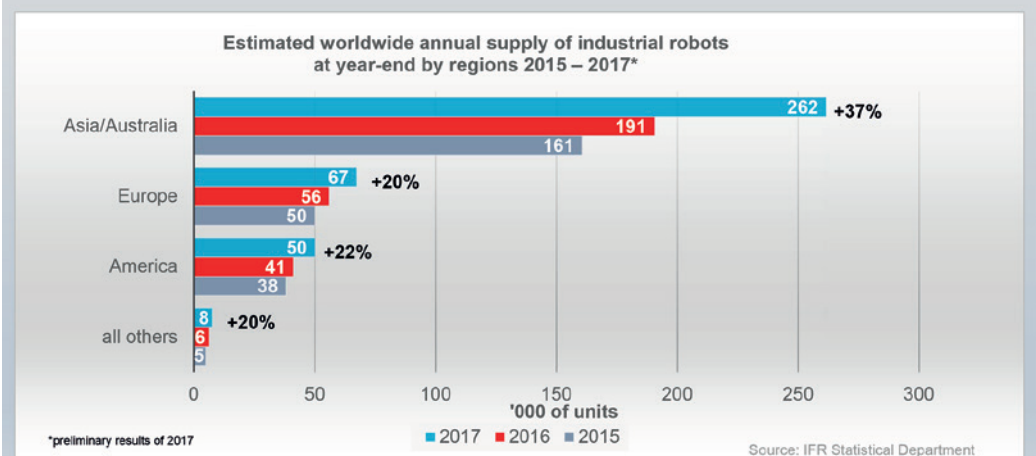
In the course of digitalization, real production is becoming increasingly connected with the virtual data world, opening up completely new possibilities for analysis - right through to machine learning. Robots will acquire new skills through learning processes. At the same time, the industry is working to simplify the handling of robots. In the future, industrial robots should be easier and faster to program using intuitive procedures. Such a technology is not only attractive to established users, but also to small and medium-sized companies, like companies who can use it to introduce automation without the need for highly experienced or expert personnel. This development also paves the way for the third major robotics trend: collaboration between humans and robots without protective barriers offers new approaches to flexible production processes. In the future, human-robot collaboration will support the flexible production of small quantities with high complexity.

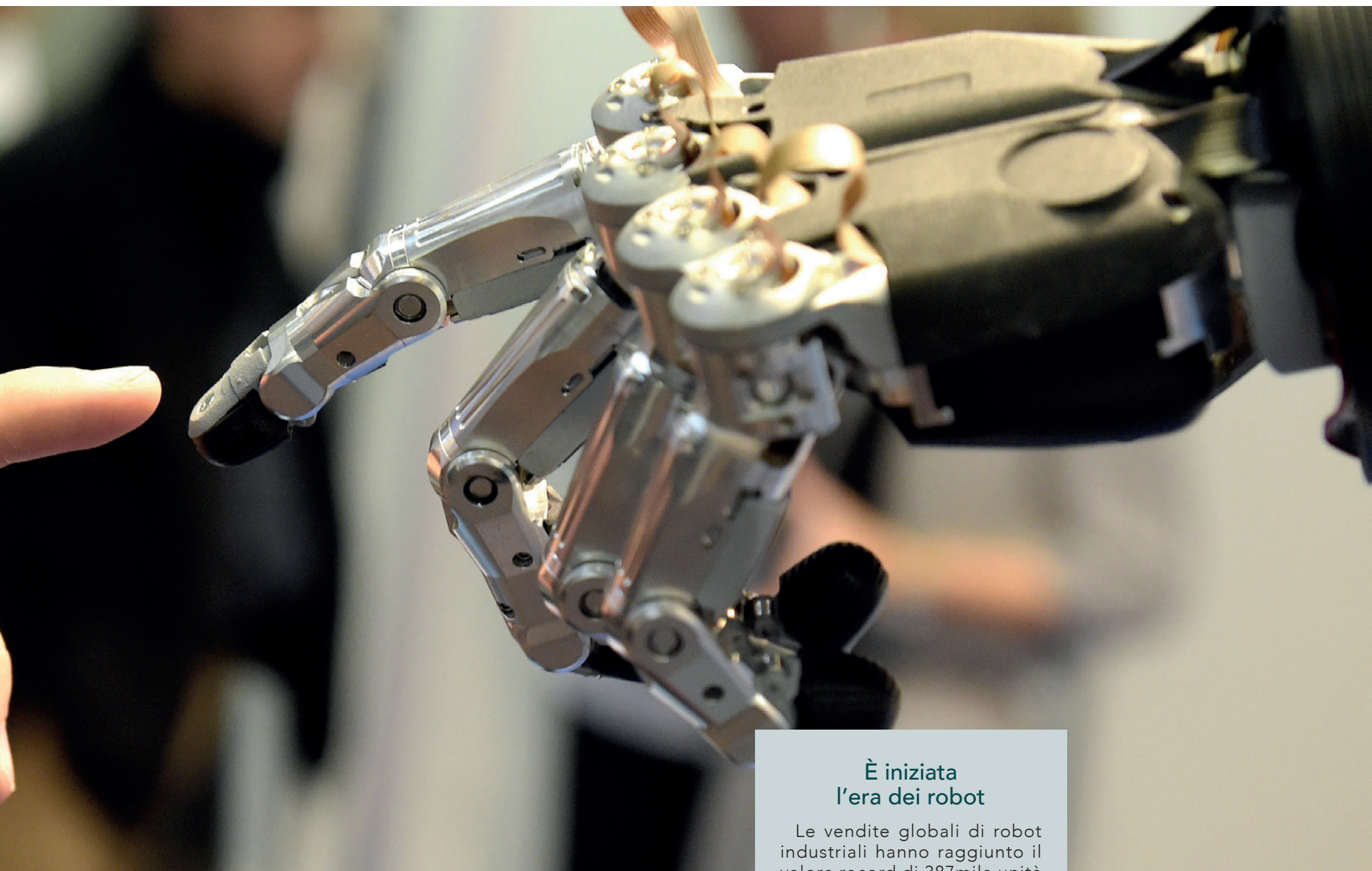


2017: record growth of industrial robots



2017: considerable increase in all regions

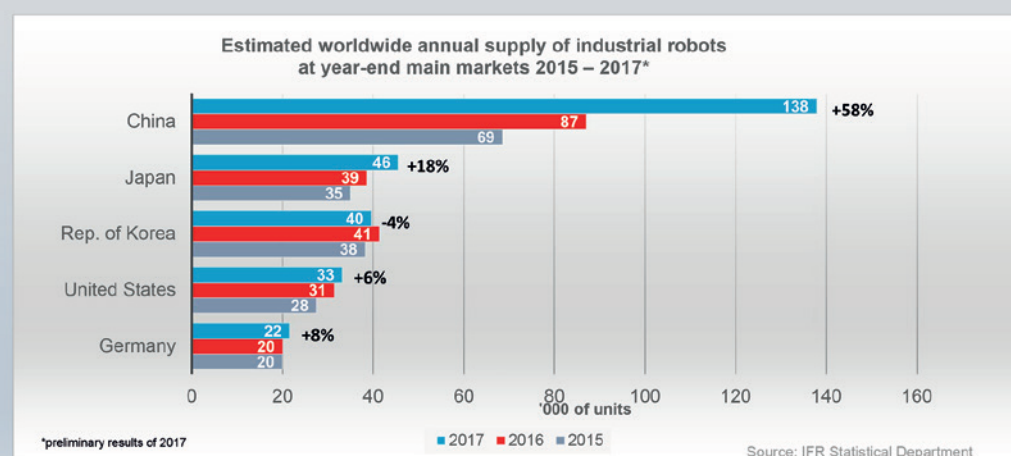




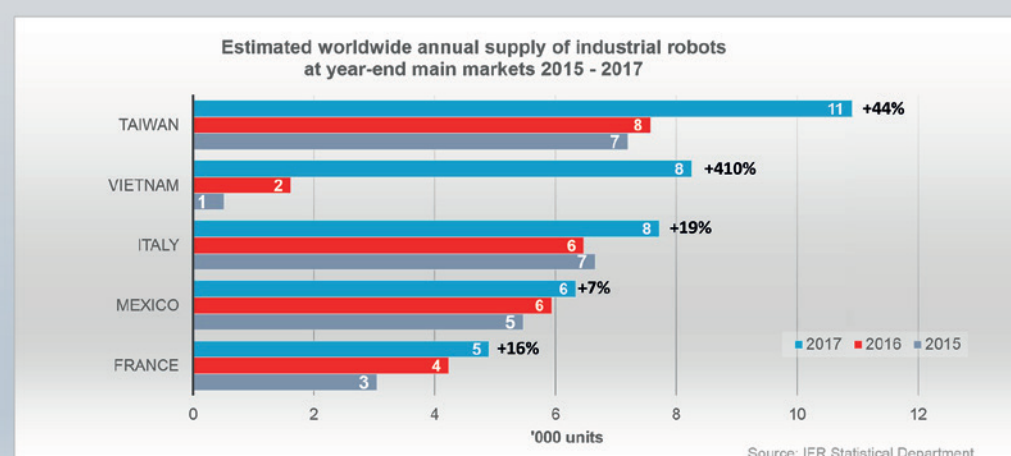
È iniziata l'era dei robot

Le vendite globali di robot industriali hanno raggiunto il valore record di 387mila unità nel 2017, mettendo a segno una crescita del 31% rispetto al 2016, per un volume d'affari complessivo valutato in 50 miliardi di dollari. La domanda mondiale è trainata dalla Cina, in crescita di 58 punti percentuali, ma anche le performance italiane sono di tutto rispetto, con una crescita del 19%, per un totale di 7.700 unità. Un deciso miglioramento rispetto alle 6.465 unità del 2016. È quanto evidenzia l'ultimo rapporto annuale diffuso dalla Federazione robotica internazionale (Ifr), che racconta di un business in deciso sviluppo.

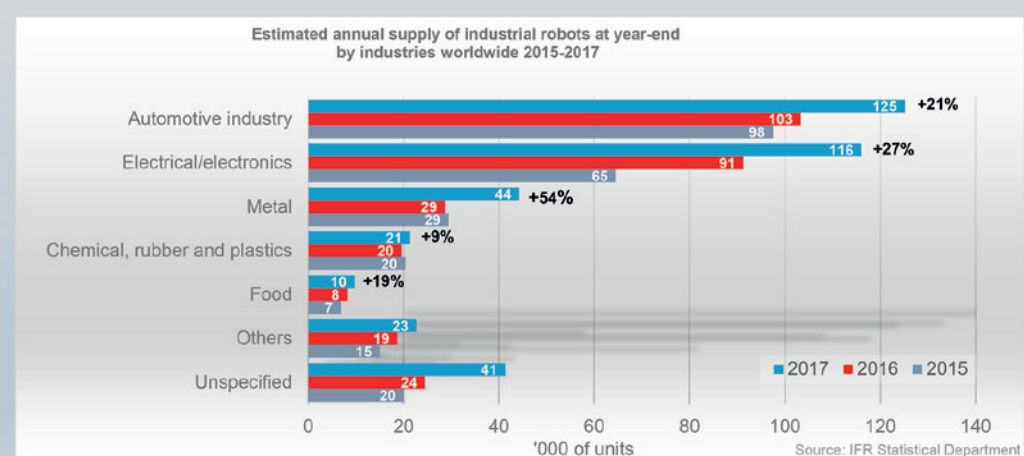
Top 5 countries represent 72% of total sales in 2017

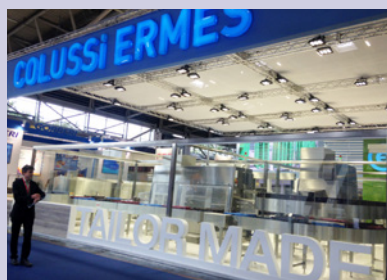


Vietnam now 7th largest destination



2017: electronics, automotive and metal industry are main drivers





Colussi Ermes



Comi Pak



Comix
Eleonora Sella and Carlo Corato



CSC Sartori
Matteo Pianalto



Easymac



Erimaki
Cecilia Janni and Gianni Furlan



ibl

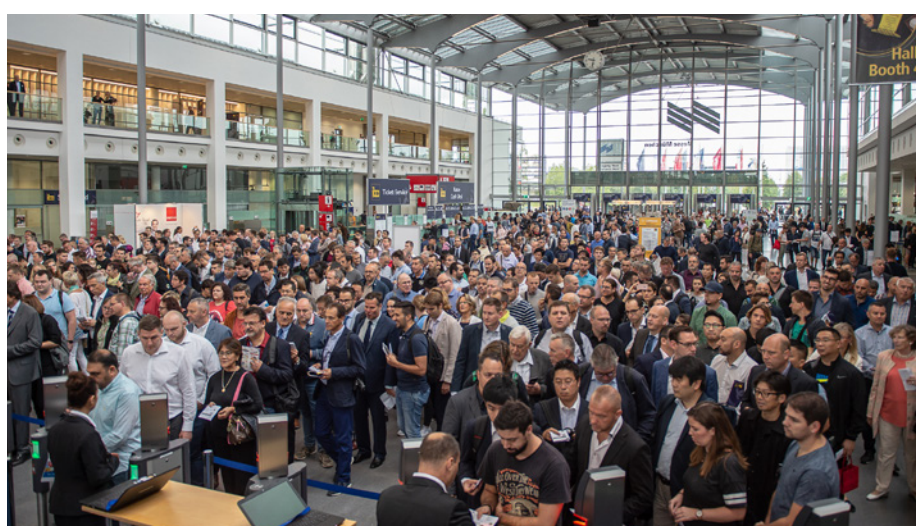


Imar
Arnaldo and Roberta Lisarelli

IMPRESSIONS FROM IBA

It ended on the past September in Munich the 24th edition of iba, leading trade show for bakery, confectionery, and snacks. The satisfactions of Italian exhibitors. And the latest innovations on display.

by Federica Bartesaghi and Riccardo Colletti



The 24th iba, the world's largest trade show dedicated to technologies and equipment for the confectionery and bakery industries, has drawn to a close with 1,373 exhibitors and 76,800 trade visitors, including retail chains, industrial producers, deli shop owners and Ho.re.ca. professional operators. The trade show was held on the past September (15-20) in Munich. It represented a one-of-a-kind opportunity to showcase the latest product innovations presented by the exhibiting companies- including the Italian ones - for what concerns trendy ingredients and processing machinery, packaging solutions and logistics.

The key issues that are revolutionizing the sector were under the spotlight, starting from 4.0 digitization, passing through the wide and general concepts of versatility, flexibility and extreme customization of the final product. Not to mention sustainability, a 'must' that goes well with the energy efficiency guaranteed by new technologies. A mention goes also to high automation levels, to more and more efficient machinery, and to an ease of use and maintenance able to facilitate the daily work of operators. Iba is therefore confirmed as a strategic meeting place and capable of 'tracing the path' of the business for the next three years. The appointment, therefore, is set for 2020, from 23 to 28 October.

CAVANNA



Picture: Riccardo Cavanna

The Italian specialist in flowpack packaging showcased at Iba its Delta Robot G44 and Zero4 line, a wrapping solution completely based on the vision system with high-resolution linear cameras, made for delicate products with irregular shapes, like croissants. The G-44 robotic unit, equipped with 2 Delta arms, takes the croissants transported on a conveyor at 120/150 ppm and places them directly on the wrapper's 'chainless' infeed. The robot unit is complete with a flow-wrapper model Zero4, a medium range wrapper nevertheless able to satisfy the most ambitious requirements. Being part of an automatic wrapping line, the wrapper is equipped with accessories such as the automatic reel splicer and the driven unwinding roller.

Impressioni da Iba

Si chiude, a Monaco di Baviera, la 24esima edizione della fiera n.1 al mondo per le tecnologie applicate al bakery & confectionery. Che termina con un bilancio di 373 espositori e 76.800 visitatori. La soddisfazione degli espositori italiani. E le ultime novità in vetrina.



TSW Industries



TT Italy



Turri Group



Z. Matik
Erica Capuzzo

1,373
exhibitors

76,800
visitors

trade fair
contracts worth
2.1 billion euros



www.iba.de

CEPI



From left: Stefania Montalti and Frida Lega

Frida Lega

"The great results achieved in the first semester of the year are also due to the important certifications achieved on the European market and mainly connected with safety, of both plants and workers. A key issue, too often disregarded in the past by market operators. A special acknowledgment goes to our R&D department, daily committed to improving our machinery. The demands proceeding from global markets are varied, but share a common trait: the need for more and more automated solutions aimed at making production more efficient and fluid. To this purpose, we are currently working at new technologies and equipment for a more exact and accurate automatic dosing of ingredients, both powder and liquid."

MINIPAN



From left: Franco Fusari, Bruno Fusari and Matteo Grandi

Matteo Grandi

"In the first part of 2018, we experienced a very positive trend, both in Italy and abroad. In particular, our system for laminating dough is enjoying great success in South America. A technology that is perfectly suited to local products, like sliced bread. At Iba we showcase some of the best machinery in our range, starting from the automatic line for pao frances, the only one featuring in line dough breaker to improve the gluten network and the structure of the dough. Other best sellers are the industrial depositor for cookies, biscuits, and sweets, Comby³ Plus 600; and the Syr³, a robust cookie extruder machine featuring automatic placement on baking pans, ideal to produce gluten-free products. Let's not forget, of course, the Omatic 600 automatic forming machines for taralli and grissini."

TONELLI GROUP



Carmen Bruno

"We are very satisfied with the results achieved this year, also due to a high request for our planetary mixers and pasteurization/cooking systems, the company's core business. In the last months, in particular, we have worked on some big projects: the design of complete production lines. Hence, we have put our expertise at client's disposal and we planned, for the very first time, a complete industrial plant: from the receiving of raw materials to the packaging of finished product. A challenging task, but that gave us big satisfactions. In the months ahead, we will take part in several other trade shows, like Prosweets in Cologne, next January."

GORRERI



Chiara Lombardi

"In the first months of 2019, Gorre-ri will celebrate the inauguration of a new company headquarter. Great satisfaction was registered in the past months on the domestic market, especially due to the interest displayed by some big Italian food companies. In regard to exports, instead, our machinery and plants are distributed all over the world and we have been experiencing significant growth rates especially in South America and the Middle East. Among the most important trends that are driving the demand of business operators there is the need for more customization of final products, and more solutions in the segment of single servings - like muffin or macarons - not much widespread among consumers until a short time ago."

SELMI

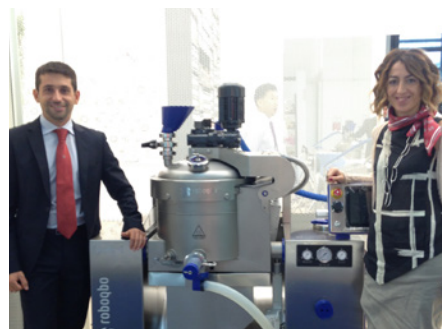


Picture: Paolo Selmi

Marina Berbotto

"2018 turned out to be a very positive year, thanks to a significant increase in the requests for our machinery and production lines, especially on foreign markets, that generate almost 80% of the company's turnover. Our range includes small-sized machinery for the production of chocolate, but also lines for medium-sized industrial companies that want to obtain an almost craft-quality level of production. Hence, compared to a few years ago, today consumers pay much more attention to the quality of raw materials and their processing methods. One of our latest innovations, the Tuttuno Oneshot depositor, is a simultaneous dispensing machine aimed at creating filled products in a single operation. A highly performing machine, that nevertheless occupies just a little space. We also pay great attention to the education and training of the staff in charge of using our machines, thanks to a real 'training center' at our headquarter where, with the help of some chefs and the know-how of the end users, we continuously develop new recipes and refine our equipment."

ROBOQBO



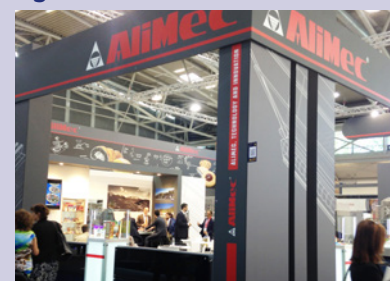
Picture: Francesco Papa and Maurizia Rimondi

Maurizia Rimondi

"One of the key strengths of our technologies is their great versatility. Qbo is able to cook, cool down, concentrate, refine and vacuum-process any food product, sweet or salty. And in order to show our clients the many possibilities it offers, we organize many laboratory tests with the participation of some renowned chefs. Overall, the trend experienced in 2018 is very positive, especially on global markets, where we noticed a greater receptivity to innovation. Big results have been achieved, more in detail, in Asia and South America. Among the trade shows that we will be attending next year there are definitely Sigep (Bologna, 19-23 January) and Host (Milan, 18-22 October)."



Agriflex



Alimec



Alitech

From left: Riccardo Azzolini and Ivan Mazza



Bake Industry



Brevetti Gasparin
The company team



Canol



Chiorino
Corrado Pellegrini



Polin Group

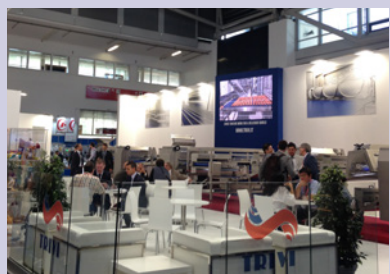
follow



Zucchelli Forni



Colip



Trivi

SACMI PACKAGING & CHOCOLATE



Picture: Giuseppe Nosenzo and Antonella Cavaliere

Antonella Cavaliere

"We finally present ourselves on the market with the logo of the newly introduced Sacmi division: Sacmi Packaging&Chocolate. The new division, the culmination of a process started in 2002 when Sacmi acquired the historic Carle & Montanari company, includes four business units: process and moulding, primary packaging, secondary packaging, and wrapping. The new division is to boost its historical brands adding value to their products and respective markets. These brands include: Carle & Montanari, Opm and Fima. Production expertise and deep knowledge of chocolate production, along with new investments in buildings and machinery, represent the strengths of the division, which in 2018 has accelerated considerably its development of new products and new plant engineering solutions."

TAGLIAVINI



Lara Magnini

"In 2018 we experienced a positive trend, in line with the results achieved in the last years. Exports account now for about 60-70% of the company's turnover and are becoming increasingly important for our business. In particular, we noticed a strong increase in the demand from grocery retail chains, that are looking for more and more technological solutions. At Iba we present a brand-new control unit that will be available starting from 2019 and that is characterized by the fact of being completely touch screen, with a more immediate and captivating graphic. The not-to-be-missed events in our trade show calendar are, of course, Sige (Bologna, 19-23 January), Sirha (Lyon, 26-30 January), and Host (Milan, 18-22 October)."

ESCHER MIXERS



Elisa Fabris

"In the first half of 2018 the trend was positive on the domestic market - where we received several new orders - and on foreign markets, due to the inaugurations of a brand-new plant in Spain. In the years ahead we are aimed at further growing our international business, also by attending trade shows like Iba 2019 in Las Vegas, Modern Bakery 2019 in Russia and Interpack 2020 in Düsseldorf. During Iba, where we noticed a strong presence of professional operators from Russia and Asia, we presented two important product innovations: the Robotic System, a fully automatic mixing and bowl handling system, a modular installation with Cartesian movement and bowl stacking; and also the new Double Jacketed Mixer dough cooling system."

FRIGOR-BOX INTERNATIONAL



From the left: Maurizio Fantini and Marco Sala

Maurizio Fantini

"The Italian market has started growing again and it determined very positive results for our business: the domestic market accounts for around 60% of total turnover. We attended Iba with our brand Pabatech, which is dedicated to the sweets and bakery sector. Here we presented many innovations, starting from an updated version of our retarded provers, now featuring a flexible program that allows reaching -28°C. The bakery and confectionery world is going through a significant evolution, also due to the increasing popularity of gluten-free products. In regard to exports, the Asian market is now experiencing strong growth, and demanding for Italian technologies."

SILOS&SILOS



Stefano Cucchetto

"Established in 1971 by Franco Martini, Silos&Silos was a pioneer in the in the installation of silos for the storage, movement, and dosing of food processing raw materials. In addition, we were the first to promote textile silos in Italy. Around 85% of the company's total revenue is generated abroad, especially in Europe (France, Spain and Eastern EU countries), USA, Chile, Peru, and the EAU. The Italian market is also performing well, while our core markets are confectionery & bakery. In regard to international trade shows, after Iba we will be exhibiting at Gulfood Manufacturing in Dubai, next November, and Iba Las Vegas in 2019."

STANDARD TECH



From the right: Gabriele Polese with the company staff

Gabriele Polese

"Since 1992 Standard Tech is specialized in the construction of high-tech industrial refrigeration system and structures for the food industry and all the sectors in which air contamination is a critical issue. We manufacture turn-key solutions for cured meat, cheese, bakery, pasta and confectionery producers, as well as for the pharmaceutical industry. We are pleased with the results achieved in the first part of 2018, both on the domestic and global markets. In 2019 we will be exhibiting at Cibus Tec, in Parma next October."

ICA



From left: Patrick Aureoli and Elia Gamberini

Patrick Aureoli and Elia Gamberini

"We are a 100% Italian company and we have been operating in the field of automatic machinery for flexible materials, capsules, pods, vacuum packs, and pouches. During the trade show, we presented the new CSV40+AC20 model, the very first packaging machine that allows to wrap strips of marked cardboard around the bag for a flexible customization without changing the packaging material and give more visibility on the shelf. This has been conceived also to meet the needs of a fast-growing market, that of premium quality flours."



Starmix



Tecnopack
The company team



Tecnopool



www.iba.de

PIETROBERTO



Giancarlo Vanzo

"In the last two years, we have achieved impressive results. Overall, the demand for complete industrial lines is growing, while on the other hand, that of single machinery is decreasing. In 2017, exports accounted for around 70% of the company's revenue, generated all over the world with a special focus on Switzerland, Europe, South America, and Asia. At Iba we present a new automatic line for the production of round bread, hot dog and hamburger buns, as well as the upgrade of other machinery in our range. More in general, we have noticed a growing interest in gluten-free products and for this very reason we will be exhibiting at the forthcoming edition of Gluten Free Expo (Rimini, 17-20 November)."

LDF LONGONI



Paolo Longoni

"Established in 1983, the company has always been specialized in the design, production, and distribution of refrigerated equipment, in Italy and around the world. Our experience, combined with a constant research activity, has allowed us to create innovative and sustainable products, able to satisfy and anticipate the needs of every customer. Our product catalog offers a range of more than 200 models of professional refrigerated equipment, from refrigerated display cabinets to blast chillers, from ice cream display cabinets to wine cabinets."

SANCASSIANO



Andrea Agosti

"Since 1962 we are specialized in the manufacturing of mixers, kneaders and automatic mixing systems for sweet and bakery items. During the trade show, we presented the new Kryos mixing technology: designed for every dough sensible to temperature and mixing intensity. Powerful with stiff dough, capable of quickly imparting the energy needed but delicate with inclusions. Exports account today for about 90% of total turnover and are generated in Europe (about 50%) and all over the world. Germany is definitely one of our core destinations".

ARTEZEN



Picture: the company team

Vania Calzavara

"September 2018 marks a special occasion for us: three years ago at IBA we showed our brand Arzen for the first time. Although our equipment has been produced since 2004, in 2015 it was acquired in exclusivity by three entrepreneurs with a long history in the bakery equipment business. Today, we have established ourselves in over 25 countries worldwide with tripled sales numbers as a result. We modernised our product range and now, at IBA 2018, we present the heavy duty version of our Calybra dough divider, the first oil-free divider capable of 24/7 operation in an industrial environment. Industry 4.0, your equipment connected to the cloud with the bakery's ERP system and our service center for long distance diagnosis. Our target clients are artisanal, industrial or semi-industrial bakers looking for high-quality equipment."

TEKNO STAMAP



Luca Baldovin

"After the 20% growth rate registered in 2016, in the last two years we have strengthened our business, that is generated for 90% on global markets. In the last months, we have been busy with building our new company headquarter. Our activity started with sheeters and machines for croissant, and in more recent years it has been widened with mixers and industrial lines for confectionery and bakery products. Our client target, besides pastry shops and bakers, are medium-sized industries. During Iba, we presented the update of two planetary machines in our range and a new software for the automatic sheeters. In 2019, we will take part in some strategic trade shows, namely Sigep (19-23 Jan), Interscop Madrid (23-26 Feb) and Bakery China (8-9 May)".

VITELLA



Picture: Alberto Vitella and Manuela Frettini

Manuela Frettini

"Exports account today for around 80% of total company revenue, generated all over the world. The markets that are providing us with the greatest satisfactions are Russia, Ukraine, Europe, Southern and Northern Africa. But we are fast growing also in the Middle East and South America. Now our goal is to grow in the US market, also thanks to a series of important certifications recently achieved. Beyond national borders, we mainly work with distributors, that allow us to reach our biggest client target: pizzerias and deli shops. One of the greatest news that has characterized 2018 is definitely the building of our new company headquarter."



Italdibipack



Laferpack



Laser
The company team



Logiudice Forni
Romary Gonzales Moja and Riccardo Logiudice



Mimac



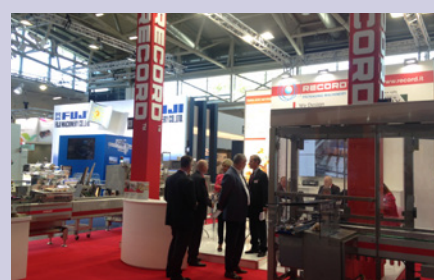
Minerva Omega Group
From left: Daniele Salati, Davide Orlandi and Davide Puppini



Novacart



Pfm - Packaging Machinery



Record



Rock Gate Group



Sigma

the end

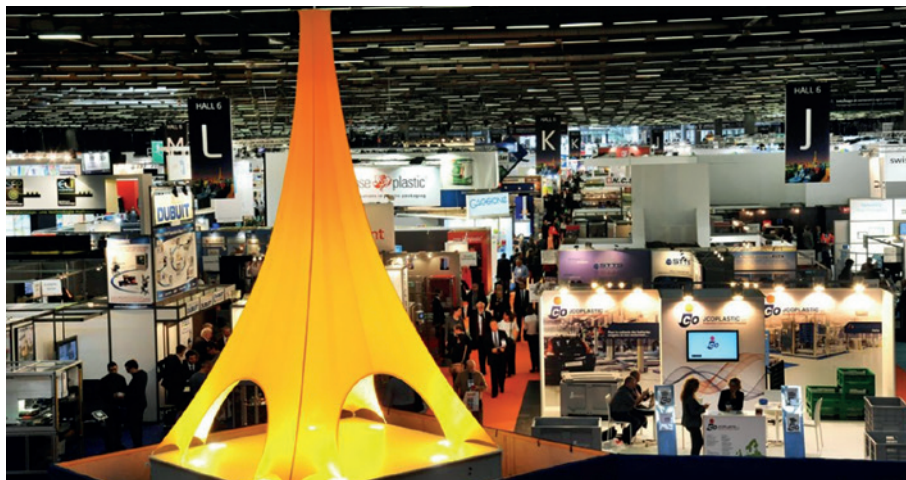
coming soon

ALL4PACK

Paris, 26-29 November 2018

all4pack
Paris

The whole supply chain under one roof



The international trade show for packaging, processing, printing, and logistics is deploying an array of event highlights for its 2018 edition: a content-rich programme to encourage and promote synergies between exhibitors and visitors. The schedule for the four days addresses today's market transformations, driven by the new needs of omni-channel consumer and business-to-business trade and leverages the opportunities arising from industry 4.0 and dictated

by new regulatory and environmental requirements. All4Pack Paris 2018, which gathers together 1,350 exhibitors and nearly 80,000 professionals, offers a platform for exchange, demonstrations, innovation and presentations under one headline banner illustrated by its new signature: 'Share your creativity!'. In addition, on Monday 26 and Tuesday 27 November - for the first time in France - All4Pack will be hosting the 22nd European PETnology conference.

www.all4pack.com

PROSWEETS

Cologne, 27-30 January 2019

pro
sweets
COLOGNE

The realm of confectionery

Leading companies and highly-qualified suppliers have already registered for the 11th edition of the international supplier trade fair for the sweets and snacks industry. More than 300 companies from the sections manufacturing, packing and ingredients are once again expected in Cologne from 27 to 30 January 2019. ProSweets is accompanied by an extensive event programme, which includes expert lectures in the 'Speakers Corner' as well as diverse special events on the themes newcomers, ingredients and packaging. The trade show is staged parallel to ISM, the world's most important trade fair for sweets and snacks. With around 1,700 international exhibitors from approximately 70 countries, this event offers a unique overview of the new products worldwide and provides access to nearly 38,000 trade visitors from around 150 countries.



TECH4FOOD
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PROSWEETS



www.prosweets.com

MODERN BAKERY MOSCOW

Moscow, 12-15 March 2019

The region's n.1 meeting place for the bakery industry

MODERN
BAKERY
MOSCOW



231 exhibitors from 25 countries and 16,048 visitors from 48 countries attended the latest edition of the Russian trade shows. That in 2019 will be held once again at Moscow IEC Expocentre, on March 12-15. Modern Bakery Moscow is one of the most significant business events dedicated to the bakery and confectionery industry and the leading specialized exhibition in Russia and other CIS countries (Azerbaijan, Armenia, Belarus,

Kazakhstan, Kyrgyzstan, Moldova, Tajikistan, Turkmenistan, Uzbekistan and Ukraine). The trade show is addressed to products and technologies in the following sectors: food processing, ingredients and raw materials, packaging, shop fitting, refrigeration technologies, cleaning and hygiene, services. Traditionally, an extensive program of events, which includes symposiums, seminars, master classes and competitions, is held during the exhibition.



www.modern-bakery-moscow.ru.messefrankfurt.com

AUTOMATIC CUTTING EQUIPMENT FOR EXACT WEIGHT WEDGES LPR_08

Automatic equipment to cut exact weight wedges starting from round cheeses

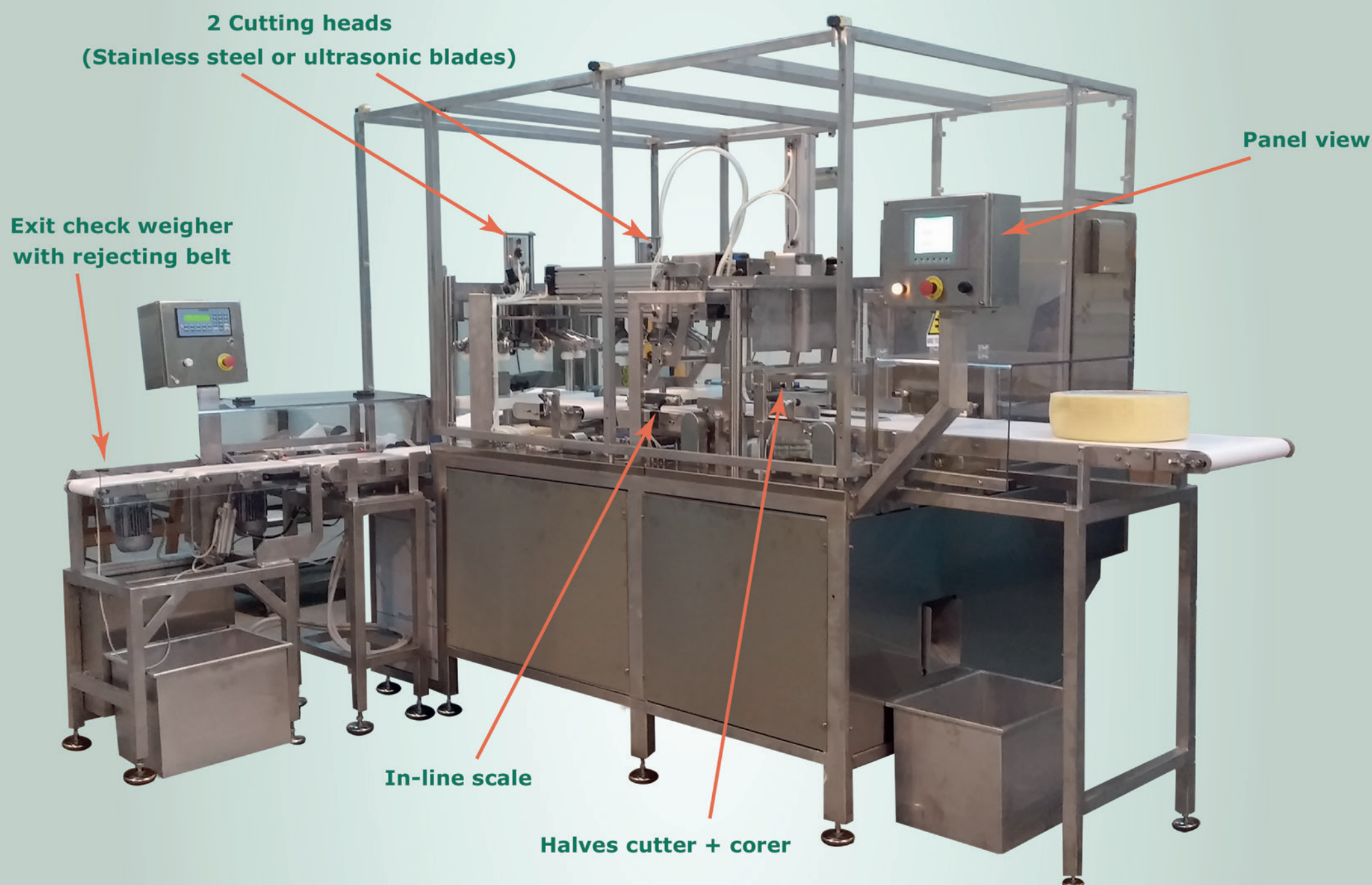
Cutting programs available: number of wedges * exact weight (Min. 50 Grs.)

Two cutting heads with stainless steel or ultrasonic blades

All stainless steel AISI 304/316 * Plc Siemens * Teleservice system

Max cheese dim. : diam.400xH140 mm.

Max cutting speed: till to 50 ppm



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FACCHINETTI
IMPIANTI CASEARI

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www.facchinettinovara.it

U.A.E. Ras Al-Khaimah P.O. Box 35728 RAK

rak@facchinettinovara.it



AUTOMATIC CUTTING EQUIPMENT FOR EXACT WEIGHT PORTIONS TXF_06

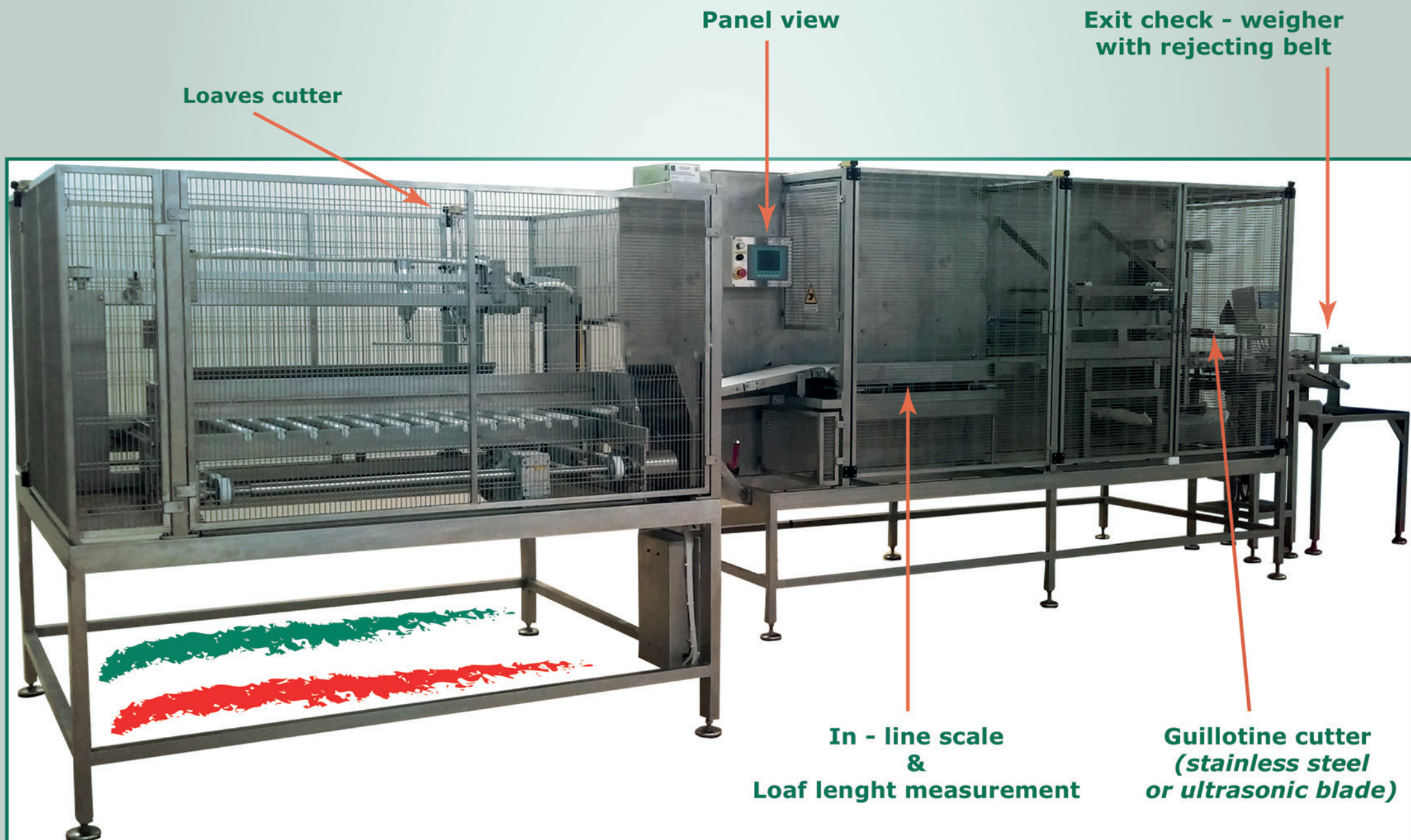
Automatic equipment to cut exact weight slices or portions starting from cheese blocks or provolone cheese

Cutting programs available: Thickness (Min. 2 mm) * Exact weight (Min. 50 Grs.)

All stainless steel AISI 304/316 * Plc Siemens * Teleservice system

Max block dim. : 800x600 X H. 200 mm.

Max cutting speed: till to 70 ppm



ISO 9001:2015
N° 2002/18793.5



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