

# TECH4FOOD

DESIGN • KNOW HOW • INNOVATION • VISION

Edizioni Turbo Srl - Corso della Resistenza, 23 - 20821 - Meda (MB) - Tel. +39 0362 600463/4/5/9 - Fax. +39 0362 600616 - Periodico bimestrale - Registrazione al Tribunale di Milano n. 2 del 4 gennaio 2018 - Stampa: Italgrafica - Novara - Poste Italiane Spa - Sped. in Abbonamento Postale DL 353/2003 (conv. in L. 27.02.2004, n.46) art. 1, comma 1, LO/MI - In caso di mancato recapito inviare al CMP di Milano Roserio per la restituzione al mittente previo pagamento resi.


**Product preview**  
**CFIA 2019**  
**A 360° view of the food-processing chain**

March 12th to 14th  
Rennes, France

*Italian technology, machinery, and solutions under the spotlight*

**INGREDIENTS & INTERMEDIATE FOOD PRODUCTS**  
**EQUIPMENT & PROCESSES**  
**PACKING & CONDITIONING**

from page 9 to page 16



**insight**

## Hard-cheese machines



Trends, market demand, domestic and global business. Italian producers of equipment for this class of dairy products show their latest technological solutions.

on pages 20 and 21

**the company**

## The air specialists

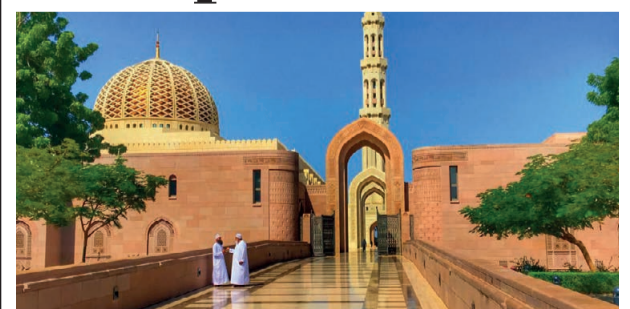


Interview with Alberto Maggiani, Stefano Remedi, and Andrea Zanlari of Frigomeccanica. Focus on exports, new goals, training, and technology. Waiting for Iffa 2019.

on page 6

**focus Oman**

## A market ripe with possibilities



The country's fast rising food & beverage consumption opens up interesting opportunities for suppliers of equipment and machinery. The findings of a survey commissioned by ITA and Cibus Tec.

from page 24 to page 27

**focus on**

on page 18

## When cheese and technology meet



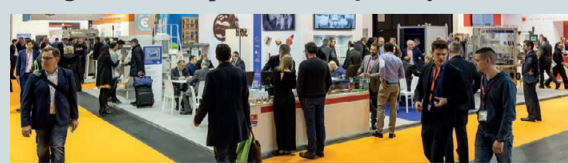
Reference point for Grana Padano and Parmigiano Reggiano producers, the Parma-based company is now expanding its expertise to soft cheese with a new line of ultrasonic cutting machines. We talked with Marco Mantovani, Ceo of Gelmini.

**reportage**

on page 30 and 31

## ProSweets 2019 closed with record attendance

Over 21,000 trade visitors from more than 100 countries visited the German trade show. Tech4Food met the Italian suppliers exhibiting in Cologne from the past 27 to 30 January.





# From the Atlantic to the Persian Gulf

By Riccardo Colletti

The Old Country, or better the European Union, is now more than ever searching for a way out of this economic standstill. The situation, there's no point in denying it, shows a number of difficulties for two main reasons - besides the Brexit issue, of course. The first one: European elections will take place in two months, and their outcome may result in important changes both in Strasbourg and Bruxelles. The second one: the latest economic forecasts issued by the EU Commission - led by the outgoing Jean-Claude Juncker - are not that rosy. Euro area GDP is now forecast to grow by 1.3% in 2019, since the global outlook is characterized by uncertainties and risks.

If our analysis stopped here, then it would be troubling. Luckily, the overall scenario is much more varied. And therefore, despite such Continental impasse can't be ignored, it offers a better overview of the situation. First, it is of great importance to move on and open up new business opportunities, especially in the most receptive areas.

That is to say, for instance, the one situated on the other side of the Atlantic Ocean. In 2018 the United States, as highlighted by Anima-Confindustria data, proved to be a very dynamic market for the Italian mechanical industry. Exports to the US of Italian manufacturing equipment experienced a

sharp increase, and now the US is Italy's major destination country for this class of machinery: they account for 60% of total Italian exports to the US. In the first 10 months of 2018, the best results were achieved by three industries: chemicals (+14%), mechanics (+13.1%) and semi-finished products and accessories for industry (+30.5%).

On the European side of the Atlantic, there is a strong and vital Italy. This finds confirmation in the numerous presence of Italian exhibitors at the 2019 edition of CFIA in Rennes. A trade show, staged in Brittany, of strategic interest and where our magazine, *Tech4Food*, will be on distribution for the very first time.

If instead we turn the attention to the other side of the Old Country, the Persian Gulf is another area of great importance. On the one hand, the United Arab Emirates have become a real international business hub; on the other, fast developing countries like Oman are opening up new opportunities. Here, a constant rise in consumption is expected in the years ahead, with an estimated 4.5% growth rate by 2021.

Hence, around the world the landscape is changing fast. With brand-new territories to build and develop, where flexibility and quickness - features that traditionally belong to Italian companies - can (and must) make the difference.



Managing director:  
ANGELO FRIGERIO

Editorial director:  
RICCARDO COLLETTI

Edited by: Edizioni Turbo Srl

Corso della Resistenza, 23

20821 - Meda (MB)

Tel. +39 0362 600463/4/5/9

Fax. +39 0362 600616

e-mail: info@tespi.net

Periodico bimestrale - Registrazione al Tribunale di Milano n. 2 del 4 gennaio 2018

Numero 3/4 - marzo/aprile 2019 -

Stampa: Italgrafica - Novara -

Poste Italiane Spa -

Sped. in Abbonamento Postale

DL 353/2003 (conv. in L. 27.02.2004, n.46)

art. 1, comma 1, LO/MI -

In caso di mancato recapito, inviare

all'ufficio postale di Roserio per la

restituzione al mittente che si impegna a

pagare la relativa tariffa.

Una copia 1,00 euro -

Abbonamento annuo 20,00 euro

L'editore garantisce la massima

riservatezza dei dati personali in suo

possesso. Tali dati saranno utilizzati per

la gestione degli abbonamenti e per

l'invio di informazioni commerciali. In base

all'Art. 13 della Legge n° 196/2003, i dati

potranno essere rettificati o cancellati in

qualsiasi momento scrivendo a: Edizioni

Turbo S.r.l. Edizioni Turbo S.r.l.

Responsabile dati: Riccardo Colletti

Corso della Resistenza, 23

20821 Meda (MB)

Questo numero è stato chiuso  
in redazione il 1° marzo 2019

## Dall'Atlantico al Golfo Persico

Il Vecchio Continente, o meglio l'Unione Europea, è più che mai alla ricerca di una strada maestra (e condivisa) per uscire dalla fase di stallo che sta vivendo. La situazione - inutile negarlo - presenta non poche difficoltà per due ordini di motivi, oltre alla questione che attiene la soluzione sulla Brexit. Il primo: tra un paio di mesi si terranno le elezioni europee, il cui esito potrebbe determinare non pochi cambiamenti nei palazzi di Strasburgo e Bruxelles. Il secondo: la relazione sullo scenario economico messa a punto dalla Commissione Europea - guidata dall'ormai uscente Jean-Claude Juncker - ha evidenziato più ombre che luci. Il Pil dell'Eurozona nel 2019 è stato ribattezzato al ribasso in termini complessivi a quota 1,3%, dal momento che sullo scacchiere mondiale non mancano le tensioni di vario ordine e tipo.

Se ci si dovesse fermare a questa fotografia, sarebbe un bel guaio. Fortunatamente la panoramica è molto più ampia e articolata. Offre pertanto una visione di maggior respiro, benché l'impasse continen-

tale non possa essere trascurato. Si deve però andare oltre e aprire il business, facendo leva su quelle aree che si dimostrano maggiormente ricettive.

A cominciare, ad esempio, da quella situata dall'altra parte dell'Atlantico. Gli Usa, come riportato dai dati Anima-Confindustria, nel 2018 è stato territorio particolarmente fruttuoso per l'industria meccanica italiana. Sono cresciute le esportazioni italiane di macchine per il manifatturiero verso gli Stati Uniti, diventati il primo mercato di destinazione per l'industria meccanica italiana, la cui incidenza sull'export complessivo si attesta al 60%. I risultati migliori, nei primi dieci mesi del 2018, si registrano in tre comparti: chimica (+14%), meccanica (+13,1%) e semilavorati e componenti per l'industria (+30,5%).

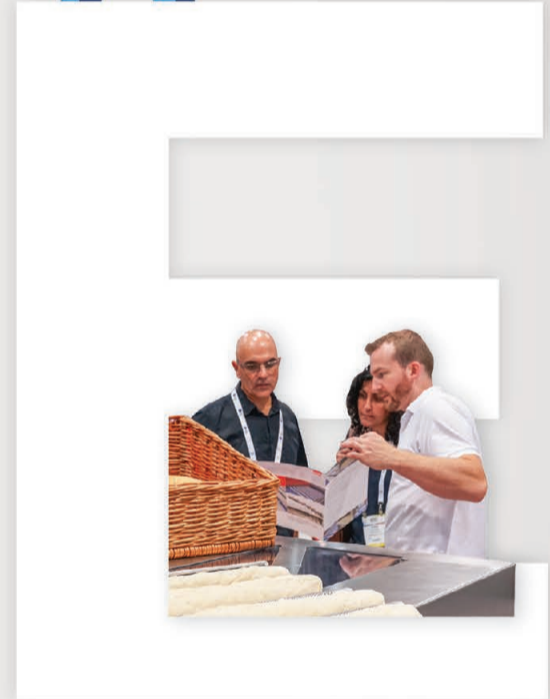
Restando invece dalla parte europea dell'Atlantico c'è un'Italia altrettanto solida e vitale. Lo certifica la rilevante presenza di aziende del nostro Paese all'edizione 2019 di CFIA in scena a Rennes. Un even-

to, quello dislocato nella Bretagna francese, che si conferma strategico. Sarà una sorta di 'prima' anche per il nostro giornale *Tech4Food*, in distribuzione durante la kermesse transalpina.

Proiettando invece la prospettiva dall'altra parte del Vecchio Continente, l'attenzione deve essere più che mai concentrata sull'area del Golfo Persico. Se da un lato gli Emirati Arabi con Dubai sono ormai assurti a vero e proprio hub internazionale per il business, sotto ogni profilo, un mercato che presenta svariate opportunità è quello dell'Oman, dove ci si attende una costante crescita dei consumi nei prossimi anni, con un incremento stimato nell'ordine del 4,5% per il 2021.

Insomma, in giro per il mondo si stanno aprendo scenari in maniera rapida e veloce. Territori ancora da costruire e far sviluppare, dove la flessibilità e la rapidità operativa - caratteristiche riconosciute e identitarie delle aziende Made in Italy - possono fare la differenza. Anzi, devono farla.

THINK BIG. THINK GLOBAL. THINK IBIE.



IBIE is where the next generation of baking technology is launched, new innovations are unveiled and new trends begin. For this reason, a growing number of professionals from all around the globe make the trip to the U.S. every three years. It's the biggest opportunity to explore the newest baking technology, ingredients, packaging and trends—and it's the best investment you can make to keep your competitive edge in the global marketplace.

 **IBIE**<sup>®</sup>

**INTERNATIONAL BAKING  
INDUSTRY EXPOSITION**

EDUCATION: SEPT. 7-11, 2019

EXPO HALL: SEPT. 8-11, 2019

LAS VEGAS CONVENTION CENTER

[WWW.IBIE2019.COM](http://WWW.IBIE2019.COM)



*Retail  
Bakers of  
America*

**REGISTER NOW AT [WWW.IBIE2019.COM](http://WWW.IBIE2019.COM)**

### Aflatoxins, Stalam: "How to avoid crop contamination with the Rf technology"

According to Stalam, based in Vicenza, the Radio frequency (Rf) technology has proven to be very effective when used for pre-storage sanitisation of agricultural commodities in order to avoid the formation of aflatoxins. Aflatoxins are one of the most dangerous groups of mycotoxins, produced by certain moulds that grow in agricultural commodities during production, harvest, storage and processing. "The best approach to mitigate the problem of aflatoxins is prevention since, once the commodity is heavily infested by toxic fungi, there is no feasible solution to remove them", said the company. The Radio frequency (Rf) technology can be used simply as a moisture reduction (drying) method but also to disinfect (pest elimination) and sanitise (microbe load reduction) a large range of substrates (cereals, grains, pulses, nuts, herbs, spices, etc.). "The process is 3 to 10 times faster compared to conventional treatments and, other than reducing and stabilising the moisture content of the commodity as required, is capable of ensuring 100% mortality of even the most heat resistant pest species in all their development stages."



### Aflatossine, Stalam: "Evitare la contaminazione nei raccolti è possibile con la tecnologia Rf"

La vicentina Stalam, leader nello sviluppo e fabbricazione di apparecchiature di radiofrequenza (Rf), ha dimostrato l'efficacia di questa tecnologia nella sanificazione preventiva delle materie prime di origine agricola, al fine di evitare la comparsa di aflatossine. Queste ultime sono infatti uno dei gruppi più potenti e pericolosi di micotossine e vengono prodotte da alcune muffe che proliferano durante la coltivazione, raccolta o conservazione di prodotti agricoli. "La prevenzione è l'approccio migliore per evitare il problema poiché, una volta contaminata la materia prima, non esiste un metodo efficace per rimuovere le aflatossine", spiega l'azienda. In questo senso, la tecnologia a radiofrequenze può essere utilizzata come metodo di riduzione dell'umidità (essiccazione), ma anche per disinfestare (eliminazione dei parassiti) e sanificare (riduzione della carica microbica) una vasta gamma di substrati (cereali, legumi, frutta secca, erbe, spezie, ecc.). "Il processo è da tre a dieci volte più veloce rispetto ai trattamenti convenzionali – fa sapere ancora l'azienda – e, oltre a ridurre e stabilizzare il contenuto di umidità nel prodotto, è anche in grado di garantire il totale abbattimento dei parassiti, anche quelli più termoresistenti, in tutte le loro fasi di sviluppo".

### Poplast acquires Fm Plastic

The Piacenza-based Poplast, producer of flexible packaging material used in food and pharma, announced the acquisition of Fm Plastic, a flexible packaging converter headquartered in Lamporecchio (Pistoia). The Tuscan company will see an expected turnover of over 10 million in 2018. Its products are mainly destined for the tissue and food & beverage industries, serving some of the most important national and international brands such as Tesco, Pata, and Sainsbury's on an international scale. Poplast is controlled by Eos Investment Management, an independent London based alternative investment fund manager that, through this acquisition, (that follows the previous acquisition of Sala in 2017) is aimed at creating a leading player in the Italian flexible packaging market. With this operation, Poplast exceeds a 60 million euro turnover.



### Poplast acquisisce Fm Plastic

La piacentina Poplast, che produce imballaggi flessibili impiegati nei settori alimentare e biomedicale, ha acquisito Fm Plastic,

società di Lamporecchio (Pistoia) che produce anch'essa imballaggi flessibili. L'azienda toscana ha un fatturato atteso nel 2018 di 10 milioni di euro e serve importanti marchi del tissue e del food & beverage, tra cui Tesco, Pata e Sainsbury's a livello internazionale. Poplast è controllata dalla società inglese Eos Investment Management che, grazie all'acquisizione di Fm Plastic, (che segue quella di Sala nell'ottobre 2017) punta a diventare un player leader nel mercato dell'imballaggio plastico. Con questa operazione il giro d'affari di Poplast si attesta intorno ai 60 milioni di euro.

### New Easycube Serie II: high performance automatic forming and portioning machine designed with Bosch-Rexroth

Fenco Food Machinery is thrilled to present the New Easycube Serie II, a high performance automatic forming and portioning machine, designed with particular attention to product's preservation, following the highest food hygiene and sanitation standards. The New Easycube Serie II is able to work a wide range of products from cooked/blanched products to semi-frozen products up to -2°C: vegetables, meat, rice or cheese based. Designed in collaboration with Bosch-Rexroth, the new generation of Easycube is a robust and reliable portioning machine, suitable for the most critical environments and equipped with the special technology for optimal control of action and reaction of each individual axis. Bosch-Rexroth did integrate the automation of motors and actuators, controlling the stroke of the cylinders and synchronizing the functions through a centralized communication of the drives. The electromechanical cylinders are mounted on a frame particularly resistant to mechanical stress, guaranteeing accelerations and decelerations for fully controlled movements. A Bosch-Rexroth Safety PLC completes the machine's safety system, protecting manual operations, accessing doors with interlocks, as well as phase and emergency shut-downs. Performances and yields are manageable through the individual control of each electromechanical cylinder which works over the portioning: also the optimization of the phases did allow to reduce the operating times over 30 cycles/minute. The New Easycube Serie II forms portions with greater production yields, at least 5% better than traditional, pneumatic or oleodynamic forming machines, saving energy and water in a portable super compact design.



### Nuova Easycube Serie II: la formatrice porzionatrice automatica ad alte prestazioni progettata in collaborazione con Bosch-Rexroth

Fenco Food Machinery è entusiasta di presentare la nuova Easycube Serie II, la macchina formatrice e porzionatrice automatica ad alte prestazioni, progettata con particolare attenzione alla conservazione del prodotto, seguendo i più elevati standard di igiene e sicurezza alimentare. La nuova Easycube Serie II è in grado di lavorare una vasta gamma di prodotti, da quelli cotti ai semilavorati fino a -2°C: su base verdura, carne, riso o formaggio. Progettata in collaborazione con Bosch-Rexroth, la nuova generazione di Easycube è una porzionatrice robusta e affidabile, adatta per gli ambienti più critici e dotata della speciale tecnologia per il controllo ottimale dell'azione e della reazione di ogni singolo asse. Bosch-Rexroth ha integrato l'automazione di motori e attuatori, controllando la corsa dei cilindri e sincronizzando le funzioni tramite una comunicazione centralizzata degli azionamenti. I cilindri elettromeccanici sono montati su un telaio particolarmente resistente alle sollecitazioni meccaniche, garantendo accelerazioni e decelerazioni per movimenti controllati. Un PLC di sicurezza Bosch-Rexroth completa il sistema di sicurezza della macchina, proteggendo le operazioni manuali, l'accesso alle porte con interlocks, nonché gli arresti di fase e di emergenza. Le prestazioni e le rese sono gestibili attraverso il controllo individuale di ogni cilindro elettromeccanico che lavora per la formatura: l'ottimizzazione delle fasi ha altresì permesso di ridurre i tempi di funzionamento intorno ai 30 cicli/minuto. La nuova Easycube Serie II forma e porziona con maggiori rese di produzione, almeno il 5% in più rispetto alle macchine formatrici pneumatiche o oleodinamiche tradizionali, risparmiando energia e acqua in un design portatile ultracompatto.

### Caviro installs two new packaging plants

The Caviro wine group has inaugurated two new packaging plants for a 6.4 million euro investment. The new plants, dedicated to glass bottles and Tetra Pak cartons, increase annual production capacity to around 50 million bottles and more than 24 million cartons. "In order to meet the growing demand of global markets", said Carlo Dalmonte, president of the Caviro Group, "we are aimed at reaching, with this big investment, important efficiency, flexibility, and cost cutting goals." The cooperative processes grapes grown by its 12,000 member winegrowers.



### Il gruppo vitivinicolo Caviro inaugura due nuovi impianti di confezionamento

Il gruppo vitivinicolo Caviro ha inaugurato due nuovi impianti di confezionamento, per un investimento di 6,4 milioni di euro. Grazie ai nuovi impianti, dedicati alla linea vetro e Tetra Pak, la cooperativa arriverà a un potenziale produttivo di 50 milioni di bottiglie e di 24 milioni di brik all'anno. "Per rispondere sempre meglio alle esigenze dei mercati internazionali", spiega il presidente del gruppo Caviro, Carlo Dalmonte, "puntiamo a raggiungere con questo maxi investimento obiettivi di efficienza, flessibilità e contenimento dei costi, anche energetici". Ad oggi Caviro, che ha un fatturato di 315 milioni di euro, conta 12mila soci viticoltori conferitori.

### EU-Singapore free trade agreement signed

With 425 votes, 186 votes against and 41 abstentions the European Parliament gave its consent to the free trade agreement negotiated with Singapore. The deal establishes the progressive elimination of almost all customs duties on exports between the two parts over a transitional period of 5 years as well as the protection of 190 European denominations of origin (25% Italian). In the agri-food sector, this includes: Modena balsamic vinegar, mortadella Bologna, Parma and S. Daniele ham, gorgonzola, grana padano, buffalo mozzarella from Campania, pecorino romano, red orange from Sicily, lentils from Castelluccio di Norcia and Pachino tomato. The list also includes grappa, Chianti, prosecco and Montepulciano d'Abruzzo. As the first bilateral trade agreement between the EU and a member of the Association of Southeast Asian Nations (Asean), the deal can serve as a stepping stone to further free trade deals between the two regions.

### Via libera all'accordo di libero scambio tra Ue e Singapore

Con 425 voti a favore, 186 contrari e 41 astensioni il Parlamento europeo ha approvato gli accordi di libero scambio e di protezione degli investimenti negoziati tra l'Ue e Singapore. L'intesa raggiunta eliminerà quasi tutte le tariffe doganali tra le due parti entro cinque anni e tutelerà circa 190 indicazioni geografiche europee, il 25% delle quali italiane. Tra quelle in ambito agroalimentare figurano l'aceto balsamico di Modena, la mortadella di Bologna, il prosciutto di Parma e S. Daniele, il gorgonzola, il grana padano, la mozzarella di bufala campana, il pecorino romano, l'arancia rossa di Sicilia, la lenticchia di Castelluccio di Norcia e il pomodoro di Pachino. Tutelati, tra gli altri, anche la grappa, il Chianti, il prosecco e il Montepulciano d'Abruzzo. Essendo il primo accordo commerciale bilaterale tra l'Ue e un paese membro dell'Asean (Associazione delle nazioni del Sud-Est asiatico), è visto come un potenziale apripista per ulteriori accordi di libero scambio tra le due regioni.

### Tuttofood 2019 presents the new area dedicated to start-ups and innovation

Among the new features of Tuttofood 2019, on stage at Fieramilano from 6 to 9 May, there is the Tuttodigital area. A space dedicated to food tech excellences and to the companies that innovate along the whole agri-food chain, from raw materials to the finished products. Tuttodigital, hosted in Hall 10, will be divided in two parts: one dedicated to exhibitors and one dedicated to a rich program of conferences. Sustainability, fight against waste, evolution of retail in terms of technological and logistic innovations, e-commerce, food delivery, social media management are some of the key issues that will be discussed. Another innovation is represented by the Blockchain Plaza project: organized in collaboration with companies like Amazon Web Services, Csqc Certifications and GS1 Italy, it is focused on the use of blockchain to implement traceability, security and fraud control.

### Tuttofood 2019: debutta l'area dedicata a start up e innovazione

Tra le novità dell'edizione 2019 di Tuttofood, in scena a Fieramilano dal 6 al 9 maggio, ci sarà l'area Tuttodigital. Uno spazio dedicato alle eccellenze food tech e alle aziende che innovano lungo tutta la filiera agroalimentare, dalla materia prima al consumatore finale. Tuttodigital, inserita nel padiglione 10, prevede una parte espositiva e un ricco programma di convegni. Tra i temi affrontati, la sostenibilità, la lotta allo spreco, l'evoluzione del retail in termini di soluzioni tecnologiche e logistica innovativa, l'e-commerce, il food delivery, il social media management. Altra novità è il progetto Blockchain Plaza, un'arena organizzata in collaborazione con diverse aziende, tra cui Amazon Web Services, Csqc Certificazioni e GS1 Italy, focalizzata sull'utilizzo della blockchain per implementare tracciabilità, sicurezza e controllo delle frodi.

### Food processing and packaging machinery: the ITA-Agency organizes a trade mission to Indonesia

The ITA-Agency is organizing a trade mission to Indonesia for producers of food processing and packaging machinery. The mission, that will take place from June 26th to 28th 2019 in Jakarta and in the surrounding areas, is organized in collaboration with Gapmmi, the Indonesian Food and Beverage Association. The program includes a day of workshops and b2b meetings, followed by two days that will be spent visiting local food processing companies. Today, consumption of processed and packaged products is booming in Indonesia - primarily milk and dairy products, bakery and confectionery products, snacks, sauces and coffee. The food processing industry in Indonesia is worth approximately 92.32 million dollars. With 595 million dollars of purchases in 2017, Indonesia is the 10th largest importer of food processing machinery. Less than 10%, equal to 54.9 million dollars, come from Italy: despite its great potential, Indonesia is only the 20th destination country for made in Italy technology.

### Macchine per il food processing & packaging: l'Ice-Agenzia organizza una missione in Indonesia

L'Ice-Agenzia organizza una missione in Indonesia dedicata ai produttori di macchinari per la trasformazione e il confezionamento alimentare. La missione, che si svolgerà dal 26 al 28 giugno 2019 a Jakarta e nelle zone limitrofe, è organizzata in collaborazione con Gapmmi, l'Associazione Indonesiana di produttori di alimenti e bevande. Il programma prevede una giornata di workshop e incontri b2b, a cui seguiranno due giornate di visite alle imprese di trasformazione alimentare locali. Mercato in forte espansione per il consumo di prodotti trasformati e confezionati - in primis latte e derivati, panificati e dolci, snack, salse e caffè - l'industria della trasformazione alimentare dell'Indonesia ha un valore stimato in 92,32 milioni di dollari. Con 595 milioni di dollari di acquisti realizzati nel 2017, l'Indonesia è il 10° maggior importatore di macchinari per la trasformazione alimentare. Meno del 10%, pari a 54,9 milioni di dollari, provengono dall'Italia: malgrado le sue grandi potenzialità l'Indonesia è infatti solo il 20esimo Paese di sbocco della tecnologia made in Italy nel comparto.

# FOOD. FUTURE. INNOVATION.



## FENCO

Food Machinery

FENCO Food Machinery s.r.l.: Via Prampolini, 40  
43044 Lemignano di Collecchio (PR)  
Tel: +39 0521 303429 | E-mail: contact@fenco.it  
Web: www.fenco.it



## Gli specialisti dell'aria

L'incontro con Alberto Maggiani, Stefano Remedi e Andrea Zanlari - anima e mente di Frigomeccanica - è l'occasione per tracciare un bilancio di quanto fatto fin ora e delineare gli scenari futuri di questa realtà 100% italiana. Fondata nel 1962 a Sala Baganza, in provincia di Parma, 'patria' del prosciutto e di molte altre specialità norcine, non stupisce che Frigomeccanica si sia specializzata da subito in un ambito strategico per la salumeria: il trattamento dell'aria. Dalle linee di stagionatura agli impianti di scongelamento, dagli impianti di condizionamento per camere bianche a quelli di conservazione, l'azienda offre soluzioni complete e chiavi in mano per la produzione di ogni tipologia di salumi. E non solo. Negli ultimi anni, infatti, Frigomeccanica ha notevolmente ampliato il proprio bagaglio di competenze per diventare un partner strategico in tutti i comparti dell'alimentare. Forte di un know-how tecnologico e di un livello di servizio e assistenza al cliente di prim'ordine.

# The air specialists

Interview with Alberto Maggiani, Stefano Remedi, and Andrea Zanlari of Frigomeccanica. Focus on exports, new goals, training, and technology. Waiting for Iffa 2019.

by Federica Bartesaghi

The meeting with Alberto Maggiani, Stefano Remedi, and Andrea Zanlari - mind and soul of Frigomeccanica - was the chance to take stock of what achieved so far, and imagine future scenarios for this 100% Italian company. Established in 1962 in Sala Baganza, in the province of Parma - 'homeland' of Prosciutto and of other exquisite meat delicacies - it is not surprising that Frigomeccanica has specialized, from the very beginning, in a strategic sector for deli meat producers: air management.

From maturing lines to thawing systems, from clean rooms air conditioning systems to preserving systems, the company provides with complete and turn-key solutions for any kind of cold cut. And it doesn't end up here, since in the last years Frigomeccanica has significantly widened its technological know-how to become a strategic business partner for all kind of food industries. Thanks to a strong level of knowledge and to a top-class client assistance service.

**If we wanted to draw up a balance sheet of the company's achievements in the last years, would it be positive?**

Very positive. Between 2016 and 2018, total revenue registered a 40% growth rate. 2017 was a record-breaking year, followed by an even more impressive 2018, characterized by the highest number of orders of all times. A trend that, according to first estimates, is expected to continue also during the current year.

**What has determined such results?**

Probably the fact that we took advantage of the expertise gained over years of experience in the deli meat sector and applied it to other food industries. A 'secondary' business that is taking us more and more energy and resources, yet with great results.

**Which industries, exactly?**

All kind of food industries: fresh and



From left: Alberto Maggiani, Stefano Remedi, and Andrea Zanlari

matured cheese, fish and fresh pasta, ready-meals, vegetables, sweets and so on. Despite deli meat remain our core business, accounting for around 60% of total revenue, we have expanded our client portfolio tremendously in all food sectors. Sectors that, until a few years ago, had no specific demands in air management. Yet today, they are increasingly appreciating the positive effect of this class of technologies on their productions.

**A trend that is taking off also abroad?**

Definitely. Exports account today for nearly 50% of turnover, and are growing fast. The North American market - namely US and Canada - is driving growth, but we operate in many world countries. Starting from Argentina, one of our most consolidated markets, and Europe, especially Spain and Eastern European countries. Our international business is growing also in China and Russia, despite are both highly volatile markets. The latter, in particular, is characterized by an import ban on food products from Western countries like US and Europe. This gave a significant boost to the local food industry, opening up interesting business opportunities for suppliers of technologies and equipment.

**Which is, in your opinion, your 'signature style'?**

We are expert, first of all, in air ma-

agement. Which means the exact control of parameters such as temperature, humidity, filtration and the ability to tailor each solution to the different products. We, our technicians and our engineers are able to understand our clients' needs. It actually has more to do with intuition rather than just technical knowledge: the result of years and years of experience. A talent that has enabled us to understand the amount of air needed by a specific product - both in the case of a Prosciutto that must be seasoned, or a snack that must be cooled and packed - as well as the level of temperature, humidity, and filtration. Whether the air is too humid, or on the contrary too dry, it could easily ruin product quality. And this is not a secondary, yet a fundamental issue. Because there is a big difference between throwing away the 0.3% of production - which is quite usual - and the +1, +2 or +3%. Figures that make a very big difference, since constancy in production is a fundamental achievement.

**Once you have identified such needs, what's the following step?**

This preliminary analysis turns into a real project, custom-made according to the different needs: like real tailors, we always start from scratch. In addition, clients often need suppliers able to follow them abroad, and therefore with a good knowledge of languages, and of what it means to export in dif-

ferent countries regulated by with different rules. For many years now, we have been specializing in offering this kind of service, from both a commercial and technical point of view. But our work doesn't end up with the sale: after the design, testing, and installation of the plant a whole new stage begins: the continuous assistance, 24/7, 365 days a year. A quality of service recognized by the clients, and that is rewarding us.

**What do you expect from the future?**

We have many projects underway. Starting from a further and even more remarkable development of automation and control, fundamental features nowadays. The efficiency of machinery, from all points of view, remains a key factor. Not only when it comes to design or management, but also maintenance. Hence, we are now busy improving the preventive management of the plants, so that they are always performing at the highest efficiency. Now, one of the priorities is the training of our technicians, who travel around the world in order to provide such excellent services. For this very reason we have inaugurated, on the past days, the Frigomeccanica Academy. An internal training program aimed at creating the professional figures that we need and that are missing in today's labor market. After all, the fundamentals of our company are not represented by machines, but rather by people and their skills. We are well aware that this process will take a lot of time and resources, but we also know that this is the only way to meet the challenges of today and to anticipate those of tomorrow.

**So, the next step is Iffa 2019?**

Exactly. Iffa in May and Cibus Tec in October are going to be the two, big international trade shows this year. Moments of interaction and networking with clients, suppliers, as well as competitors. We expect a lot of visitors from all over the world, especially from those countries that, more than others, are now looking for machinery and technologies, that is to say Russia and China.



# Wonderland

by Federica Bartesaghi

In the heart of Asia there is a place that, for more than 170 years, has represented a privileged gateway to the Chinese market. Of course, we are talking about Hong Kong, Special Administrative Region of the People's Republic of China that, since 1997, enjoys a high degree of autonomy and executive, legislative and independent judicial power. In a few words, this means free flow of capital, free trade and free market. 'Magical' words for big corporations, as well as start-ups, in any industrial sector.

The advantages offered by such a vibrant marketplace were highlighted on the past 17th January in Milan, during a conference entitled 'Hong Kong, the engine of Asian economy: export and innovation opportunities for Italian companies'. The event was promoted by Aice, Italian Association of Foreign Trade, in collaboration with the Hong Kong Trade Development Council (Hkt-dc), InvestHK and the Italia - Hong Kong Association.

## A trade paradise

Hong Kong is, under every point of view, a business-oriented society and this is probably one of its greatest advantages. This is evident, just to make an example, in its fiscal system, based on a two-tiered profits tax rates regime. The profits tax rate for the first 2 million HK dollars of profits of corporations will be lowered to 8.25%. Profits above that amount will continue to be subject to the tax rate of 16.5%. For unincorporated businesses (i.e. partnerships and sole proprietorships), the two-tiered tax rates will correspondingly be set at 7.5% and 15%. Another example of the region's attractiveness is the facilitating entry and stay for business purposes: businessmen are allowed to stay up to 90 days in individual Asean markets.

"Innovation is the main driver of the local economy. In particular, today Hong Kong is focused on three strategic clusters: Ai and robotics, smart city, biomedicine and FinTech. Foreign companies active in these sectors have huge business opportunities, just like all those companies that perform r&d activities," said Stephen Phillips, director-general of InvestHK. "Hong Kong provides these companies with unique incentives: a 300% tax deduction for the first 2 million Hong Kong dollars spent for research & development expenditures and a 200% tax deduction for the remaining amount."

## Where consumption grows


You say Hong Kong and you think of expats in suit and tie. Nevertheless, the region is also a beloved destination for tourists from all over the world, fascinated by its elegance and modernity. In the last years, the local tourism industry has been experiencing steady growth, just like retail sales and the hospitality sector. This translates into more hotels, more restaurant and more shops. The demand for top quality food & beverage is increasing, like that of premium products in general. 84% of the world luxury brands are currently operating in Hong Kong.

"Let's not forget that Hong Kong is one of the world's most service-oriented economies, with the service sector accounting for more than 90% of GDP," said Fiona Chau, deputy representative, Hong Kong Economic & Trade Office in Bruxelles. In the last 12 months, retail sales experienced a 10% growth rate.

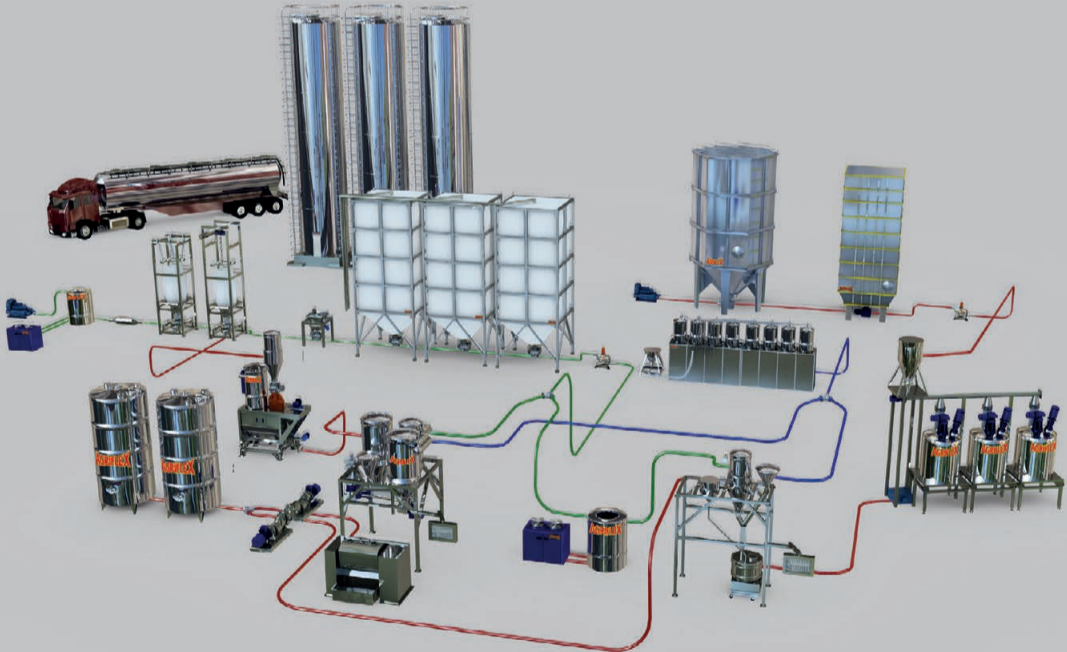
Consumption, logistics, innovation, taxes, technology. A deep insight on business opportunities for Italian companies in Hong Kong, on the past 17th January in Milan.

## Il Paese delle meraviglie

Consumi, logistica, innovazione, tasse e tecnologia. Le opportunità di business per le aziende italiane a Hong Kong al centro di un convegno, lo scorso 17 gennaio a Milano. Dal 1997 la regione autonoma della Repubblica Popolare Cinese gode di uno statuto speciale che le consente piena autonomia amministrativa, economica, fiscale e giuridica. Che equivale a dire libero mercato, libera circolazione dei capitali e libero commercio. Musica per le orecchie di multinazionali e start up, in ogni settore produttivo.




**Specialist in automatic systems for handling of raw materials**



**Tailor-made solution for the food industry**

**Solutions**  
Quality  
Reliability

[www.agriflex.it](http://www.agriflex.it)



**RENNES<sup>19</sup>**  
12.13.14 MARS  
PAVILLON 6 STAND A43

# Italian mechanics runs in the US

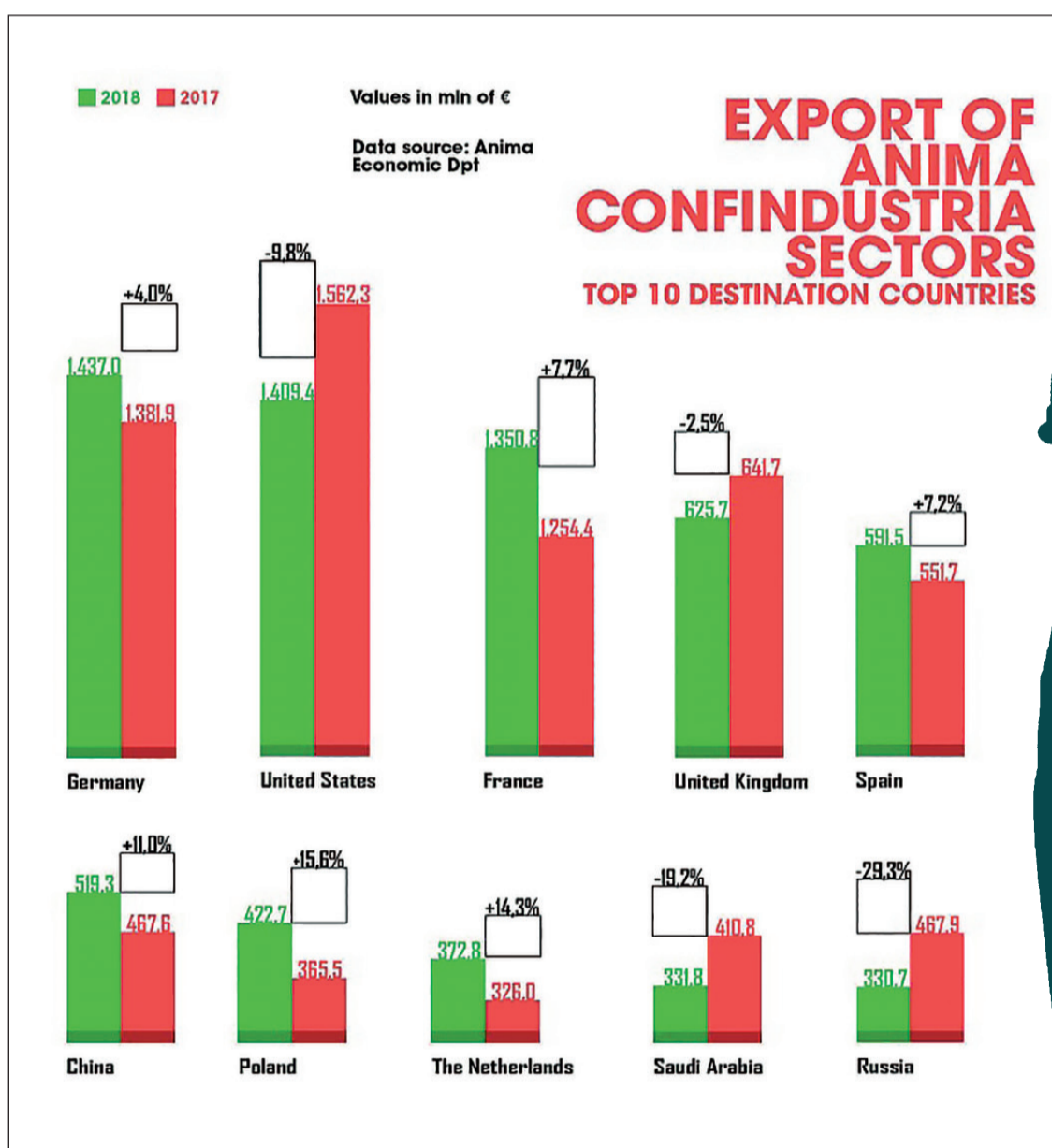
Exports to the United States of manufacturing machinery and equipment are on a rising note. Today, they account for about 60% of our Overseas trade.

by Federica Bartesaghi

In the first 10 months of 2018 Italian export to the United States increased, on average, by around 12.7% over the same time period in the previous year, for a total value exceeding 45 billion dollars. During current year, such value is expected to reach 56 billion dollars. The most significant results were achieved in three sectors: chemicals (+14%), mechanics (+13.1%) and semi-finished products and accessories for industry (+30.5%).

Hence, wine and fashion are not the only Italian businesses that grow in North America. Technology plays a key role too, as highlighted by Maurizio Forte, director of the ITA office in New York. "More than 60% of total Italian exports is made of machinery, technology and products for the manufacturing industry. The best performing sector is mechanics, that includes machines and equipment for production facilities." This might sound like a paradox, but US President Donald Trump's protectionist attitude has contributed to this positive outcome. By inviting US companies to move production back home he fueled the demand for production machines and equipment to be placed in the new industrial plants. Which had a strong influence on Italian export of this class of goods.

Despite current trade tensions, the United States remain the n. one destination country for the Italian mechanical industry. In the first semester of 2018, according to data provided by the Anima Industry Association, total exports were worth 1.4 billion euro, down by 9.8% over previous year. Overall, in the first semester of 2018 Italian mechanical exports worldwide reached 14.5 billion euro, decreasing by 1.3%.



## STEEL: MEASURES AND COUNTER-MEASURES

US custom duties on imports of steel and aluminum articles, in force since the past May and set at 25% and 10% respectively, not seem to have too much affected Italian trade. Foreign business in this industry, indeed, accounts for around 1.5 billion euro, accounting for less than 2% on Italian total exports. Nevertheless, in order to support the industry, on the past 2 February the European Union introduced steel tariffs that will remain in force for three years, unless a change of circumstances occurs. The Commission's plan targets a list of 28 steel product categories and involves a quota set at the average level of imports over the past three years (2015-2017), plus 5%. A 25 percent tariff would apply once the quotas are filled.

## La meccanica italiana piace agli Usa

Crescono le esportazioni italiane di macchine per il manifatturiero verso gli Stati Uniti, primo mercato di destinazione per l'industria meccanica italiana, la cui incidenza sull'export complessivo si attesta al 60%. I risultati migliori, nei primi dieci mesi del 2018, si registrano in tre comparti: chimica (+14%), meccanica (+13,1%) e semilavorati e componenti per l'industria (+30,5%).



**CFIA 2019**

# A 360° view of the food-processing chain

March 12th  
to 14th  
Rennes,  
France

*Italian technology,  
machinery, and solutions  
under the spotlight*

*by Federica Bartesaghi*

**23<sup>rd</sup>  
edition**

**45,000  
sqm  
exhibition  
ground  
space**

**1,600  
exhibitors  
(150  
newcomers)**

**22,000  
visitors**

**150  
new  
exhibitors**

**INGREDIENTS & INTERMEDIATE  
FOOD PRODUCTS**

**EQUIPMENT & PROCESSES**

**PACKING & CONDITIONING**

..... from page 10 to page 16 .....

follow

**AGRIFLEX**  
[www.agriflex.it](http://www.agriflex.it)  
Hall: 6 · Booth: A 43



## Flour cooling system

### FIELDS OF APPLICATION

Food industry, in particular baked products.

### DESCRIPTION AND STRONG POINTS

Dough temperature control is a key factor in obtaining constant and ideal quality in the production of bakery. 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](http://www.arol.com)  
Hall: 10 · Booth: A 34



## Euro VP

### FIELDS OF APPLICATION

Beverage, food, chemical, pharmaceutical.

### DESCRIPTION AND STRONG POINTS

Versatility of the plug socket, suitable for any type of format. The rotation speed of the heads is controlled.

### TECHNICAL INFORMATION

Copper for pre-threaded aluminum caps with irregular and large geometries. Production speed up to 1,200 BPM / 72,000 BPH. Hysteresis closing heads. Washable version with stainless steel components. Suitable for complete washing of the corker thanks to gaskets and labyrinths.

**FT SYSTEM (AROL GROUP)**  
[www.ftsystem.com](http://www.ftsystem.com)  
Hall: 10 · Booth: A 34

## LDS700-IoT

### FIELDS OF APPLICATION

Food products packed in modified atmosphere protective.

### DESCRIPTION AND STRONG POINTS

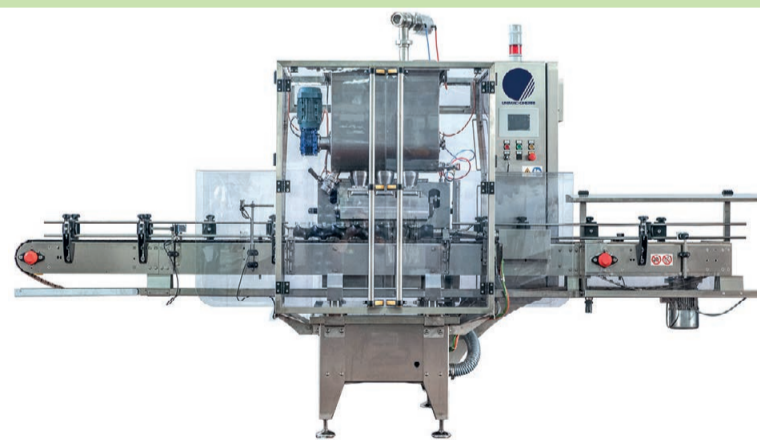
The device consists of an array of gas analyzers specifically designed to detect any CO<sub>2</sub> micro-leakage, directly in line and before secondary packaging, from food packages produced in MAP, through techniques that do not affect the integrity of the package or the product. The packages from which even minimal CO<sub>2</sub> leakages are detected are automatically discarded by the production, while all the good packages continue towards the end of the line.

### TECHNICAL INFORMATION

The system is developed for gas analysis through spectroscopy technique, and it has been designed to inspect possible CO<sub>2</sub> leaks on 100% of the packages directly in the production line, following the contact of the packages with motorized soft-foam rollers. The machine requires 380V AC and 6 Bar of compressed air.



**UNIMAC-GHERRI (AROL GROUP)**  
[www.unimac-gherri.com](http://www.unimac-gherri.com)  
Hall: 10 · Booth: A 34



## Linear piston filler mod. PF3T

### FIELDS OF APPLICATION

Filling of dense and semi-dense products such as jam, tomato paste, ketchup, meat-based or vegetable-based sauces, baby-food, pate, jams and similar.

### DESCRIPTION AND STRONG POINTS

Stainless steel structure, easy cleaning, adjustable height, easily accessible for maintenance. No-can no-fill device. Safety guards complying with CE regulations. Cleaning cycle. Simple use and ergonomic controls. Flexible product change and quick format change-over adjustments.

### TECHNICAL INFORMATION

- Max. production: 5500 cph with 300 g jar and homogeneous product (tomato paste)
- Range of containers: Ø 40÷120mm / H 40÷270mm
- Parts in contact with products made of Aisi 316 stainless steel or other material suitable for the food industry
- Control with Plc and touch screen panel

**GIARETTA ITALIA**  
[www.giarettaitalia.it](http://www.giarettaitalia.it)  
 Hall: 3 · Booth: C 30



### Giaretta Italia Hygienic System

#### FIELDS OF APPLICATION

Agri-food industry, Horeca, chemical labs, pharma & cosmetic, veterinary and clinics/hospitals.

#### DESCRIPTION AND STRONG POINTS

The one and only engineered system that guarantees long-term industrial floor hygiene G.I.H.S. is the floor system with the highest number of Haccp certified components and it has been designed according to the Ehedg guidelines.

#### TECHNICAL INFORMATION

The floor system Giaretta Italia Hygienic System is made of unique antibacterial and Haccp certified products:

- G.I. Epoxy Bacteriostop, antibacterial and mildew resistant certified resin
- Blücher drains, the only Haccp certified drains in the world
- Haccp certified tiles

**GOGLIO**  
[www.goglio.it](http://www.goglio.it)  
 Hall: 10 · Booth: E 44



### Barrier compostable and recyclable solutions

#### FIELDS OF APPLICATION

Coffee in capsules and traditionally packed coffee.

#### DESCRIPTION AND STRONG POINTS

Goglio presents at CFIA its latest barrier green solutions, both for coffee in capsules and for traditionally packed coffee. The new generation aluminum-free recyclable and compostable materials are endowed with the exclusive water-based barrier lacquer developed in Goglio, preserving the content at its best, while at the same time guaranteeing the same performances as the traditional barrier materials. Appealing and unique printing effects, as the paper or mirror effects, are also possible.

Furthermore, Goglio presents the Bio Valve, exclusive Goglio patent, essential element for compostable packaging materials, and the revolutionary compostable barrier capsule, in addition to the traditional lids for capsules in aluminum with heat-sealing lacquer, printing and embossing finishings, and the latest eco-friendly high barrier plastic laminates.



**fill good stay fresh**



PARC EXPO RENNES AÉROPORT  
 MARCH 12th -14th  
 HALL 10 | STAND E44



**fres-co**  
 ASEPTIC SYSTEM

[www.goglio.it](http://www.goglio.it)



## FABBRI GROUP FRANCE

[www.gruppofabbri.com/fr](http://www.gruppofabbri.com/fr)

Hall: 10 · Booth: A28-B27

### Xpeed

#### FIELDS OF APPLICATION

Tray-sealing.

#### DESCRIPTION AND STRONG POINTS

The Xpeed brand identifies a line of compact tray-sealers covered by multiple patents, characterized by ease of use, easy maintenance and cleaning, excellent integration in the customer system via TCP/IP server and valuable innovations in power, consumption, flexibility, format change. With a footprint of about 1.5 m<sup>2</sup>, they are powered by double row and single row and are available in left and right version. Average format change time: 10 min. The patented tray transport system handles packs with the same base and different heights. Made of stainless steel, they are suitable for vacuum/gas applications, gas flushing, skin, eco-gas (patented punching tool with considerable savings on the gas mixture), inside/outside cut, protruding product, easy opening, printed film, only sealing. They manage all trays and films suitable for tray-sealing: expanded polystyrene, polypropylene, aluminum, PET, cardboard skinpads etc.

#### TECHNICAL INFORMATION

- Productivity: 12 cycles/minute, 144 ppm max.
- Work areas protection degree: IP65
- Punching tool width and length: 420 mm - 900 mm max.
- Tray size: 400 x 500 x 120 max.
- Reel width: 170 mm min. - 460 mm max.



## ICA

[www.icaspa.it](http://www.icaspa.it)

Hall: 10 A · Booth: E 37



### Packaging machines

#### FIELDS OF APPLICATION

Food.

#### DESCRIPTION AND STRONG POINTS

Established in 1963, the company is specialized in the field of flexible packaging machinery for dry, dusty and granular products. Strengths: flexibility, innovation, quality.

#### TECHNICAL INFORMATION

A wide range of packaging machinery for different production needs in terms of product types, packaging materials and solutions.

## FAVA GIORGIO AXEL

[www.favagiorgioaxel.net](http://www.favagiorgioaxel.net)

Hall: 8 · Booth: C4-D3



### Automatic kebab skewering machine SPDE

#### FIELDS OF APPLICATION

Meat, fish, cheese, vegetables, fruits.

#### DESCRIPTION AND STRONG POINTS

The machine makes different types of kebabs and it has a productivity that can vary from 1800 to 7200 kebabs per hour. It can use sticks having different diameter and length, with or without protruding tip and it can also have a pre-piercing unit for more compact and resistant products.

It is extremely reliable, easy to service and to clean. The operator panel is simple and intuitive. The machine can be equipped with many optional as the finished kebabs receiving belt, the automatic kebabs insertion device in preformed trays to be thermo-sealed and the molds conveyor belt inner side washing device. It is not bulky, not noisy and inexpensive.

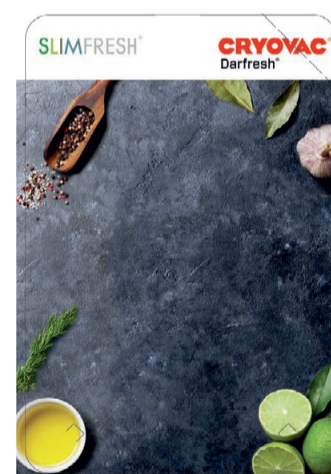
#### TECHNICAL INFORMATION

Made of stainless steel and plastic material for food contact. It has electro-pneumatic working and control, a brush-less motor for the maximum precision and speed. The structure is modular. Molds are custom made and are easy to change. A Plc manages the machine that can also have a router for remote maintenance and control.

## GB BERNUCCI

[www.gbernucci.com](http://www.gbernucci.com)

Hall: 9 · Booth: E 11 (at Sealed Air)



### Slimfresh Cardboard

#### FIELDS OF APPLICATION

Food packaging.

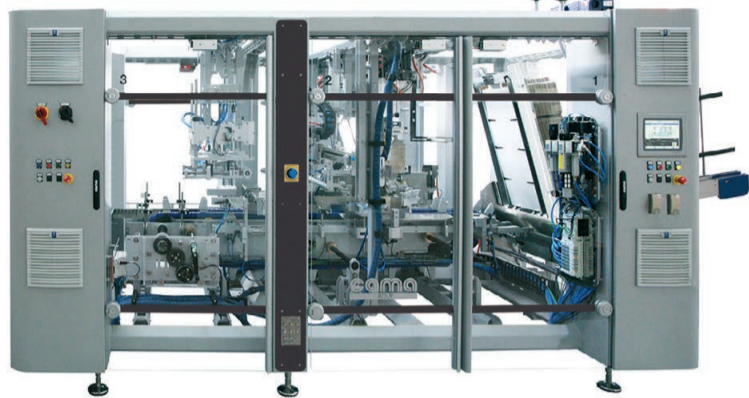
#### DESCRIPTION AND STRONG POINTS

A new packaging solution from G.Mondini, Sealed Air and GB Bernucci, set to revolutionise the food presentation in the protein market. 70% less plastic and 100% recycle.

#### TECHNICAL INFORMATION

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.

**CAMA GROUP**  
[www.camagroup.com](http://www.camagroup.com)  
 Hall: 10 · Booth: D 40



### Food packaging system

#### FIELDS OF APPLICATION

Cama works across food (bakery and biscuits, confectionery, coffee, ice cream, yogurt & dairy, ready meals, grocery), non food (personal, health & home care) and pet food industries.

#### DESCRIPTION AND STRONG POINTS

Cama 2 SARL is the French subsidiary of Cama Group, an Italian private company based near Milan, whose core business is the engineering and production of high technology secondary packaging systems.

Cama's packaging knowledge combined with a unique machine range (Packaging Division) and robotic loading units (Robotic Division), highlights its capability to offer completely integrated packaging lines from primary packages up to final packaging ready for palletizing.

**CEPI**  
[www.cepisilos.com](http://www.cepisilos.com)  
 Hall: 7 · Booth: C 15



### Trimix System for the metering of powdered minor ingredients

#### FIELDS OF APPLICATION

Confectionery (snacks, cookies, pastries, cakes, chocolate, candies, drinks...) and bakery (bread, pizza, short and long pasta...).

#### DESCRIPTION AND STRONG POINTS

Modular and extendible hermetic units able to handle challenging materials such as milk powder, cocoa powder, salt and others. The advanced extraction system prevents bridges in the hoppers and their improved shape allows ultra-fast product discharge, with exceptionally accurate metering. This system meets your needs for high precision and reliability. There will be no leftovers within the storing units or dosing station and no powder leakage, thanks to the dust exhausting system acting directly during the discharge of each unit.

#### TECHNICAL INFORMATION

Trimix systems include direct suction from the sacks for the filling of each hopper, table scale for manual metering of minor ingredients, bar code reading system with Cepi Tracking System supervisor program providing complete traceability of the process, weighed trolley, integrated homogenizer and level sensor.

**CFT GROUP**  
[www.cft-group.com](http://www.cft-group.com)  
 Hall: 5 · Booth: C 61



### Zenith Chrono Concept

#### FIELDS OF APPLICATION

Enzyme inactivation system for fruit and vegetables.

#### DESCRIPTION AND STRONG POINTS

Zenith Chrono Concept is the evolution of the first generation of Zenith Chrono machine and presents many new features compared to the previous version: hygienic design, easy maintenance, smart connection with downstream and upstream machines (e.g. Giubileo Concept cold extractor and refiner) and high modularity and efficiency of heat exchange.

Thanks to its short processing time and anaerobic environment, it is extremely efficient in enzyme inactivation. It features a completely re-engineered "rubber free" destoning system and is available in various versions specifically designed and manufactured to process fruits with and without stone.

**MAP DIVISION OF WAMGROUP**  
[mixer.wamgroup.it/en-GB/MAPIT/home\\_en](http://mixer.wamgroup.it/en-GB/MAPIT/home_en)  
 Hall: 8 · Booth: A 13



### Batch-type single shaft mixers WBH

#### FIELDS OF APPLICATION

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

#### DESCRIPTION AND STRONG POINTS

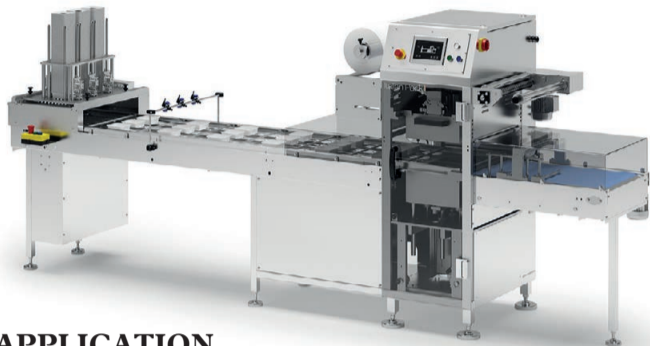
The WBH batch-type single shaft mixer is the ideal machine to obtain highest quality mixtures in perfectly reproducible batches. The mixers consist of a mixing drum vessel with an inlet, an outlet with discharge valve and a venting spout, a mixing shaft, two drum closing end plates that carry flanged end bearing assemblies complete with integrated adjustable shaft seal, and a drive unit complete with power transmission.

In this industry special inclined blade-type shovel tools are commonly used. They rotate in a special arrangement on the mixer shaft in a horizontal, cylindrical drum. This results in a turbulence within the mixture that constantly involves all the product particles in the process. This ensures that ingredients with varying particle size and bulk density are perfectly blended and mixed with high precision within the shortest possible time.

follow

## ITALIANPACK [www.italianpack.com](http://www.italianpack.com)

Hall: 5 · Booth: E18-F17



### Perseus

#### FIELDS OF APPLICATION

Foodstuff packaging.

#### DESCRIPTION AND STRONG POINTS

ItalianPack Perseus is an automated, flexible packaging machine. It satisfies the most stringent quality, speed and safety standards that are typically met by larger, more expensive machines. It incorporates an array of state-of-the-art technical details in a highly ergonomically friendly, reliable, user-friendly machine. It is fully customizable and can be easily configured with infeed and outfeed conveyors, tray aligners, checkweighers, vibration and dosing units, markers and lid placers to meet even the most demanding and complex packaging needs. Its small footprint, competitive price and low running costs make it the ultimate packaging solution on the market for optimized performance and efficiency.

#### TECHNICAL INFORMATION

- Dimensions (mm, p/l/h) : 2738 / 849 / 1552
- Weight: 450 kg
- Electrical supply (standard): 3x400 V+N+PE, 50/60 Hz
- Power consumption (kW): 3,8
- Required compressed air (bar): 6/8

## PFM PACKAGING MACHINERY [www.pfm.it](http://www.pfm.it)

Hall: 10 · Booth: F30-G29

### Vertical form fill and seal wrapper mod. Solaris Evo

#### FIELDS OF APPLICATION

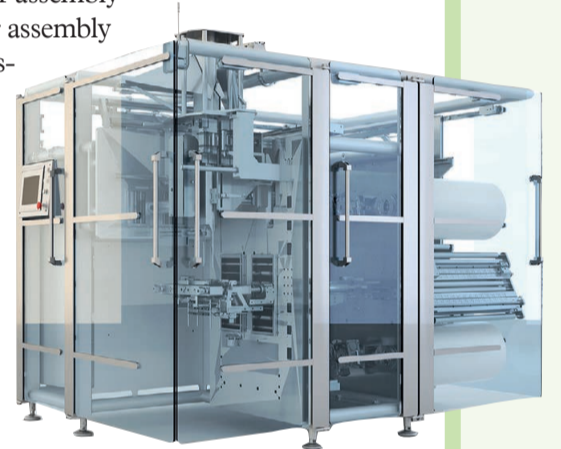
Food and non-food sectors.

#### DESCRIPTION AND STRONG POINTS

The Solaris Evo is a new high speed continuous motion vertical form fill and seal wrapper that produces 3-side sealed pillow-bags, block bottom and steelo bags, doy-style also with zip and eurohole. Its benefits are the reduced changeover time; better aesthetic of the bags, thanks to the continuous control of film tension, film centering and edge alignment; the increased production speed. The machine reaches speeds up to 150 pillow bags per minute, 100 doy-style and 100 steelo-bags per minute.

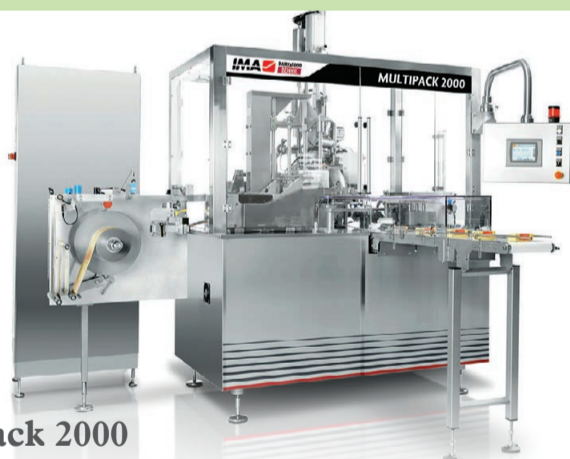
#### TECHNICAL INFORMATION

- Full servo machine
- No.1+1 (optional) motorized reel holder with easy film splicing
- Automatic film tracking on calender assembly
- Steelo-bags formed on the calender assembly
- Box motion transverse sealing assembly with 2 independent motors mounted on the frame
- Vertical sealing bar with continuous belt for pillow-bag and steelo-bags
- Vertical sealer for pouches (zip) and eurohole (optional) 'up&down' movement
- Zip applicator unit for doy-style paks
- Open- frame structure



## IMA BENHIL [www.ima.it/foodanddairy/machine/multipack-2000/](http://www.ima.it/foodanddairy/machine/multipack-2000/)

Hall: 10 · Booth: F28-G27



### Multipack 2000

#### FIELDS OF APPLICATION

Butter, margarine, edible fats, fresh cheese and other pasty products.

#### DESCRIPTION AND STRONG POINTS

Compactness, flexibility and state-of-the-art technology describe the Multipack 2000. With a filling variety from 50 up to 500 g and an output of 100 packets per minute, this filling and wrapping machine stands for high quality at an economical level.

Product safety is guaranteed through CIP cleaning and fulfills industry hygienic standards. In common with all other IMA Benhil filling and wrapping machines, the Multipack 2000 accomplishes an exceptional filling accuracy ( $s = 0.5$  g for  $Q_n \leq 250$  g). Further highlights are the servo-drive technology and the remarkable reliability of the machine.

#### TECHNICAL INFORMATION

- Dosing range: 50 - 500 g
- Output: up to 100 products per minute
- Folding type: bottom fold

## IOZZELLI MEAT PROCESSING MACHINES [www.iozzelli.it](http://www.iozzelli.it)

Hall: 5 · Booth: E18-F17 (at Stale Processing)



### Automatic angle grinder TCS/TCN 130-150 AN

#### FIELDS OF APPLICATION

Meat processing for sausage production, pasta fillings, fine food.

#### DESCRIPTION AND STRONG POINTS

Belonging to the automatic angle grinder series, it is equipped with double speed feeding worm housed on the bottom of the hopper at 90° to the grinding screw. Such a system allows a continuous product flow towards the cutting set and a net and clean ground output. Processing temperature range up to -5°C.

#### TECHNICAL INFORMATION

Equipped with 150-litre mirror polished feeding hopper. TCN versions are characterized by knives turning as fast as the grinding screw, whilst in TCS grinders the cutting set turns twice as fast as the screw (extermination grinding system). Motor power: 7,5 kW.

## RISCO

[www.risco.it](http://www.risco.it)

Hall: 5 · Booth: C64-D65 (at Britek)

### Hamburger forming unit TVM 140 N

#### FIELDS OF APPLICATION

Food industry (meat, vegetarian products, fish).

#### DESCRIPTION AND STRONG POINTS

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.

#### TECHNICAL INFORMATION

- Maximum diameter of the product 105mm
- Thickness of the hamburger 6-30mm
- Output up to 45ppm



## RAYTEC VISION

[www.raytecvision.com](http://www.raytecvision.com)

Hall: 5 · Booth: B58-C59

### Raybox

#### FIELDS OF APPLICATION

X-ray inspection system for glass jars, glass bottles, tinplate cans, carton bricks, plastic containers.

#### DESCRIPTION AND STRONG POINTS

Raybox is an innovative X-ray inspection machine allowing to reject various types of contaminants such as glass, metal, ceramic, stones and high-density plastics and rubbers. In addition to foreign bodies, Raybox enables to control containers' shape and conformity, filling level, and easy open side in tinplate cans. Two versions available: the 'Can' version examines the product with vision aligned to the bottom of the containers; the 'Panoramic' version, designed to control food products packaged in glass jars and glass bottles, is equipped with a movable emission source: based on the type of container, the source aligns with the top of the containers.

#### TECHNICAL INFORMATION

- Low X-Ray emission 0,1 µsv
- High flexibility in product changeover to inspect different kind of containers
- Compact design to be installed in tight spaces
- High capacity (up to 2000 cpm)



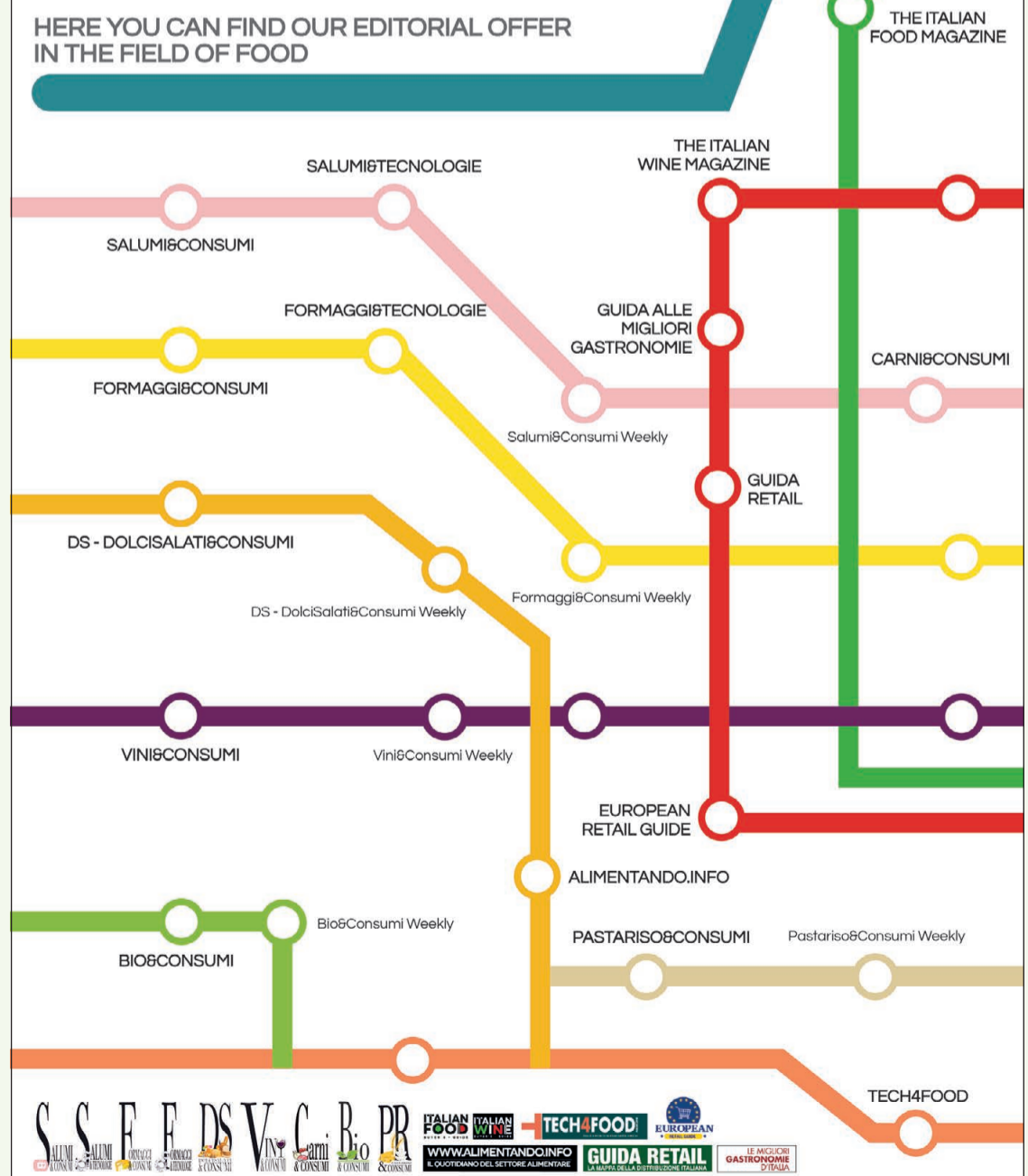
**tespi**  
mediagroup

**Turbo**

Corso della Resistenza, 23 - 20821 Meda (MB) - Italy  
Tel. + 39 0362/600463-4-5 - Fax + 39 0362/600616  
www.tespi.net - email: info@tespi.net

TESPI MEDIAGROUP INCLUDES TWO PUBLISHING HOUSES SPECIALIZED IN B2B NEWS AND INFORMATION: EDIZIONI TURBO AND SPORT PRESS. THROUGH SEVERAL MAGAZINES, THE GROUP GIVES COMMUNICATION TOOLS DEDICATED TO PROFESSIONALS OF THE FOOD, ENTERTAINMENT&TECHNOLOGY AND SPORT INDUSTRIES.

HERE YOU CAN FIND OUR EDITORIAL OFFER IN THE FIELD OF FOOD



follow

## SACMI PACKAGING & CHOCOLATE

[www.cm-opm.it](http://www.cm-opm.it) [www.cm-fima.com](http://www.cm-fima.com)

Hall: 10A · Booth: E27-E37 (at Matequip)



### JT PRO croissant lane

#### FIELDS OF APPLICATION

Sticky, fragile or irregular products like croissants and pains au chocolate.

#### DESCRIPTION AND STRONG POINTS

Today, the Carle & Montanari-OPM and CM-Fima companies become global partners in the chocolate industry through the new Sacmi Packaging & Chocolate Division, with a complete offering in designing chocolate processing solutions: thanks to over 110 years' experience, the new division offers five product lines which include machines for chocolate processing and the moulding, wrapping and primary/secondary packaging.

For primary packaging the reference brand is OPM, with its tried and tested range of flow-wrap machines, distribution lines, feeding and buffering systems for the confectionery world and bakery sector. For example, flowpack machines with a no-touch system for sticky, fragile or irregular products like croissants and pains au chocolate or a new solution formed by Fast Pickers with 'Smart Pick' gripping system to package in flowpack style of very delicate products, which can't be handled with traditional systems, such as baked products that have ingredients on their surface or irregular edges, like madeleines.

## SIRAP GROUP

[www.sirapgroup.com](http://www.sirapgroup.com)

Hall: 9 · Booth: A 27



### Safe-T-Fresh

#### FIELDS OF APPLICATION

Fresh food packaging - fruit & vegetables, cold ready meals, ready salads, candies, etc.

#### DESCRIPTION AND STRONG POINTS

Safe-T-Fresh is the packaging solution signed by Sirap that guarantees safety, efficiency and versatility. Thanks to the wide range of shapes and capacities, it is perfect both for dry products and fresh products. The innovative anti-tamper system is 100% safe, even without the use of bands or labels. Safe-T-Fresh is a patented high-tech solution that emphasizes the quality and appearance of food without sacrificing sustainability. In fact, in addition to containing recycled Pet, this packaging is completely recyclable. Moreover, the Express Lock Machine allows to automate the closure up to 200 pcs/minute.

## COOP BILANCI AI

[www.coopbilanciai.it](http://www.coopbilanciai.it)

Hall: 5 · Booth: F 48



### Selecta

#### FIELDS OF APPLICATION

Food.

#### DESCRIPTION AND STRONG POINTS

Selecta allows measuring all aspects of the production process in order to adopt all the necessary improvement measures. Avoids the uncertainty and cost of manual sampling by checking the entire production batch. Avoids overfilling so as to fall within the required tolerances. Reports in real-time any anomalies in the upstream filling systems, thus avoiding errors and production wastage. Provides data and reports for the corporate quality system. Allows searching for missing items.

#### TECHNICAL INFORMATION

- Model 600: capacity 200-600g, division 0,2 g; model 1200: capacity 500-1200 g, division 0,2 g; model 3000: capacity 500-3000 g, division 0,5 g.
- Available in stainless steel and niproly aluminium version, or full stainless steel.





# France: where is business growth?

In 2018, the French fast-moving consumer goods (FmCG) and self-service fresh produce markets decreased by 1.2%. The only growth was registered in prepared food deliveries, driven by new apps which make it easy to order and pay online. So, where is today the country's growth potential for food & beverage companies? The answer in a Kantar Worldpanel report.

### A changing shopping behavior...

The level of trust in brands and institutions is low and this is translating into shopper behaviors too. Although small brands are holding their own, 56% of people mistrust mass retailing. Brand responsibility, that used to be linked to the environment only, has now gone further: 73% of French people said to be concerned about animal welfare, which translates into a reduced consumption of animal proteins. In addition, 80% of French consumers are concerned about food safety: this is a 14-points increase in six months. With a focus on health, almost 20% of people now use apps to help understand the nutritional content of the food that they choose.

### ... and changing FmCG shopping channels

The hypermarket format is in decline in France, because it doesn't meet the expectations of younger shoppers anymore. The most successful formats are smaller local stores, online or click and collect, or discounters. According to Kantar Worldpanel, in November 2018 all physical stores suffered a 0.4% drop. At the same time, there was a very clear strengthening of orders placed via the Internet (market share +0.4% at 6.4%) and in the hard-discount circuit (market share +0.2% at 11.5%). Spending in click and collects increased by +8.8%, while spending in hypermarkets simultaneously dropped by -0.6%.

Overall consumption is falling in the country, that has become an increasingly challenging market for FmCG operators. A report by Kantar Worldpanel.

by Federica Bartesaghi

### Francia: dove cresce il business?

Consumi in calo nel Paese transalpino, un mercato che diventa di anno in anno più complesso per gli operatori del largo consumo confezionato. Il report firmato Kantar Worldpanel.

## MAJOR TRENDS IN CONSUMPTION

1. Plant-based: driven by health concerns, the number of products available is expanding.
2. Sourcing: the origin traceability and history of products have become important parts of the purchase decision for 31% of households.
3. Clean: this trend responds to the consumers' desire to do away with suspicious ingredients.
4. 'Do it yourself': around 80% of French people are now making things from scratch rather than risk additives.
5. Organic: this covers both health and environmental concerns.

Source: Kantar Worldpanel

**PROCESS ANALYSIS**  
**MECHANICAL AND SOFTWARE DESIGN**  
**PRODUCTION AND INSTALLATION**  
**INTEGRATED AUTOMATION**  
**START-UP AND SERVICE**

[f](#) [v](#) [in](#) [d](#) cepisilos  
[www.cepisilos.com](http://www.cepisilos.com)



**Cfia**  
STAND C-15  
HALL 7







## BULK-HANDLING SYSTEMS

 STORING

 CONVEYING

 DOSING

 AUTOMATION








### Quando la tecnologia incontra il formaggio

Punto di riferimento per la lavorazione di grana e parmigiano, l'azienda parmense incrementa la propria expertise grazie a una nuova linea di macchine a ultrasuoni, dedicata al segmento dei teneri. Ne abbiamo parlato con Marco Mantovani, ceo di Gelmini.

# When cheese and technology meet

Reference point for Grana Padano and Parmigiano Reggiano producers, the Parma-based company is now expanding its expertise to soft cheese with a new line of ultrasonic cutting machines. We talked with Marco Mantovani, Ceo of Gelmini.

by Federica Bartesaghi



The new Parma-based company headquarter



Specialized since the '80s in the design and manufacturing of machines and complete systems for the processing and packaging of cheese and deli meats, Gelmini Machine continues to increase its know-how to meet the modern needs of the food industry. Especially in the dairy sector, the company's core business.

The range includes disk cutter machines and punching machines, cutting machines as well as loading, unloading and transport systems. In addition, Gelmini produces complete lines for cheese processing that allow dairies to obtain any desired cheese shapes: wedges, cubes, grated, julienne, flakes and much more. The wide and varied products offer, together with the strong technological know-how, have turned Gelmini into a leading Italian producer of

technologies for the production of hard cheeses - like Parmigiano and Grana - and semi-hard cheeses - like Pecorino, Asiago, Cantal, Gouda, and Spritz.

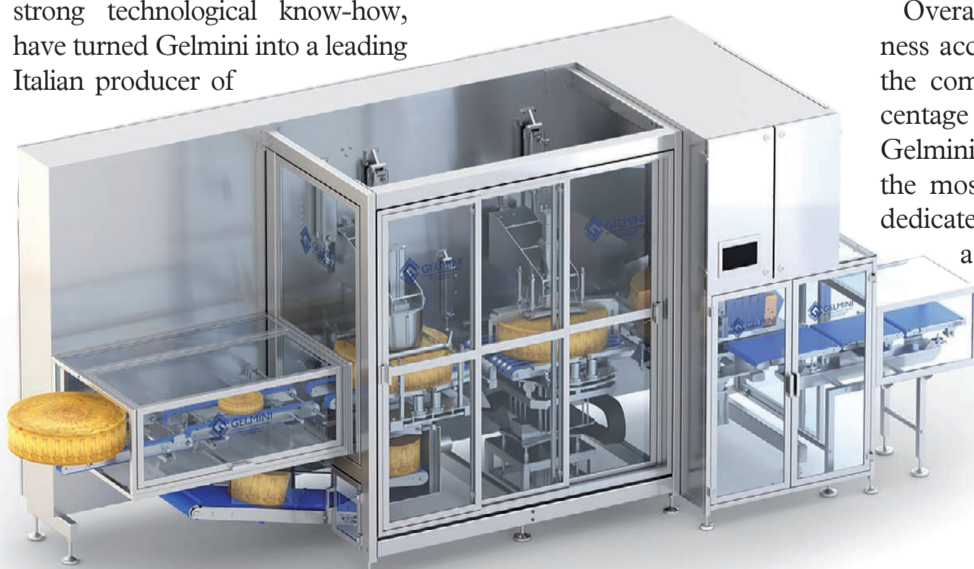
Now, the company has further widened its range of equipment with the creation of a new line dedicated to soft- and semi-soft cheeses: the ultrasonic Arpa line. "Productivity, versatility and a high cutting precision - due to efficient vision systems, also with x rays - are probably its best features," said Marco Mantovani, ceo of Gelmini Macchine. "Equipped with an ultrasonic cutting system to work with soft cheeses of different sizes (from  $\varnothing$  250 to 650 mm.), Arpa is completely made of stainless steel with cantilever tapes

(to facilitate cleaning), equipped with a 3D scanning vision system installed in the cutting area, which allows to process irregular shaped wheels; and of a catch weight to run continuously correction of cutting angle to chase the nominal weight."

#### Export and innovation: a winning recipe

The leadership achieved by Gelmini on the Italian market, where it cooperates with some of the largest national dairies, goes hand in hand with the internationalization process started by the company some years ago. Now the company's machines are widely used in key markets like France, Switzerland, and Poland.

Overall, the international business accounts for around 20% of the company's turnover. A percentage that is growing fast, since Gelmini exhibits during some of the most important trade shows dedicated to food technologies on a global scale. For instance, it attended the 2018 edition of Anuga Food Tec, on the past May in Cologne, and it will be in Parma next fall for another strategic event: Cibus Tec 2019 (22-25 October).



Mod. Arpa Ultrasonic Cutter

### DISK CUTTER MACHINE MOD. GEA-09



Cutting precision, speed, and reliability.

#### Technical details

- Power supply: 400V three-phase 50 Hz
- Power installed: 6 kW
- Air supply: 100 NI at 7 bar
- Dimensions: 2480x1260x2050h
- Unladen weight: 1500 kg
- Loading dimensions: diameter max. 460 mm. - min. 180 mm. - h. max. 420 mm.
- Disk dimensions: max. 550 mm.
- Output: 1 disk every 10"





# INSPIRING INNOVATION IN FOOD TECHNOLOGIES



## CIBUSTEC

The International Food Processing & Packaging  
Exhibition from the heart of the Italian Food Valley

PARMA | ITALY  
22|25 OCT.2019

[WWW.CIBUSTEC.COM](http://WWW.CIBUSTEC.COM)



PROCESSING

PACKAGING

LABELLING

END-OF-LINE

LOGISTICS

SAFETY

INGREDIENTS

# Hard-cheese machines

Trends, market demand, domestic and global business. Italian producers of equipment for this class of dairy products show their latest technological solutions.

by Federica Bartesaghi

The automation of processes, the connectivity of systems, the safety of technicians, the optimization of production as well as high production performances and a growing concern for energy saving. These are probably the key points that suppliers of machinery and equipment for hard-cheese production must pay utmost attention to in order to stay competitive in a fast-changing market. Both in Italy and abroad. A market that, if we consider its 'leading players' - namely Parmigiano Reggiano and Grana Padano - registered significant growth rates in the Italian modern retail channel in 2018. Especially products with a high value added (grated, cubes, petals, etc.). Such growth stood at +1.9% in volume, at more than 34 million kilos sold, and at +4.2% in value, equal to over 517 million euro (Iri data). Here are displayed some of the latest technical solutions presented by some of the leading Italian technology suppliers.



## Macchine per la produzione di formaggi a pasta dura

Automazione dei processi, connettività dei sistemi, sicurezza del personale, ottimizzazione della produzione, elevate prestazioni e una crescente attenzione per il risparmio energetico. Sono questi i tavoli su cui, al giorno d'oggi, i fornitori di macchine per la produzione di formaggi a pasta dura devono giocare le loro carte se vogliono restare competitivi in un mercato in continua evoluzione. Sia in Italia che all'estero. Un mercato che, se consideriamo i 'big' della categoria - ovvero parmigiano reggiano e grana padano - nell'anno terminante ad agosto 2018 ha fatto registrare trend di vendita positivi in tutti i formati nel canale della distribuzione moderna nazionale, soprattutto quelli ad alto contenuto di servizio. Una crescita che si attesta, complessivamente, al +1,9% a volume, con oltre 34 milioni di chili venduti, e al +4,3% a valore, pari a oltre 517 milioni di euro, rispetto allo stesso periodo dell'anno precedente (dati Iri). Ecco una vetrina delle soluzioni proposte da alcune aziende leader nel comparto.

## FACCHINETTI

[www.facchinettinovara.it](http://www.facchinettinovara.it)

**Year of foundation:** Half of the 70's

**Location:** Novara, Lombardy

**Silvia Facchinetti, sales manager**

"Since its foundation, hard-cheese cutting technologies have always been Facchinetti's core business. Our range of equipment includes automatic and semi-automatic cutting machines for fixed weight cheese cutting, which is one of the most requested technologies nowadays, just like a high level of automation in processes. Exports account today for about 60% of the company's total revenue and are directed almost all over the world".

### TXF-05

Automatic cutting line to obtain exact weight slices. 3 cutting programs available: thickness of slices; average weight, exact weight without waste. Production capacity: up to 60 ppm; possibility to use an ultrasound blade to obtain a slice thickness of 2 mm.





## SORDI IMPIANTI

[www.sordi.com](http://www.sordi.com)

**Year of foundation:** 1881

**Location:** Montanaso Lombardo, Lodi, Lombardy

**Roberto Menardo, sales office**

“In the last years, we focused on the coagulation of milk for hard-cheese production, thus improving the features and performance of our Caseus vat, one of the company’s flagship products. In general, our clients are mainly interested in equipment and technologies able to optimize production, starting from ease of cleaning, the reduction of energy consumption, and high performances. Process automation, of course, is a must. We enable our clients to add recipes, and to carry on a preventive maintenance, as well as collecting and sharing the data acquired. Today, Sordi machinery are present the world over, especially in Central Europe, Latin and South America.”

### CASEUS

A cylindrical shaped vat, with capacity from 2,000 to 20,000 litres, closed type, with horizontal axis. The vat geometry is characterized by the absence of sharp edges and stagnation points.

## FABER

[www.multivacuum.it](http://www.multivacuum.it)

**Year of foundation:** 1991

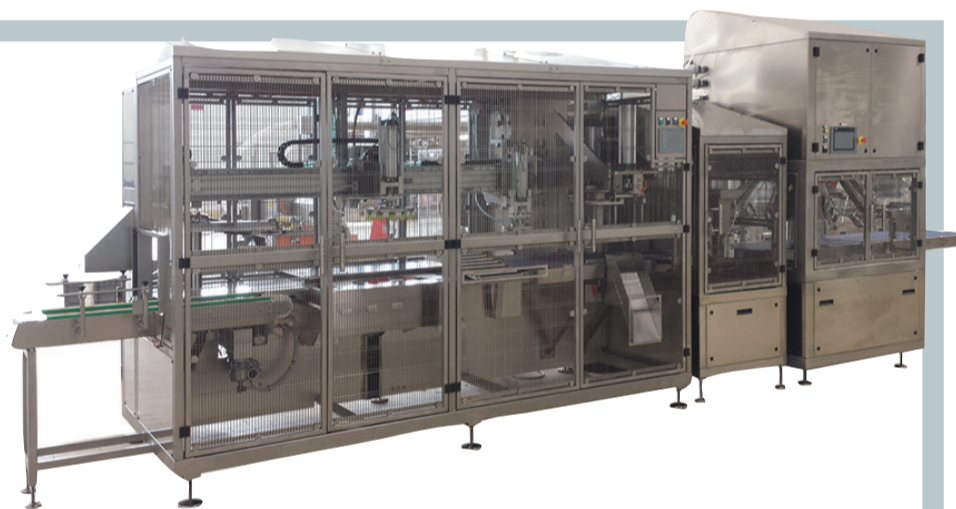
**Location:** Fara Gera d’Adda, Bergamo, Lombardy

**Flavio Agazzi, general director**

“Faber’s range of solutions for hard-cheese includes brushes, cheese wheel cutters, tippers, slicers, granulators, cube lines and fixed weight lines. A sector that, in 2018, significantly contributed to the growth of our company. The international business is fast rising too, mainly due to our highly innovative solutions. Today, the market is demanding for high performance machinery and systems, and for a totally integrated automation in production lines. As a consequence, production performances will ensure stable and efficient results, both in capacity and precision.”

### FIXED WEIGHT LINE

The line is used to obtain, at a fixed weight, slices from semi-hard cheese or wedges if the machine works with hard cheese. In the second case, the wheel is first divided into disks from which wedges are then obtained. The cycle also includes the cut of the wheel’s central part, which, however, can be excluded.



## CASEARTECNICA BARTOLI

[www.caseartecnicabartoli.it](http://www.caseartecnicabartoli.it)

**Year of foundation:** 1960

**Location:** Parma, Emilia Romagna

**Emilia Bartoli, marketig manager**

“Since 1960, Caseartecnica Bartoli has been supplying equipment and machinery to most of the dairy companies in the Parmigiano Reggiano and Grana Padano production area. Over time, to the range of solutions for milk processing and cheese production have been added innovative machines for cheese cutting in small, medium and large quantities, as well as single packaging and cutting machines and lines dedicated to both small producers at retailers. Exports account now for around 20% of the company’s turnover and are directed almost in every part of the world, starting from Europe, US, Brazil and Japan. Today, clients are demanding for greater machine customization, resistance and durability over time, together with a high level of assistance.”

### MILK MIXER WITH HELIX

Machine for the milk heating and processing, for the production of cheese with a continuous motion. It allows to vary the speed of the treatment in a precise and reliable way, according to the working times. Provided also with horizontal structure.



# Grocery e-commerce is driving growth

Online sales of FMCG products on a raising trend in Europe. The opportunities for brands and distributors. And eight trends to watch in 2019. The analysis from Iri.

by Federica Bartesaghi

Though traditional supermarkets remain the most popular destination for grocery shoppers, the scenario is changing fast. Online sales still account for a small share on the sector's total turnover, yet they are showing interesting growth rates all over Europe, with double-digit growth in Italy (+42%) and Spain (+29%) and dynamic performances also in France and Germany. This is shown in a new report from Iri, that highlights new growth opportunities for FMCG retailers and manufacturers online, and reveals eight key trends in FMCG e-commerce, including one-click ordering, shopping by smart home device and the power of geo marketing.

Pierluigi Carlini Solutions & Innova-

tions, Iri, comments: "The traditional grocery landscape is being disrupted as influential online players reinvent the food and drink shopping experience, and smaller specialists offer a more personalised approach to consumers. But we believe there are huge growth opportunities for FMCG retailers and brands to use their online platforms and data to help meet the demands of today's younger shoppers who expect a seamless, effortless online experience, combined with value for money, product choice and availability."

According to Iri, Eu sales of food and personal care in particular are overperforming in e-commerce, and are set to jump +54% in the next five years.

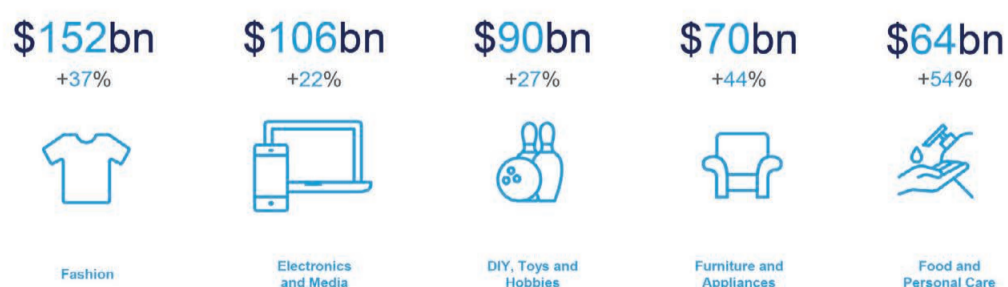
## Cresce l'e-commerce nel grocery

Benché gli europei continuino a preferire il supermercato come luogo fisico in cui fare la spesa, il panorama del mercato grocery tradizionale si sta modificando velocemente. Le vendite online, sebbene abbiano un peso ancora contenuto sul volume d'affari, mostrano segno più in tutta Europa, con una crescita a doppia cifra in Italia (+42%) e in Spagna (+29%) e andamenti significativi anche in Francia e Germania. Secondo le stime Iri, inoltre, nei prossimi cinque anni le vendite online di prodotti alimentari e beni per la cura della persona registreranno una crescita del 54%. È quanto evidenzia uno studio firmato Iri, che evidenzia le nuove opportunità di crescita per gli operatori del Largo consumo confezionato (Lcc) nel canale online e delinea otto trend dell'e-commerce da tenere d'occhio nei mesi a venire.

E-commerce in Europe is projected to grow strongly across the major industries, none more so than in food and personal care

Online contribution to global food sales also expected to rise over the same five year period to 2022 from 2.7% to 3.7%

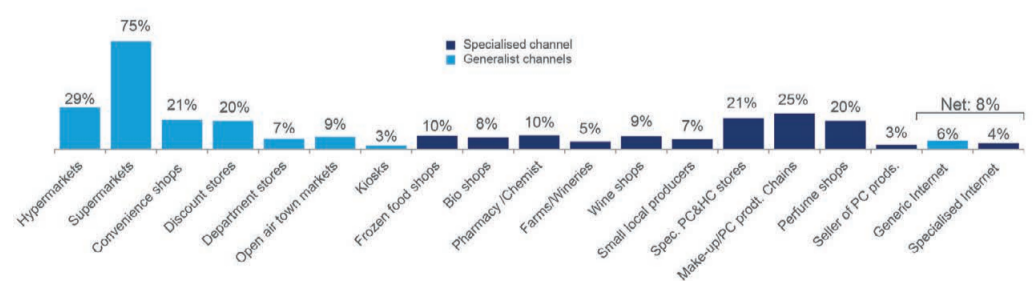
E-commerce sales split by key industry: Sales forecast to 2022 and growth (2018-2022)



Source: Statista Digital Market Total Europe Outlook 2018

Supermarkets are still the main destination for groceries in Europe. Online by comparison accounts for an average of 8% of IRI European shopper purchases

% of shoppers who buy products for grocery shopping in these channels – Total Europe



Note: All channels are not implemented in every country. Channels for personal and home care, make-up/personal care products, perfume shops, sellers of personal care products have been considered only for personal care macro category. Frozen food stores have been considered for frozen food and beverages macro categories only. Kiosk has been considered for beverages macro category only.

Q.1 Where do you currently buy products for your grocery shopping?

Source: IRI European Shopper Survey 2018, Respondent's basis: total sample



## TRENDS IN E-COMMERCE TO WATCH IN 2019



### BIG DATA MANAGEMENT

Big data management facilitates detailed understanding of individual shopper journeys and buying habits, leading to personalised recommendations and design studios, greater convenience and loyalty.



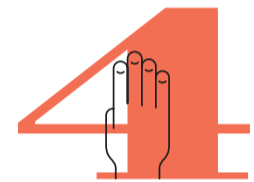
### GEO-MARKETING

Geo-marketing pulls in on-the-go consumers or encourages impulse online spend for those in transit. Promotions to prompt instore footfall or impulse spend online.



### THE ONLINE SHOPPING CART

Amazon's one-click ordering patent expired in 2017. The quest for online retailers to alleviate shopping cart abandonment will see players FMCG and non-FMCG focus on a shorter path to purchase.



### PURCHASES FROM SMARTPHONE USERS

Over half of UK shoppers prefer using retailers' smartphone apps ahead of their actual website.



### TARGETED, INSTANTLY REDEEMABLE REWARDS

Strengthening the retailer's quest to drive loyalty and win share of wallet.



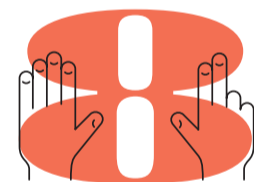
### VOICE ORDERING

Voice ordering via smart home devices brings convenience for shoppers. Integration of new platforms will be essential to ensure seamless, omnichannel experience.



### VERSATILITY, SPEED AND CONVENIENCE

Ability to pivot between click and collect and home delivery in less time is high on retailers' agendas.



### DIRECT TO CONSUMER (D2C) DELIVERY

Direct to consumer (d2c) delivery has ushered fast growing FMCG brands (Graze, Dollar Shave Club). Start-ups and larger players can in-part remove retailers in a bid to drive loyalty, personalised offers and repeat purchase.

#### Millennials buy more regularly and spend more online than older shoppers

##### Average number of in-store shopping trips versus Internet purchase (out of 10) – Total Europe

Q.22 Think about your last 10 purchases of grocery shopping. How many of them took place on the Internet and how many in stores?



All Millennials: **7.3**  
> 35 y.o.: **8.2**



All Millennials: **2.7**  
> 35 y.o.: **1.8**

##### Spending for in-store shopping versus online grocery shopping – Total Europe

Q.23 On average, for your grocery shopping to buy all products for your family, do you spend more in stores (brick & mortar) or online?



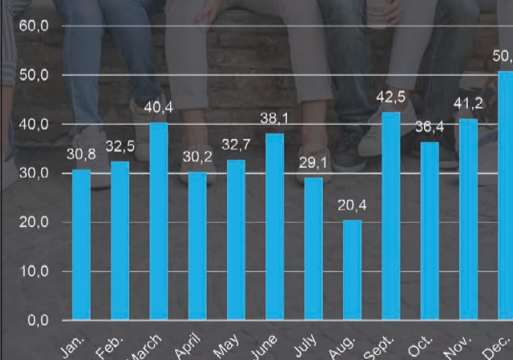
18-24 y.o.: **74%**  
> 35 y.o.: **85%**



18-24 y.o.: **17%**  
> 35 y.o.: **8%**

Source: IRI European Shopper Survey 2018 - Respondent base: total sample

#### FMCG online channel sales in Italy reached € 425m in 2018 with nearly 40% growth YoY



**€425M**  
**+39%**

Source: IRI Italy online channel FMCG value sales January December 2018. Includes Generalist Mass Market and Pure Online Players. Excludes Vertical Beauty Players.

# A market ripe with possibilities

The country's fast rising food & beverage consumption opens up interesting opportunities for suppliers of equipment and machinery. The findings of a survey commissioned by ITA and Cibus Tec.

by Federica Bartesaghi

The Italian Trade Agency (ITA) and the Cibus Tec trade show's organizers have commissioned a market survey on the agri-food industry in the United Arab Emirates, Iran, Oman and Pakistan. The report focuses on key sectors for food & beverage such as dairy, bakery and snacks, mineral water, poultry, fruit and vegetables, and soft drinks. After investigating the growth opportunities offered by the United Arab Emirates, we focus our attention on the near Oman, where growing urban youth and expat population is expected to drive food consumption during 2016-21. Food consumption in the country is estimated to grow at a Cagr of 4.5% until 2021, where most consumed food categories include cereals, dairy, fruits and vegetables. Dairy sector is likely to witness the highest growth at 6.1% during 2016-21, while meat is expected to demonstrate the lowest growth at 2.4% during the same period.



## Oman: un mercato ricco di opportunità

L'Ice Agenzia, in collaborazione con Cibus Tec, ha commissionato un'indagine di mercato sull'industria agroalimentare di Emirati Arabi Uniti, Iran, Oman e Pakistan. Al centro del report, settori chiave del food & beverage quali lattiero caseario, panificati e snack, acqua minerale, pollame, frutta e verdura e soft drink. Dopo aver analizzato le potenzialità offerte dal mercato degli Emirati Arabi Uniti, l'attenzione si sposta ora sul vicino Oman, dove a guidare la crescita dei consumi da qui al 2021 sarà una popolazione fatta di giovani ed expat. Ci si aspetta che il consumo di generi alimentari - in primis cereali, prodotti lattiero caseari, frutta e verdura - crescerà a un Cagr del 4,5% fino al 2021. La crescita maggiore si registrerà nel lattiero caseario (+6,1% tra il 2016 e il 2021), quella minore del segmento delle carni (+2,4% tra il 2016 e il 2021).



## What local f&b companies say...

“German brands have a **big** reputation, **HOWEVER** they're **expensive**”.

“The problems with Italian brands are mainly: **spare parts availability, and English language from supplier personnel when issues occurs.**”

“We seek to have a reference person that can guide us in case of any issue, **NOT** companies that will **not** exist anymore in a couple of years”.



## COUNTRY OUTLOOK

Oman's economy is expected to grow by 2.1% in 2018. Stable oil and natural gas production, production expansion in Khazzan Makarem gas field, and growing tourism industry are expected to support such growth. Inflation rate is estimated at 2.5% in 2018 as compared to 1.6% during the previous fiscal year, driven by growth in food, beverages and tobacco; transport and communication; and rent, electricity, water, and fuel prices.

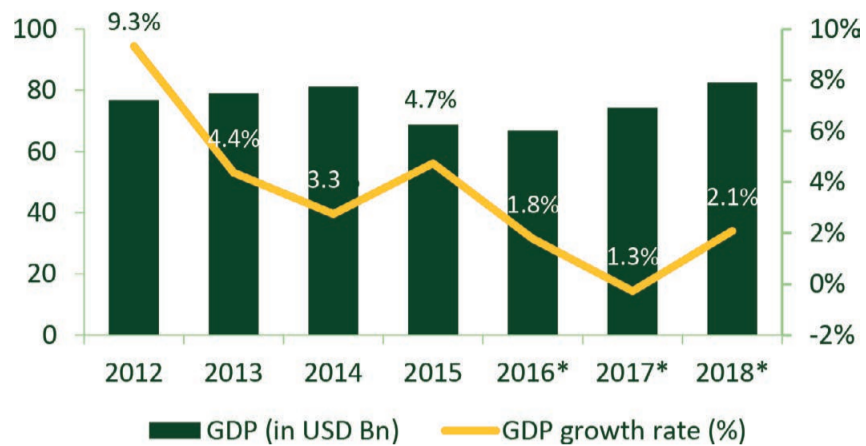
### Population demographics

Oman's population is expected to grow from 3.0 million in 2010 to 4.8 million in 2018. Nearly 50% of the population is concentrated in Muscat and Batinah coastal plain northwest of Muscat. Muscat is the largest city by population followed by Seeb, Salalah, Bawshar, Sohar, and As Suwayq. Percentage of males as compared to females has increased during 2010-17 and is expected to increase further by 2020. In 2016, 15-64 was the largest age group in the total population in Oman corresponding to 75.6% of the total population. In 2016, 22% of the Oman's total population were aged between 0 and 14 years.

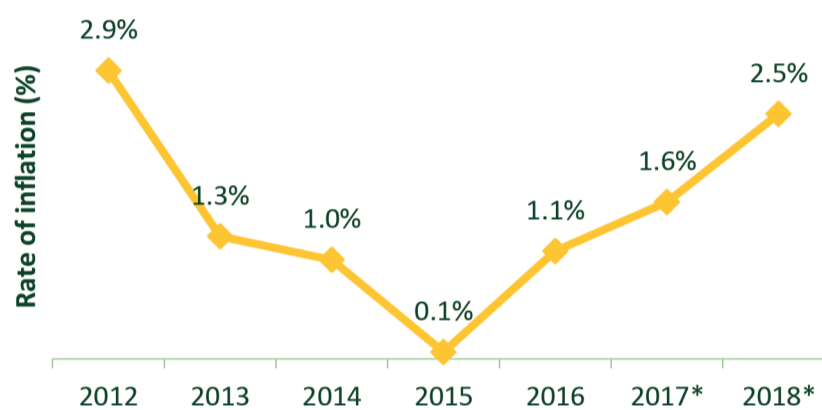
### F&b industry

Growing urban youth and expat population is expected to drive food consumption in Oman during 2016-21. Food consumption is estimated to grow at a Cagr of 4.5% from 3.1 million MT in 2016 to 3.8 million MT in 2021. Oman's share of food consumption in the GCC region was 6% in 2014, with per capita food consumption at 781.6 kg. The total food consumption grew at an annualized rate of 10.9% to reach 2.9 million MT in 2014, in line with rising population, increasing number of expats, and rising wages and household spending on food-related products. Production of vegetables, dairy and meat increased by over 12% annually from 2009 to 2012. Most consumed food categories include cereals, dairy and fruits and vegetables. The dairy sector is likely to witness the highest growth at 6.1% during 2016-21, while meat is expected to show the lowest growth at 2.4% during the same period.

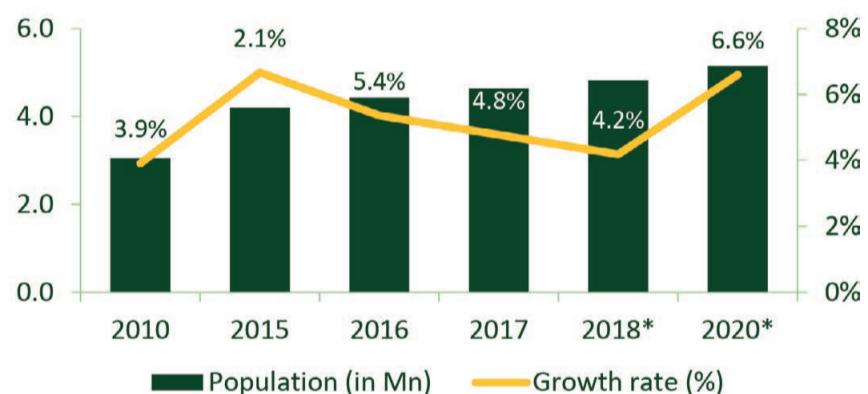
### Y-O-Y GDP AND GROWTH RATE (2012-18)



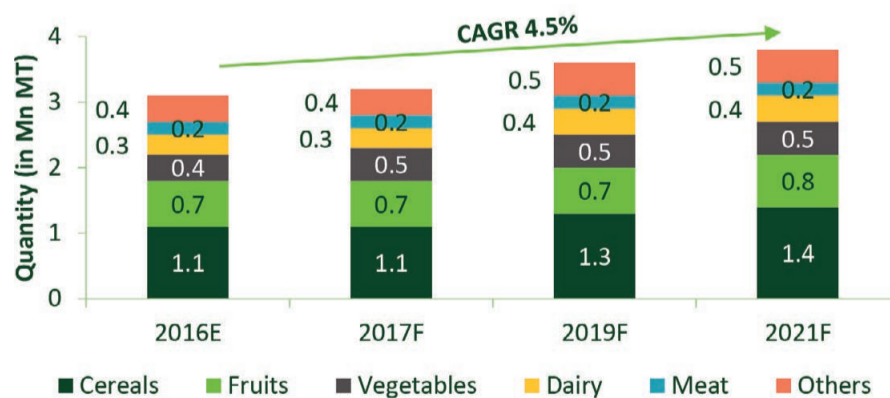
### Y-O-Y INFLATION (2012-18)



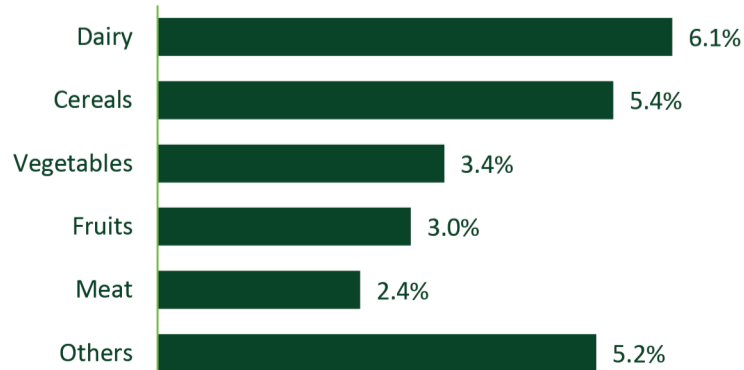
### POPULATION SIZE AND GROWTH RATE (2010-20)



### FOOD CONSUMPTION (2016E-21F)



### CATEGORY-WISE FOOD CONSUMPTION GROWTH (2016E-21F)



**“German machines provide higher speed compared to the Italian ones, but the latter are more competitive in terms of price”.**

## F&B MARKET ANALYSIS BY SECTORS

### Bakery

Oman is home to the largest bakery market in the GCC region. In 2013, the country opened the doors to the first industrial bakery located in Barka. The project was commissioned at a cost of 44.2 US million dollars and covers a production area of 30,000 square meters. The facility has an hourly production capacity of 24,000 buns, 5,000 sliced bread, and 12,000 Arabic breads.

#### Major brands:

Atyab fresh breads, Arabic breads, Bun & rolls, Slice bread, Sohar bakery brown breads, white breads, milk breads

### Soft drinks

Carbonated soft drinks consumption is forecasted to reach 540.0 million liters in 2019. Juice was the leading segment with 40% share (160.0 mln USD) in 2016 due to healthy options sought by consumers. Juice was followed by carbonated soft drinks (CSDs) and others at 35% (140.0 mln USD) and 25% (100.0 mln USD), respectively. Growing at a Cagr of 8.3%, consumption of carbonated soft drinks is expected to reach 539.9 million liters by 2019.

#### Major brands:

Pepsi, 7Up, Mirinda, Shani, Mountain Dew, Top fruit juice, Al Khamayil, Fizzi, Shami, Lulu, Gipsy, Cola Cola

### Poultry

Poultry meat consumption accounted for ~88.0% of total meat consumption in Oman in 2017, growing only by 1.7% from the previous year, and valued at 0.2 million MT. This segment is expected to grow at a rate of 2.4% during 2016-2021. Main drivers responsible for growth of this market are growing population, urbanization, enhanced consumption of processed foods to westernization, and shift toward a protein-based diet of the region's affluent population. Huge investments are being made in the poultry sector to ensure Oman achieves self-sufficiency in poultry from 36% in 2017 to 70% by 2030.

#### Major brands

Khayrat, Tybat, Ekhtiari, Alyoum, Dhofar poultry fresh/frozen chicken, A'Rayaf fresh chicken, Dana eggs

### Dairy

Fresh white milk is the most consumed dairy product in Oman. The dairy production in Oman was valued at 0.4 million MT in 2017. Dairy segment is expected to witness the highest growth of 6.1% during 2016-2021 due to rising awareness of the associated health benefits, exposure to western diet and changing food consumption patterns. The government has been facilitative of the dairy sector in Oman by launching various initiatives through its state-owned enterprise Oman Food Investment Holding Company (OFIC). Such as a dairy project worth 260.0 million USD in the Buraimi area to meet the growing demands and reduce Oman's import dependency. The project is predicted to fulfil ~87.0% of Oman's milk demand by 2028.

#### Major brands:

A'Safawah, Al Khamayil

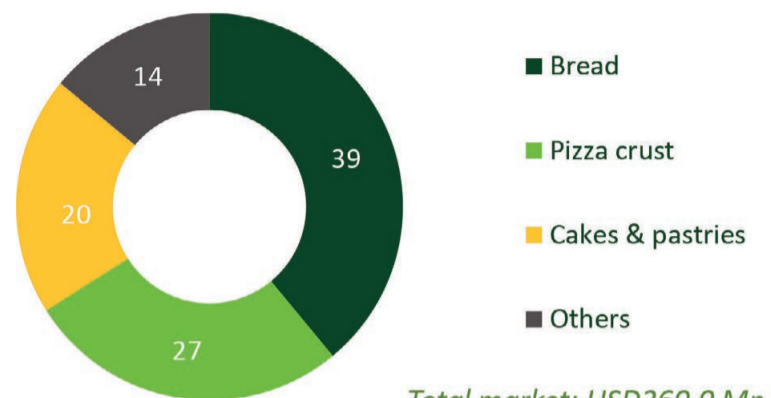
### Fruits and vegetables

Oman's heavy dependence on imports is a major cause of its underperforming fruits and vegetables processing sector. While the consumption of fruits and vegetables increased by ~8% from 2009 to 2014, the production grew by over 12% annually. Consumption of fruits and vegetables was valued at 1.2 million MT in 2017 and is expected to grow at 3.2% from 2016 to 2021, to reach 1.3 million MT. The domestic demand is higher than production, mostly restricted by arable land and water resources, making Oman dependent on imports of ~60% of the requirements. The government has launched initiatives to boost the agro sector in Oman. These include government subsidies and investment in farm land abroad: the government is encouraging agriculture-based companies to invest in foreign countries and import their products back into Oman. The target crops of this initiative are barley, green forage, rice, soybeans, wheat and corn.

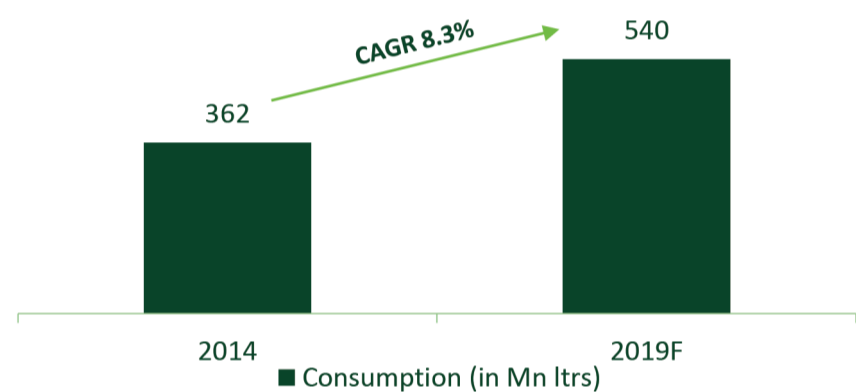
#### Major brands:

Al Kabeer mixed vegetables, fruits & pulps, Khayrat frozen vegetables, Khayrat fruits & fruit pulps

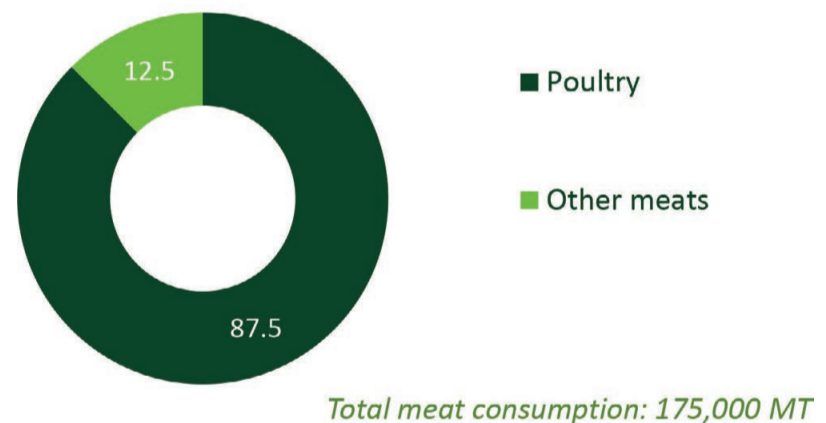
### GCC FROZEN BAKERY PRODUCTS MARKET SHARE BY PRODUCT TYPE (2017)



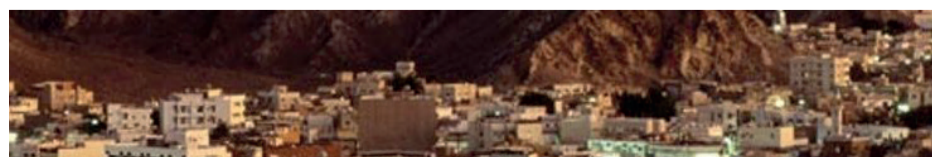
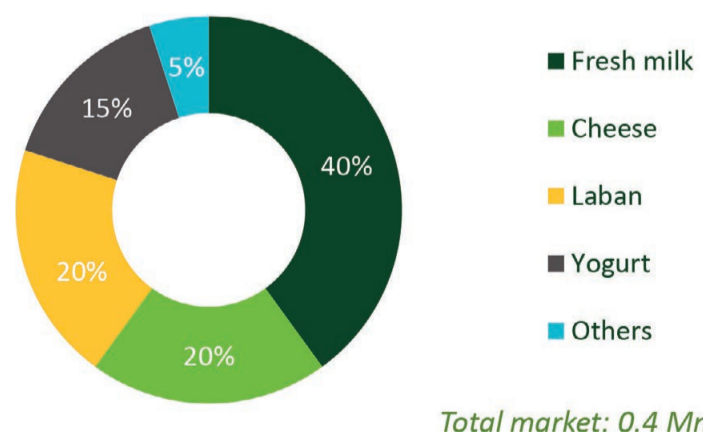
### CONSUMPTION OF CARBONATED SOFT DRINKS (2014-19F)



### MEAT CONSUMPTION SHARE (2017)



### SHARE OF DAIRY PRODUCTS BY VOLUME





# F&B processing and packaging machinery market

## KEY MACHINERY BRANDS FOR SOME F&B CATEGORIES

Preferred machinery brands in the food and beverage categories analyses are European, mainly from Italy, Germany and France. Followed by the United States.

**Dairy:** European companies dominate the dairy machinery landscape in Oman.

**Fruits and vegetables:** Companies from Holland are preferred by the mushroom farming industry.

**Cooking oil:** Cooking oil companies prefer Italian machines more, due to quality and reliability.

**Bottled water:** Krones machine of Germany is the leader for bottled water and preferred by companies.

**Snacks:** Bosch from Germany is the most preferred company for snacks packaging.

**Bakery:** Bakery companies similar to other sectors have preference for German and other European suppliers.

**Soft drinks (Juice):** European machines are most preferred. Trepko is the leading brand due to its expertise in packaging for juice.

**Poultry:** Poultry companies similar to other sectors, have preference for German and other European suppliers.

**Soft drinks (CSD):** Italian companies such as SMI are most preferred followed by KHS of Germany.

## KEY BUYING FACTORS FOR F&B MACHINES

Good quality in terms of low breakdowns, good payment plans, spare parts availability and technical support has huge impact on brand choice.

### QUALITY

- Highly efficient and quality driven machine with fewer breakdowns.
- Speed of production: good quality machines have better speed than counterparts.

### PRICE

- Flexible payment plans equal to an easier internal procedure to approve a purchase.
- Chinese companies recently started providing convenient payment plans in flexible installments.

## SPARE PARTS AVAILABILITY

- Machines should have low maintenance costs.
- Spare parts should be locally available, as shipment of spare parts from Europe will take more than 15 days.

## TECHNICAL SUPPORT

- Technical support in terms of on-call maintenance schedules, training for in-house maintenance team and customer support are key areas of interest for customers.

## DURABLE AND CUSTOMISED TO FACTORY SPACE

- Smaller companies, with limited floor-area, tend to choose machine-manufacturing brands that can customize machine/line to their space availability.

## PERCEPTION TOWARDS ITALIAN BRANDS

According to the survey, Italian machines are not preferred by bottled water companies, but preferred by cooking oil and bakery companies due to quality and after-sales service.

## WHY? ACCORDING TO RESPONDENTS...

### BOTTLED WATER

- The main issue with Italian brands is that the electronics parts in the machinery damage quickly and have to be changed frequently. Yet, local availability of spare parts is an issue.
- German machines have better functionality and have good availability of spare parts.
- Italian brands are less expensive than German ones.

### COOKING OIL

- Companies prefer Italian machines even if they are not considered flexible in terms of payment options, compared to new offers from Chinese brands (pay bigger percentage only after 2 years from purchase).

## BAKERY

- Italian machines are highly preferred for their competitive price and quality compared to German and US machineries.
- Easy and fast logistics for after-sales services.

## SOURCES OF MACHINERY BRANDS AWARENESS

Exhibitions, factory visits and regular interaction with suppliers.

- Direct contact from suppliers, to introduce brands or newest technologies.
- Regular interaction with suppliers at exhibitions.
- Factory visits based on prior recommendations.
- Regular visit to exhibitions across Middle East and Europe.
- Factory visits for on-ground experience of using the machine.

## FUTURE PLANS ACROSS SECTORS

Water, poultry and juice companies are the most interested in investing in machineries in the close future.

### SOFT-DRINKS

- Plan to expand to new category lines like coffee, juices, etc. (market forecast a decrease in demand of CSDs)
- Upgrade machinery and expand current capacity.

### POULTRY

- Expansion plans to increase capacity to double output production in the next 5 years.

### WATER

- Mainly looking to upgrade current machines like blow moulding machines, etc.
- Main aim is to upgrade current technologies, because they're not currently satisfied with speed of production.

end

coming soon

## Propak Vietnam

# Unlocking the market potential

Ho Chi Minh City, 19 - 21 March 2019

The 14th edition of ProPak Vietnam - the largest processing and packaging exhibition in Vietnam - will return from 19 to 21 March 2019 at Saigon Exhibition & Convention Center (SECC) with a strong line-up of products, a plenty of seminars and marginal activities. Across the total exhibition area extends up to 10,000 square meters, ProPak Vietnam 2019 attracts attendance from



more than 540 exhibitors from 31 countries and regions - with more than 81% of international businesses. The event keeps receiving cooperation from eight international pavilions from Taiwan, Germany, Korea, Singapore, Thailand, China and Italy. The 2018 edition was attended by more than 8,000 trade visitors.

[www.propakvietnam.com](http://www.propakvietnam.com)

## IIDE - India International Dairy Expo

# The industry's dedicated platform

Mumbai, 3 - 5 April 2019

India International Dairy Expo, the country's largest trade fair for dairy farming, processing, packaging, distribution and products has become the reference platform for dairy professionals in India as well as in the neighboring countries. Organized by Koelnmesse at Bombay Exhibition Centre, it covers the entire spectrum of the dairy industry from veterinary, dairy farming

and farm equipment, plant and machinery, processing, ingredients, packaging equipment, refrigeration, automations and logistics, milk and milk products. The previous edition was spread across 7,500 sqm of exhibition space, with 187 exhibitors from India and abroad, and attracted over 6,500 visitors.

[www.iideindia.com](http://www.iideindia.com)



## IFFA

# The butcher's trade show

Frankfurt, 4 - 9 May 2019

Auf Wiedersehen · See you again IFFA 4. - 9. 5. 2019

**TECH4FOOD  
N.5/6  
WILL BE ON  
DISTRIBUTION  
IN FRANKFURT**



The n.1 international event for the meat industry opens its doors again in Frankfurt am Main, from 4 to 9 May 2019. As the sector's foremost innovation platform, IFFA will once again bring together all players from the industry, retail trade and butcher's trade in one location. Thanks to its clear focus - the meat industry across all its facets - the world's leading trade fair for the sector is unrivalled. Messe Frankfurt is looking forward to welcoming more than 1,000 exhibitors from around 50 countries. On around 119,000

square meters of exhibition space (gross) - 8% more than at the previous edition - manufacturers will present innovative technologies, trends and future-oriented solutions for all stages of the meat-processing chain, from slaughtering and dismembering, via processing and refining, to packaging and sales. Over 60,000 trade visitors from 140 countries are expected. Built to the highest and most modern standards, the new Hall 12 will be used for IFFA for the first time in 2019.

[www.iffa.messefrankfurt.com](http://www.iffa.messefrankfurt.com)

# The Global Baking Industry's Top Business Destination

**TECH4FOOD  
N.7/8  
WILL BE ON  
DISTRIBUTION  
IN LAS VEGAS**

IBIE returns to Las Vegas on September 8-11, 2019, with increased education offerings, new show features, new artisan pavilions and a packed expo floor.

by Federica Bartesaghi



## Ibie 2019: hub di riferimento per l'industria dolciaria e dei panificati

IBIE (International Baking Industry Exposition), il più grande evento dedicato al mondo dei prodotti da forno dell'emisfero Occidentale, si appresta a ospitare l'edizione più imponente e affollata di sempre. Negli ultimi 10 anni la fiera - che nel 2019 si svolgerà dall'8 all'11 settembre a Las Vegas, in Nevada - ha registrato un incremento nel numero di visitatori del 65% e quest'anno ospiterà più di 1.000 espositori pronti a presentare le loro ultime innovazioni tecnologiche, gli ingredienti e i trend del comparto a tutti gli attori della filiera.

The International Baking Industry Exposition (IBIE), the Western Hemisphere's largest baking industry event, opened registration with the announcement of enhanced and added show features. Over the past decade, IBIE has enjoyed a 65% increase in attendance and is on track to be bigger and better than ever with a nearly sold out show floor. When the show opens September 8-11 in Las Vegas, Nevada, the enlarged expo floor plan will host more than 1,000 exhibitors showcasing the latest in automation/technology, ingredients and industry trends across the vertical supply chain for every role and every segment of the grain-based food industry from wholesale baking, artisan and retail baking to tortilla, snack food and pizza production.

"IBIE has been working hard to ensure we're delivering maximum value to IBIE attendees at every step of their show experience and along the industry supply chain - whether they're walking the show floor looking for the latest advancements or attending a hands-on demonstration in one of our new artisan marketplaces," said Joe Turano, IBIE Chair. "Unlike other events, IBIE is the complete solution for our industry, produced by our industry. We continue to push the boundaries to ensure we're advancing the grain-based food industry as a whole through the diverse and cutting-edge offerings that can be found at IBIE."

### The World Leader in Industry Education

IBIE's world-renowned IBIEducate is unparalleled in its educational offerings to the global baking community and is internationally recognized as the largest, most comprehensive educational program in the industry. The education program features eight tracks for beginner, intermediate and experienced professionals

across all industry segments including: artisan & specialty foods; retail (bakers/decorators, sales & marketing and management); wholesale (formulation and product development, plant operations, process and sales & marketing); tortilla. New in 2019, IBIE will offer a full day of education on September 7, one day prior to the exhibit hall opening.

### New Specialized Experience and Expanded Offering for Artisan Bakers

For the past 100 years, IBIE has been home to bakers looking to enhance their craft. Building on this tradition, IBIE will unveil a new state-of-the-art pavilion introducing show elements specifically produced to support the growth of the artisan and specialty market segment. This category strategy has been expanding since 2010, when IBIE partnered with the Retail Bakers of America.

Curated competitions, staged demonstrations from celebrity chefs and Certified Master Bakers, tastings, expert Q&A sessions, exhibitor demonstrations and much more will bring the pavilion to life. "IBIE 2019 has focused its efforts to address the unique needs of this growing market segment," said Joe Turano. "This new

show floor experience will offer a comprehensive array of education and demonstrations to ensure the artisan community has the tools they need to flourish. Our goal is that artisan and specialty bakers leave IBIE 2019 feeling well-served, connected and inspired."

### Special Benefits for International Visitors

More than 30% of IBIE's attendance is international, representing more than 100 countries. With each passing show, its rapid growth in international participation has transformed the event into the global platform it is today, fostering the cross pollination of ideas, collaboration, and the formation of new business relationships.

IBIE continues to increase services and benefits for international guests and in 2019 is offering dedicated international support both before the show and onsite. Onsite, IBIE will offer registration counters reserved to serving international guests to facilitate easy check in and offer extra onsite support in the International Lounge making business meetings and networking easy with amenities such as complimentary Wi-fi, refreshments and translators on hand to help overcome any language barriers.

## IBIE IN A NUTSHELL

Sponsored by the American Bakers Association (ABA), the Baking Equipment Manufacturers and Allied (BEMA) and the Retail Bakers of America (RBA), IBIE is recognized worldwide as the grain-based food industry's largest, most comprehensive trade event. A "working show," where millions of dollars of business is conducted daily, IBIE brings the entire professional baking community together, offering the complete range of equipment, supply and ingredient solutions and showcasing the newest baking technology in 700,000 net square feet. The triennial event will next be held in Las Vegas, Nevada on September 8-11, 2019, with a full day of education on September 7.

# ProSweets 2019 closed with record attendance

Over 21,000 trade visitors from more than 100 countries visited the German trade show. Tech4Food met the Italian suppliers exhibiting in Cologne from the past 27 to 30 January.

by Federica Bartesaghi

As the international supplier fair and international platform for the sweets and snacks industry, ProSweets Cologne convinced across the board. More than 21,000 trade visitors (+5% compared to 2018) from over 100 countries were counted from 27 to 30 January 2019. Overall, 343 providers (+5% compared to 2018) from 34 countries presented new solutions and further developments for recipes, production and packing of sweets and snacks. “For the suppliers of the sweets industry, ProSweets Cologne is the central, international business platform,” explained Anne Schumacher, Nutrition and Nutrition Technology Vice President at Koelnmesse. “The trade’s interest in the event has also significantly increased. The interplay between the world’s leading sweets trade fair ISM and ProSweets Cologne is a unique constellation and offers incomparable synergies.”

Themes such as smart and flexible machines that can be adapted to changed recipes and demands, and which enable automated cleaning and maintenance, played an important role. Individualised shapes and packaging are of great significance within the sweets and snacks industry and this was also reflected at ProSweets Cologne. The visitors were able to inform themselves about the 3D recording of forms, the latest hot sealing technologies, bio-degradable packing materials as well as new methods for the processing of sensitive raw materials.



**TECH4FOOD**  
Another success at Prosweets 2019 for Tech4Food, Tespi Mediagroup's international trade magazine for the food machinery industry.

## Record di visitatori per ProSweets 2019

Termina con un nuovo record nel numero di visitatori l'edizione 2019 di ProSweets a Colonia, salone internazionale della subfornitura per l'industria dolciaria e degli snack. Dal 27 al 30 gennaio, in contemporanea con Ism, kermesse di riferimento per il prodotto finito, ben 21mila operatori professionali hanno affollato i padiglioni di ProSweets alla ricerca delle soluzioni tecnologiche più innovative per rispondere agli ultimi trend del comparto.



# POSTCARDS FROM COLOGNE

**ACMA**



**AGRIFLEX**



**BOEMA**



**CAMA GROUP**



**CAVANNA**



**CEPI**



Frida Lega

**CO.ME.T**



**CONFITECH**



**DELVER**



**DSC-IDEO TECNICA**



**EXECUTIVE**



**GORRERI**



**IMA**



**LASER**



**LORANDI**



**MC AUTOMATIONS**



**MIA FOOD TECH**



**POMATI**



**PRO-TECH ITALIA**



**RAYTEC VISION**



**ROCK GATE GROUP**



**SACMI PACKAGING & CHOCOLATE**



**SELMI**



**B&B SILO SYSTEMS**



**SILOS&SILOS**



**COLUSSI ERMES**



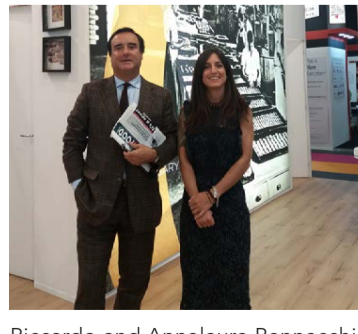
**SPS ITALIANA PACK SYSTEMS**



**TECNO 3**



**TONELLI**



Riccardo and Annalaura Pennacchi

**XPACK**





Since 1950 we have been the **market leader in the design and build** of:

- **smoking, fermenting and drying rooms** for sausages and raw hams;
- **clean rooms and air conditioning systems**;
- **stoves for mortadella**;
- **thawing systems for meats and other food products**;
- **pasteurization lines, spiral freezers and freezing tunnels**;
- **cold stores with ecologic Freon, ammonia and glycol**;
- **Climatic lines for cheese and fish**.



**RESEARCH AND DEVELOPMENT OF TECHNOLOGIES AND EQUIPMENT MORE AND MORE INNOVATIVE**



**WE DESIGN SINGLE MACHINES AND ENTIRE PLANTS**



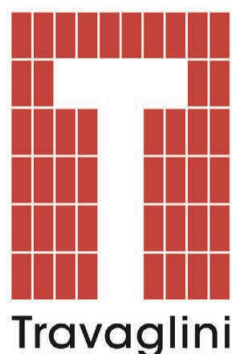
**WE SUPPORT OUR CUSTOMERS IN THE INSTALLATION, PROVIDING TECHNICAL AND TECHNOLOGICAL ASSISTANCE**



**IFFA** Frankfurt  
04th – 09th May 2019  
Stand H44 Hall 8.0

***Your ideas. Our solutions.***

Travaglini S.p.A. is certified  
UNI EN ISO 9001:2015



**Travaglini S.p.A.**  
Via dei Lavoratori, 50  
Cinisello Balsamo  
20092 (MI) Italy  
Tel. +39 02 660971  
Fax +39 02 66013999  
[www.travaglini.it](http://www.travaglini.it)

