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focus on

Beverage is flying high

A glimpse into one of the world's most dynamic industries, in regard to both the final products and the underlying production processes. Waiting for interpack 2020 (Düsseldorf, 7-13 May).

on page 10 and 11

the study

The future belongs to advanced technologies

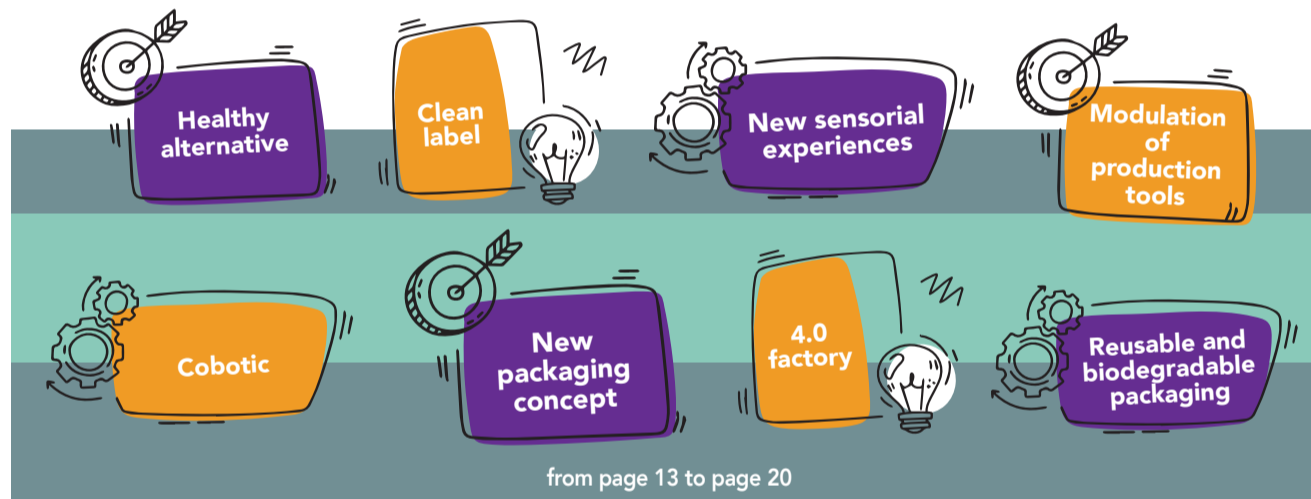
The fourth Industrial Revolution is disrupting and re-shaping the manufacturing industry in the USA. A big business opportunity for both Italian and global companies. The market analysis conducted by the Italian Trade Agency's Chicago office.

on page 24 and 25

PRODUCT PREVIEW

Bienvenue, c'est Cfia 2020!

24th edition for the French trade show dedicated to ingredients, equipment, packaging and processing machines. 1,600 exhibitors expected in Rennes (10-12 March), including 250 newcomers. In the following pages, a showcase of the most interesting products & solutions that Italian exhibitors will be presenting at the fair.



from page 13 to page 20

the event

from page 6 to page 8

The packaging challenge of sustainability

Plastic, alternative materials and new business models at the heart of the international forum promoted by Ucima and Fondazione Fico, on the past 20 and 21 February. It was attended by 500 participants and 35 speakers from all over the world.

PART I

cover story



“Your ideas, our mission”

B&B Silo Systems designs and manufactures storage, transport, dosing and automation systems for raw materials.

Custom-made solutions, able to fulfill any requirement.

on page 9

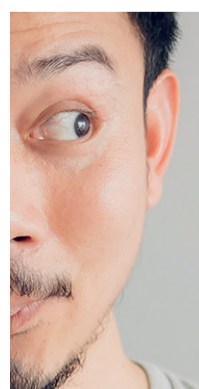
market outlook

on page 12

(Not) all is lost

2019 was a bad year for Italian producers of machine tools, robots and automation. Yet new promising, fast-growing countries could give new life to business.

The analysis by Ucima, the industry association.



markets & data

Good opportunities come in small countries

Despite a population of 23.5 million, in 2018 Taiwan imported consumer-oriented agricultural products worth nearly 6.2 billion dollars. A dependence that is expected to increase, and that discloses great possibilities for Italian companies.

from page 26 to page 29

the company



Packaging since 1976

Roboplast creates customised solutions for the food industry. Using Pet. To meet the highest standards of quality and ensuring sustainability.

on page 22 and 23



Packaging: year zero

By Federica Bartesaghi

Sharing the knowledge and best practices developed is probably the only way to help the world of packaging overcome the challenge of sustainability. An issue that, in the years ahead, will be the real testing ground for the whole agri-food chain.

And redefining the sector's guidelines from A to Z, as well as shed some clarity on the true meaning of 'sustainability' - a word so abused, today, that it almost lost its true meaning - was precisely the aim of the first international forum Packaging Speaks Green, which took place in Bologna on the past 20 and 21 February.

Until just a few weeks ago, that is to say before the Coronavirus emergency captured the complete attention of institutions, press and citizens, that of sustainability in packaging was one of the great issues that dominated the public and political debate.

An attention that, on the one hand, forced all operators in the supply chain to face the challenges imposed by the circular economy, with the creation of new sustainable business models; on the other hand, instead, it determined the spread of too many fake news, first of all on plastic. The latter was unanimously, and at any latitude elected as the number one enemy of the environment, despite its properties - very little known by most people - probably make it one of the most sustainable materials currently on the market. There was also a discussion on bioplastics, which unlike plastic are often seen as the solution to all global issues, although they

present many problems in the end-of-life.

To this regard, some of the major problems that both industry and distribution are facing right now - and that the politicians and institutions should take into great consideration - have emerged from the forum. First of all, the total lack of uniformity in the waste collection systems, which in addition to representing a major obstacle for operators, also generates great confusion in the final consumer, the one that, in the end, is supposed to make a correct separate collection of waste.

Among the major highlights of the section dedicated to the legislative context, the large gap existing between the most developed countries - where the population is increasingly concerned about sustainability and the environmental - and the developing countries, where the first concern of the final consumer is still to guarantee his family food and beverage, regardless of how they are packaged.

During the panel dedicated to the retail world, Amazon was noticed for its absence. It would have been particularly interesting to get to know the strategies of the e-commerce giant that, in 2017 (which means two years ago), shipped around the world 5 billion items characterized by an abundance of primary and secondary packaging. Hence, e-commerce has been identified as one of the systems that contributes the most to the generation of waste, especially in developing countries.

Amazon, if you are there knock once for 'yes'!



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Packaging: anno zero

Condividere le conoscenze e le best practice acquisite sul campo è forse l'unica via percorribile per aiutare il mondo del confezionamento a vincere la sfida della sostenibilità. Tema che, negli anni a venire, sarà il grande banco di prova di tutta la filiera agro-alimentare.

E proprio ridefinire dalla A alla Z le linee guida per il settore, oltre che portare un po' di chiarezza sul vero significato di 'sostenibilità' - una parola così abusata, oggi, da perdere quasi il suo vero significato - era l'obiettivo del primo forum internazionale Packaging Speaks Green, che ha avuto luogo a Bologna lo scorso 20 e 21 febbraio.

Fino a solo qualche settimana fa, ovvero prima che l'emergenza Coronavirus catalizzasse totalmente l'attenzione di istituzioni, stampa e cittadini, quello della sostenibilità nel packaging era uno dei grandi temi che animavano il dibattito pubblico e politico.

Un'attenzione che, da un lato, ha contribuito a spronare gli operatori della filiera ad affrontare di petto le sfide imposte dalla circular economy,

con la creazione di nuovi modelli di business sostenibili; dall'altro, però, ha generato una lunga serie di fake news, in primis sulla plastica. Quest'ultima, è stata decretata all'unanimità - e a ogni latitudine - il nemico numero uno dell'ambiente. Sebbene le sue proprietà, forse poco note ai più, la rendano probabilmente uno dei materiali più sostenibili attualmente in commercio. Non è mancato anche un confronto sulle bioplastiche, che al contrario della plastica sono viste come la soluzione a tutti i mali del mondo, sebbene presentino non pochi problemi nel fine vita.

A questo proposito, dal confronto bolognese sono emersi alcuni dei grandi problemi che industria e distribuzione si trovano ad affrontare quotidianamente e che il mondo istituzionale e politico dovrebbe tenere in grande considerazione. In primis, la totale mancanza di uniformità nei sistemi di raccolta dei rifiuti, che oltre a rappresentare un grosso impedimento per gli operatori genera anche grande confusione nel consumatore finale, vero fautore della raccolta dif-

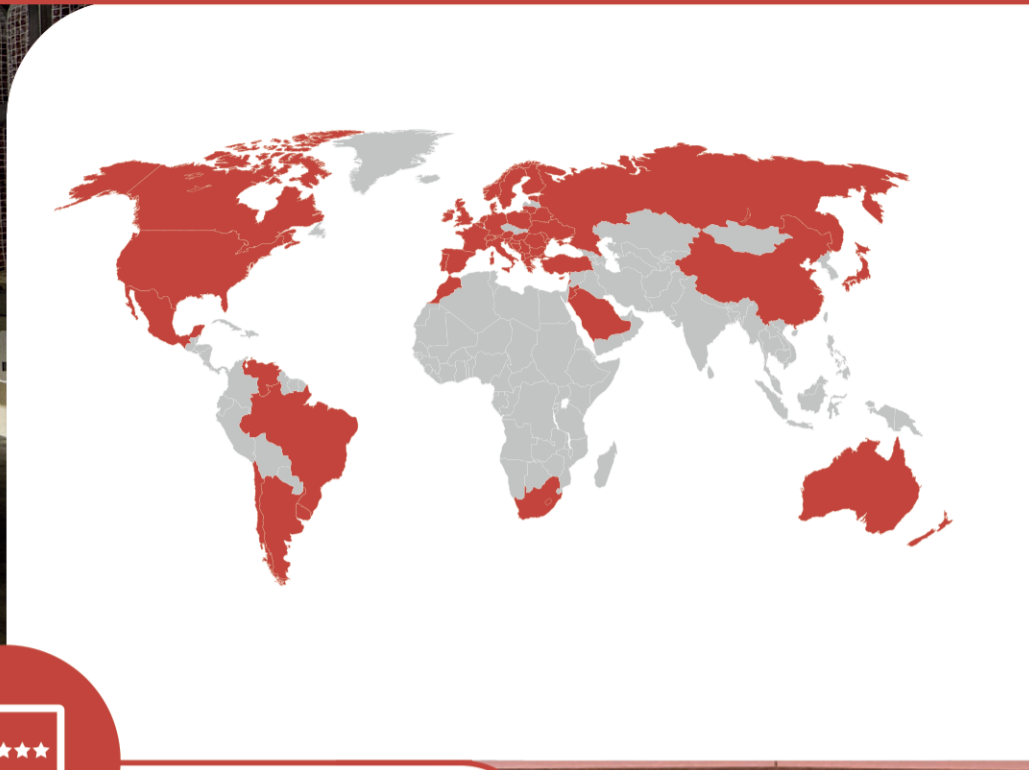
ferenziata.

Tra i maggiori highlights della sezione dedicata al contesto legislativo è invece emersa la profonda frattura esistente tra i Paesi più sviluppati - dove sostenibilità e salvaguardia dell'ambiente sono temi sempre più sentiti dalla popolazione - e i Paesi in via di sviluppo, dove invece la prima preoccupazione del consumatore finale è ancora quella di garantire alla propria famiglia cibo e bevande, indipendentemente da come queste siano confezionate.

Durante il panel dedicato al mondo retail è brillata per assenza Amazon. Sarebbe stato particolarmente interessante conoscere le strategie del colosso dell'e-commerce che, nel 2017 (quindi ben due anni fa), ha spedito in giro per il mondo 5 miliardi di pacchi caratterizzati da abbondanza di packaging primario e secondario. L'e-commerce, infatti, è stato individuato come uno dei sistemi che maggiormente contribuisce alla generazione di rifiuti, soprattutto nei Paesi in via di sviluppo.

Amazon, se ci sei, batti un colpo.

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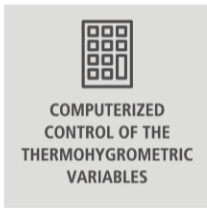
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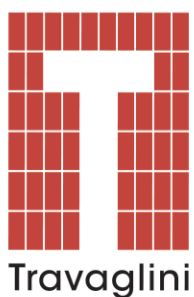
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PACKAGING: UCIMA KICKS OFF ITS 2020 INTERNATIONAL PROMOTIONAL PROGRAMME

Over the next 12 months, the Italian packaging machinery manufacturers' association (Ucima) will once again be engaged in international promotion for the sector. And the number of trade fair appointments has almost doubled. "A clear choice, that reflects the excellent support it offers companies in penetrating foreign markets and maximising visibility," explains the association. After attending ProPak Philippines in Manila, a local spin-off of the more famous event ProPak Asia devoted to processing and packaging, on the past February, Ucima's associates will be showcasing their offer at the first edition of ProPak Mena (Cairo, 15-17/3), Propak East Africa (Nairobi 17-19/3) and ProPak Vietnam (Ho Chi Minh, 24-26/3). In chronological order, the next events will be Djazagro (Algeria), Korea Pack (South Korea), Expo Pack Mexico (Mexico), Rosupack (Russia), ProPak Asia (Thailand), ProPak China (China), Propak West Africa (Nigeria), ProPak Myanmar (Myanmar), ProPak India (India) and Pack Expo International (USA).

Packaging: al via il programma di promozione internazionale 2020 di Ucima

Inizia una nuova stagione di promozione internazionale per Ucima, l'associazione dei costruttori italiani di macchine automatiche per l'imballaggio e il confezionamento. Nei prossimi 12 mesi, l'associazione sarà in prima fila ai più importanti appuntamenti fieristici mondiali di settore: quasi il doppio rispetto allo scorso anno. "Una scelta precisa", spiega l'associazione, "che denota il qualificato supporto alle aziende nelle attività di penetrazione dei mercati esteri, orientato alla massima visibilità". Prima tappa a Manila, lo scorso febbraio, per Propak Philippines, spin-off locale della più celebre Propak Asia dedicata al processing e al packaging. A seguire, nel mese di marzo, la prima edizione di Propak Mena (Cairo, 15-17/3), Propak East Africa (Nairobi, 17-19/3) e Propak Vietnam (Ho Chi Minh, 24-26/3). In ordine di svolgimento, le altre tappe saranno Djazagro (Algeria), Korea Pack (Corea del Sud), Expo Pack Mexico (Messico), Rosupack (Russia), Propak Asia (Thailandia); Propak China (Cina), Propak West Africa (Nigeria), Propak Myanmar (Birmania), Propak India (India) e Pack Expo International (Usa).

RUSSIA: TECHNOLOGIES ON DISPLAY AT UPAKOVKA AND INTERPLASTICA 2020

A total of 937 exhibitors from 40 countries and around 24,950 visitors attended the 2020 edition of Upakovka and Interplastica, the two trade fairs held at the Central Exhibition Complex Expocentre in Krasnaya Presnya, Moscow, on the past 28-31 January. As a member of the interpack alliance, Upakovka, with its ranges in the packaging and related processing industry, addresses both food non-food and industrial goods. Food one of the most important manufacturing industries in Russia, and is experiencing stable growth. In 2019, sales of pre-packed foods were up by 1.2% and, according to market researchers, the demand will rise by another 6% by 2024, at 33 million tons. The most important supplier of modern processing and packaging technology to the Russian industry is Germany. According to Vdma, the German industry's association, over the first 11 months of 2019 German manufacturers exported food and packaging machines worth 324 million euro to Russia. The next Upakovka in Moscow will be held from 26 to 29 January 2021.

Russia: tecnologie in mostra a Upakovka e Interplastica 2020

937 espositori provenienti da 40 Paesi e 24.950 visitatori. È questo il bilancio dell'edizione 2020 del duo fieristico composto da Upakovka e Interplastica, in scena presso il Central Exhibition Complex Expocentre di Krasnaya Presnya, a Mosca, dal 28 al 31 gennaio scorsi. Come membro dell'interpack alliance, Upakovka si rivolge sia ai produttori di beni alimentari che non alimentari. In ambito food, negli ultimi anni l'industria russa ha conosciuto una crescita stabile e dopo il +1,2% messo a segno nel 2019, si stima che la vendita di prodotti alimentari confezionati nel Paese crescerà di un altro 6% entro il 2023, a 33 milioni di tonnellate. La Germania si conferma il primo fornitore di tecnologie di processing e packaging per l'industria russa. Secondo l'associazione tedesca di settore Vdma, nei primi 11 mesi del 2019 la Germania ha esportato in Russia macchine per un valore di 324 milioni di euro. La prossima edizione di Upakovka e Interplastica si terrà a Mosca dal 26 al 29 gennaio 2021.

TORY CHANCELLOR MICHAEL GOVE CONFIRMS POST-BREXIT TRADE BARRIERS

Michael Gove, Chancellor of the Duchy of Lancaster, has informed UK companies that they need to prepare for "significant change", which starting from next year will result in "inevitable" border checks for "almost everybody" who imports from the EU. In the first official confirmation that the government is going to impose trade barriers post-Brexit, he warned there would be checks on food and goods of animal origin, plus customs declarations and mandatory safety and security certificates required for all imports.

Il cancelliere Tory Michael Gove conferma le barriere commerciali post-Brexit

Michael Gove, cancelliere del ducato di Lancaster, ha informato le aziende del Regno Unito che devono prepararsi per un "cambiamento significativo", che dal prossimo anno comporterà "inevitabili" controlli alle frontiere per coloro che importano dall'Ue. In quella che è stata di fatto la prima conferma ufficiale delle barriere commerciali che saranno imposte dal governo post-Brexit, Gove ha anticipato che ci saranno controlli su alimenti e merci di origine animale, oltre alla richiesta di dichiarazioni doganali e certificati obbligatori di sicurezza per tutti i tipi di importazione.

FABBRI GROUP PRESENTS 'NATURE FRESH', SUSTAINABLE PACKAGING FILM



The Italian packaging producer Fabbri Group has launched the first cling film for automatic packaging worldwide certified as industrial compostable (TÜV Austria, European Bioplastics, CIC - within the EN 13432 Standard) and home compostable (TÜV Austria). A new sustainable film able to meet the modern needs from both the food industry and consumers in terms of packaging: protecting food, avoiding food waste, limiting the use of plastics, using greener solutions. "Approved for direct food contact with all types of foods, even fatty ones, Nature Fresh completely changes our perspective on packaging, leading to a concrete and manageable evolution towards the circular economy and to a major respect for the environment," the company said. One of the film's most interesting features is its high moisture vapor transmission rate: foods can breathe according to their own rates. "Due to its optimal stretch properties - the company explained - it is necessary in minimum quantities to package your food. Furthermore, it is printable with compostable inks for a better communication and branding."

Gruppo Fabbri presenta 'Nature Fresh', il film per imballaggio sostenibile

Lo specialista italiano del confezionamento, Gruppo Fabbri, lancia sul mercato il primo film per imballaggio automatico certificato come adatto al compostaggio industriale (TÜV Austria, European Bioplastics, CIC - in base alla Norma UNI EN 13432) e domestico (TÜV Austria). Un film sostenibile, in grado di rispondere alle moderne esigenze dell'industria alimentare e dei consumatori in termini di imballaggio: proteggere gli alimenti, evitarne gli sprechi, limitare l'uso della plastica, utilizzare soluzioni più ecologiche. "Approvato per il contatto diretto con tutti i tipi di alimenti, anche grassi, Nature Fresh cambia completamente la prospettiva sul confezionamento in un'ottica di maggiore rispetto per l'ambiente", spiega l'azienda. Tra le principali caratteristiche del nuovo film c'è l'elevato tasso di permeabilità al vapore acqueo, che garantisce una traspirazione ottimale agli alimenti. "Grazie alla sua ottimale estensibilità - fa sapere l'azienda - sono necessarie quantità minime per il confezionamento di alimenti. È inoltre stampabile con inchiostri compostabili per una maggiore comunicazione e branding".

MACA ENGINEERING JOINS THE AROL GROUP

Maca Engineering, specialist in designing and manufacturing machines for the production, assembly and cut of aluminium and plastic caps and closures, joined the Arol Group, world leader in capping equipment. "We are particularly pleased to welcome in our family the Maca Engineering team, which for over 30 years has been designing and manufacturing equipment synonymous of robustness, precision and reliability, perfectly in line with our values and objectives," said Alberto Cirio, ceo of Arol, that with this acquisition confirms its industrial project and strategy to vertically expand its range of high-tech machines for primary packaging. In 2017 and 2018, two more companies joined the Arol Group: Unimac-Gherri (based in Montecchio, Reggio Emilia), specialist in filling and closing glass containers with twist-off tops; and Tirelli (based in Porto Mantovano, Mantova), focused on packaging equipment for the cosmetics industry.

Maca Engineering entra nel Gruppo Arol

Maca Engineering, specialista nella progettazione e costruzione di macchine per la produzione, l'assemblaggio e il taglio di capsule in alluminio e plastica, entra a far parte del Gruppo Arol, punto di riferimento nella progettazione e produzione di sistemi di capsulatura. "Siamo particolarmente soddisfatti di accogliere nella nostra famiglia il team di Maca Engineering, che da oltre 30 anni progetta e produce macchinari sinonimo di robustezza, precisione ed affidabilità, perfettamente in linea con i nostri valori e obiettivi", commenta Alberto Cirio, amministratore delegato di Arol, che con questa nuova acquisizione conferma il proprio progetto industriale, volto a espandere l'offerta di macchine ad alto contenuto tecnologico per il packaging primario. La campagna di aggregazioni di Arol è cominciata nel 2017 con l'acquisizione di Unimac-Gherri (Montecchio, Reggio Emilia), specializzata nello riempimento e nella chiusura di contenitori in vetro con capsule twist-off per il settore alimentare, ed è proseguita nel 2018 con Tirelli (Porto Mantovano, Mantova), attiva nella produzione di impianti di riempimento, tappatura ed etichettatura per l'industria cosmetica.

US IMPORT TARIFFS: NO INCREASE FOR ITALIAN PRODUCTS

Good news for Italian exports to the United States. The review of the list of products subject to duties, issued last October after the WTO ruling on Airbus subsidies, will not affect 'made in Italy'. The Office of the United States Trade Representative (USTR) did not include any change compared to what was issued a few months ago, avoiding the extension of duties to other sectors and the increase of existing tariffs. No further tariff will be then imposed to wines, whose export to the US is worth 1.7 billion dollars; olive oil, a market worth 436 millions overseas; and pasta (305 millions). Nevertheless, USTR claimed that in the future it may make new changes in the list of goods affected by the tariffs. The next update is expected in 180 days.

Dazi Usa: nessun aumento per i prodotti italiani

Buone notizie per l'export italiano negli Stati Uniti. La revisione della lista dei prodotti soggetti a dazi, emanata lo scorso ottobre a seguito della sentenza del Wto sul caso Airbus, non colpisce il made in Italy. L'ufficio del rappresentante Usa per il commercio (Ustr), non ha modificato nulla rispetto a quanto emanato pochi mesi fa, scongiurando l'estensione di dazi ad altri settori e l'inasprimento delle tariffe esistenti. Salvi dunque i vini, il cui export negli Usa vale 1,7 miliardi di dollari, e l'olio d'oliva, un mercato da 436 milioni Oltreoceano, e la pasta (305 milioni). L'ufficio per il commercio americano si riserva, in futuro, di cambiare le merci colpite dalle tariffe. Il prossimo aggiornamento è previsto tra 180 giorni.

FRIGOMECCANICA PRESENTS THE 'BIFLUSSO SYSTEM'



The Italian top-quality producer of refrigeration systems for the food industry, Frigomeccanica, presents an air distribution and conditioning system with bi-directional system, called 'Biflusso System'. Dedicated to a wide range of food items – like dried cured meats, cheeses, fish, pasta, fruit and vegetables – the system provides with vertical air circulation with alternating flow from the floor to the ceiling and from the ceiling to the floor, with simultaneous variation of the flow rate, to uniform the horizontal distribution.

Frigomeccanica presenta gli impianti 'Biflusso' Lo specialista italiano della refrigerazione in ambito food, Frigomeccanica, presenta il nuovo 'Impianto Biflusso', una soluzione di distribuzione e condizionamento dell'aria con sistema bi-direzionale. Dedicato a un'ampia gamma di referenze alimentari – dai salumi ai formaggi, dal pesce alla pasta, fino a frutta e verdura – il sistema si basa su una circolazione verticale dell'aria con movimenti alternati dal pavimento al soffitto e dal soffitto al pavimento, con contemporanea variazione della portata, per uniformare la distribuzione orizzontale.

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The packaging challenge of sustainability

Plastic, alternative materials and new business models at the heart of the international forum promoted by Ucima and Fondazione Fico, on the past 20 and 21 February. It was attended by 500 participants and 35 speakers from all over the world.

by Federica Bartesaghi

The world's leading packaging experts met in Bologna on the past 20 and 21 February to discuss the future of a sector that, as never before, is the focus of global attention. The occasion was represented by 'Packaging Speaks Green', the first international forum on sustainable packaging promoted by Ucima, the national trade association that represents the Italian packing and packaging machinery manufacturers, with the collaboration of Fondazione Fico, which hosted the event at Fico Eataly World (Bologna).

35 speakers from all continents took the stage, representing some of the major global brands, as well as universities, research institutes, institutions and trade associations that have described the state of the art of the industry and outlined new business models. "In this historical moment, we are more than ever conscious of the need to establish a benchmark that can help us pave the way to achieve packaging sustainability. Not only in Italy, but on a global scale," said Enrico Aureli, chairman of Ucima.



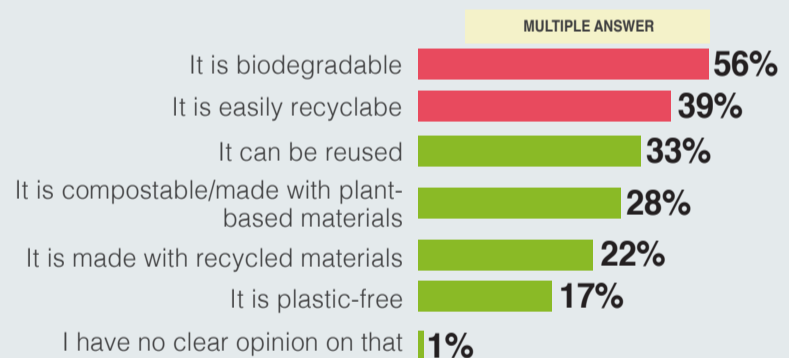
THE ITALIAN SCENARIO: NEW CONSUMPTION PATTERNS

THE GREEN REVOLUTION

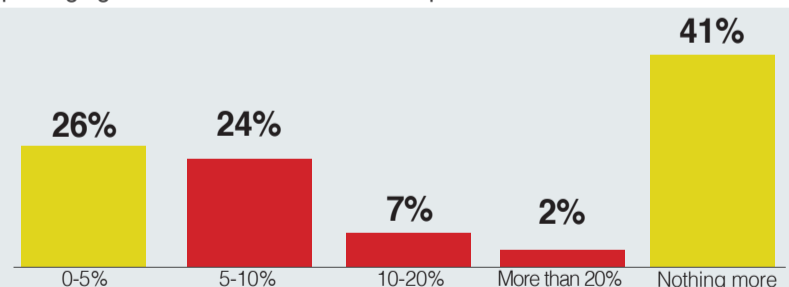
The international forum was opened up by the Nomisma research institute, which presented the data of its observatory on packaging. According to Silvia Zucconi, market intelligence manager of Nomisma, the environmental impact of packaging is increasingly influencing consumer choices, where 98% of the sample said to be convinced that the small daily actions taken by the every member of the community can make the difference. 48% of respondents also said that they no longer purchase products presenting an over-packaging, while 22% said they no longer buy products packed in plastic. Although a growing number of consumers is demanding the packaging industry for more sustainable solutions, just a small share of them is willing to pay more for such 'green' alternatives: 41% of the sample is not willing to spend more and a further 26% would accept to spend just a little more. In real life, this already low propensity is likely to translate into an almost total rejection by 67% of Italians. Nevertheless, the scenario does not change if we look beyond national borders, in particular at Germany and the United States. According to Nomisma, 56% of German consumers and 51% of Americans said that they are not willing to pay more for a sustainable pack. "There is in Italy, as well as abroad, the consumers' demand for greater clarity", explains Silvia Zucconi. "Companies must allow consumers to get all the information on the sustainability of a product in the most immediate and clear way possible, since consumers want to be an active part of this change". Every Italian consumer produces 173 kilos of packaging every year. An 11% increase over the past 10 years. Of these 173 kilos, 40% is represented by paper, 19% by plastic and 18% by glass. Analyzing only plastic waste, 59% is made up of packaging.

The search for sustainable packaging, without paying more

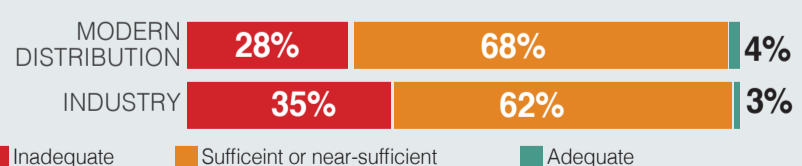
Which are the main features of a sustainable pack?



How much more would you spend for a packaging with a lower environmental impact?



How do you evaluate the efforts made by companies to reduce the environmental impact of product packaging?



Source: Nomisma Observatory on Packaging, 2019



Il packaging alla sfida della sostenibilità

I maggiori esperti mondiali di confezionamento si sono dati appuntamento a Bologna, lo scorso 20 e 21 febbraio, per discutere il futuro di una filiera che, mai come oggi, si trova al centro dell'attenzione mondiale. L'occasione era rappresentata da 'Packaging Speaks Green', primo forum internazionale sul packaging sostenibile promosso da Ucima, l'Associazione nazionale che rappresenta i costruttori italiani di macchine per il confezionamento e l'imballaggio, con la collaborazione di Fondazione Fico, che ha ospitato l'evento. A prendere la parola 35 relatori provenienti da tutti i continenti in rappresentanza di alcuni dei brand leader a livello globale, ma anche università, istituti di ricerca, istituzioni e associazioni di categoria che hanno descritto lo stato dell'arte dell'industria e delineato nuovi modelli di business.

SUSTAINABILITY AS A PURCHASING DRIVER

Although not willing to pay more, the Italian consumer claims to be attentive to the sustainability of a product, indicating it as the second most important purchase attribute (36%) after the quality of the product itself (44%). However, Nomisma's survey shows how confused the consumer is about the very same meaning of 'sustainability': for 42% it is associated with organic products; for 37% it means having a pack made with recycled or low environmental impact materials; 31% indicates products manufactured using renewable sources or with low energy/water consumption (18%); and finally, for 24% of the sample, being sustainable means guaranteeing the right income to producers.

Also interesting is the analysis of the packaging materials that, according to consumers, are more sustainable: in the beverage sector glass (64%) occupies first place, followed by cardboard/brik (26%); in the food sector, paper is considered to be greener (47%). Plastic occupies the bottom of the rank, chosen only by 4% of consumers. But what are the actions taken by Italians to be more sustainable? As many as 83% say they practice separate waste collection, followed by a lower electricity (78%) and water (77%) consumption, the limitation on the purchase of plastic bottles (41%) and the preference for sustainable transport (38%).



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THE ITALIAN SCENARIO: NEW CONSUMPTION PATTERNS

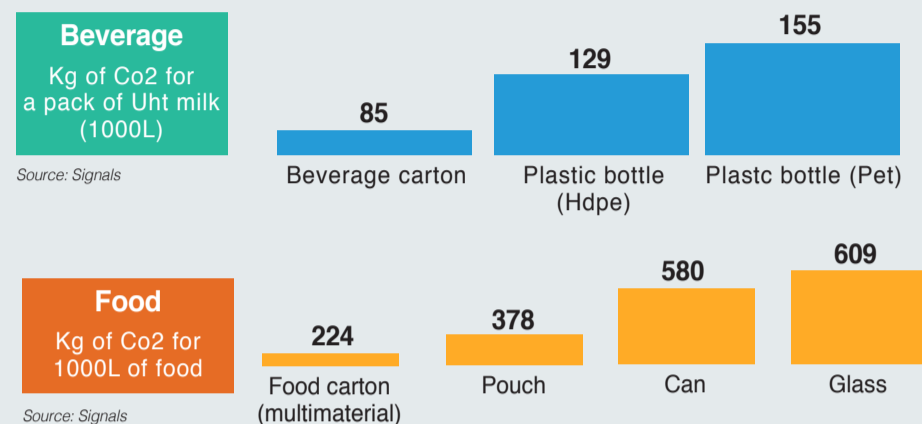
ITALY IS A LEADER IN THE GREEN ECONOMY

Although Italians believe that their country is not doing enough for sustainability, according to Nomisma's report Italy is very well positioned compared to other countries. "Italy is a leader in the green economy, with a score higher than the European average", explains Zucconi. "We are performing better than countries that, in the common opinion, are believed to be far ahead of us, such as Germany. In fact, we are the first in Europe in terms of circular production and we occupy 16th place in the worldwide rank for environmental performance". In Italy, 76% of greenhouse gas emissions are caused by industrial activities, while 24% is generated by households. Today, one in two companies is committed to reduce its environmental impact, but only 7% of consumer goods companies is investing in circular economy.

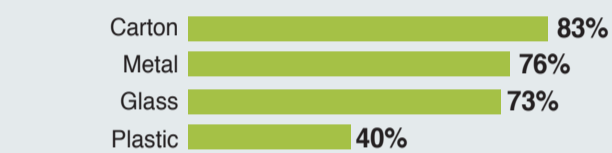
THE EVOLUTION OF RETAILERS

During the forum, Nomisma's analysis of consumption was accompanied by the one formulated by Nielsen, which investigates more in detail the 'green evolution' of the retail world. As Nicola De Carne, Nielsen's retail client business partner explains, in 2019 modern distribution was responsible, in Italy, for the sale of 43.3 billion packaging items, with an increase of 1% on 2018. Packaged food and water are the two categories most affected by the presence of packaging, together with personal care. Consumer goods are responsible for placing 3 million tons of packaging on the market per year (41% drinks, 37% food). And the market sector showing the highest growth (+3.2%) is that of fresh products, that is changing in order to meet the needs of modern consumers (on-the-go consumption, long lasting shelf life, quick shopping etc.). "Today, only 25% of companies in Italy is offering products with sustainable features," explains Nicola De Carne. "Furthermore, the degree of recyclability of a product is communicated only on 42% of the products on sale in modern distribution. A percentage that, in the case of Private Label products, rises to 67%."

Packaging 'pollution'



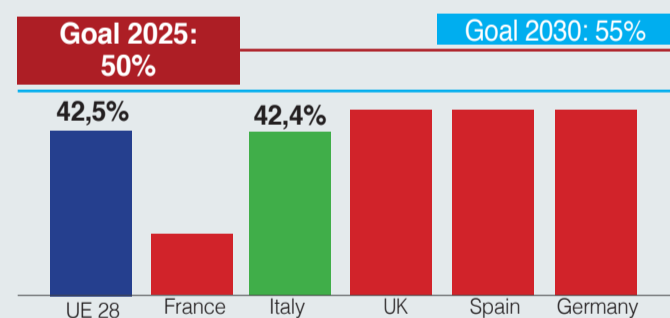
Materials' recyclability



Italy and sustainability

	ITALY	RANK ITA	BIG 5 UE	UE
GREENHOUSE EMISSIONS PER PRODUCT UNIT (tons of CO ₂ equivalent per Mnl euro product)	97,3	3°	105,9	125,4
ENERGY INPUTS PER PRODUCT UNIT (tons of oil equivalent per Mnl euro product)	14,8	2°	15,9	18,0
MATERIAL INPUTS PER PRODUCT UNIT (tons per Mnl euro product)	285,9	2°	318,6	445,8

Recycling rate for plastic packaging waste (value % | Year 2016)



Source: Nomisma on Eurostat data, 2017

A PACKAGING (OR PLASTIC) FREE WORLD? IT JUST CAN'T EXIST

"Sustainability is based on three fundamental pillars: economy, society and the environment. To be truly circular and sustainable, the paradigm must take into account all of these aspects, or it cannot work on a global scale," said Johannes Bergmair (picture), general secretary of the World packaging organization (Wpo). "The widespread opinion seems to be that packaging is enemy of the environment, but the truth is that wi-



thout packaging the world economic system would not work: packaging, thanks to its mechanical function of protection from hurts and contaminations, allows us to preserve the products that can thus circulate around the world. It is therefore wrong to think that without packaging there would be no environmental pollution, primarily due to the sharp increase in food waste that would be created". The director's attention then focuses

on plastic, the most discussed among packaging materials: "Plastic is fantastic: it is light, resistant and inexpensive. To ban it, or demonize it, would be unfair. The greatest problem with plastic is the way it is (or is not) collected, recycled and reused. Thinking of replacing it with alternative materials is dangerous, because according to how the collection and recycling systems are structured today, these products may cause even greater damage to the environment."

In part 2, the focus will be set on the packaging legislations in Europe, India, Australia and the US; as well as on the new materials and innovative packaging solutions presented by the world's leading Fmcg brands.

end

“Your ideas, our mission”

B&B Silo Systems designs and manufactures storage, transport, dosing and automation systems for raw materials. Custom-made solutions, able to fulfill any requirement.

by Federica Bartesaghi

Since it was established 20 years ago in the province of Ferrara (Emilia Romagna), the company's main goal has always been to identify the best technical and system solutions to turn its customers' ideas into reality. Master in the design and manufacturing of tailor-made storage, transport, dosing and automation systems for raw materials, B&B Silo Systems addresses all industries: from food to chemical, from cosmetic to the pharmaceutical sectors.

“Each system is developed according to the specific requirements and needs of each individual customer, whose involvement is considered fundamental from the pre-design up to the post-sales stage,” the company said. Formed by a dynamic and highly skilled management group, in a few years B&B Silo Systems has successfully established itself on the Italian and international scene. “In a market in continuous and fast evolution - it explains - our company is constantly engaged in the research of technical and system solutions able to make the production process more efficient and qualified, guaranteeing high standards.”

More international, more customer-oriented

The willingness to meet customers from all over the world, with direct visits to their factories, but also the presence at major trade fairs, in Italy and abroad, have made B&B Silo Systems known on a global scale, extending the customer portfolio. “This has made new and dynamic partnerships possible, continuously evolving, allowing us to reach our business partners in an increasingly widespread way,” the company adds. Today, exports account for around 70% of B&B Silo Systems' turnover and are mainly directed to EU countries, the United States and the Middle East. “While Africa and South-East Asia are proving to be increasingly interesting markets to us”.

From the idea to the solution

The B&B Silo Systems group divisions ad-

dress the different aspects of customer requests, being distributed in the areas of: pre-design, technical design, production, installation, assistance, research and development. In the various stages of the project, the collaboration and feedback of the customer remain constant: “Right from the first contact, we establish a close relationship with our customers, that develops in the design and implementation stages of the system, and that does not end with its installation, but continues in the post-sales stage”, B&B Silo Systems explains.

Technological expertise for food producers

The automation of production processes involving macro and micro ingredients, in powder and/or liquids, with the aim of minimising manual operations and ensuring maximum accuracy is one of the company's core businesses. “Our experience and know-how make us a unique partner in the food sector, geared towards increasing productivity, flexibility and reliability”, the company said. Each B&B Silo Systems system adapts to its context, providing the storage of raw materials in internal and/or external silos, whose loading takes place through sack or big-bag unloading systems, or directly from the supplier's truck. Subsequently, the raw materials are conveyed to the dosing point, through appropriate mechanical or pneumatic transport systems. Finally, the powder and/or liquid ingredients are dosed and mixed in the hoppers placed near the mixers. For micro-ingredients the company designed micro-dosers with manual or automatic loading. In addition to the actual systems, B&B Silo Systems provides the appropriate accessories or special components: dust extraction systems, sieve shakers, mixers, mills for sugar grinding, fermenters, flour cooling systems. The management and control of the single component or the complete system is carried out by micro-processors and operator panels, developed specifically by the company's technicians.

“Le tue idee, la nostra missione”

Con sede a Ferrara, B&B Silo Systems è specializzata nella progettazione e costruzione di impianti di stoccaggio, trasporto, dosaggio e automazione delle materie prime per ogni comparto industriale: dall'alimentare al chimico, dal cosmetico al farmaceutico. Fondata 20 anni fa, l'azienda ha sempre avuto come obiettivo principale quello di soddisfare le esigenze dei propri clienti con soluzioni su misura capaci di trasformare le loro idee in realtà.





Beverage is flying high

A glimpse into one of the world's most dynamic industries, in regard to both the final products and the underlying production processes. Waiting for interpack 2020 (Düsseldorf, 7-13 May).

by Federica Bartesaghi

Global population growth is, by force of circumstances, also accompanied by a growth in beverage sales. In 2018 alone, 947 billion litres of beverages were consumed on a global scale and by 2023, the demand is expected to increase by 16.3%, exceeding one trillion litres. This according to data provided by Euromonitor International and VDMA, the German food processing and packaging machinery association, and reported by Interpack. Of course, the growth is stronger in emerging economies, namely the Brics: Asian, Latin American and African countries.

As a consequence, the beverage industry is today one of the most important sales markets for manufacturers of packaging machines. According to VDMA, filling and capping machines worth over 7.4 billion euros were exported around the globe in 2018, up by 3.6% over 2017. Germany is leading the export rank: in 2018, the country exported filling and capping machines worth more than 2.3 billion euro (+5% over 2017). Italy occupies second place, with an export value of more than 1.4 billion euro (+0.3% over 2017). Going back to Germany, production of beverage manufacturing machines reached 552 million euros in 2018, an increase of 6.7% compared to 2017.

The field of beverage packaging and processes will be an important component of interpack 2020 (Düsseldorf, 7-13 May 2020), where a total of 1,544 exhibitors will be presenting solutions for the beverage industry - including the latest developments along the entire machine and equipment value chain, from various types of containers to materials and recycling. Hall 13 is a key area.

The market is changing, and so does the industry

Global consumers' awareness has significantly increased, and at the time of selecting products they are now demanding for higher quality beverages and more sustainable packaging solutions. They tend to make more conscious decisions and pay increased importance to ingredients and their origins. In addition, the increase in out-of-home consumption and the desire for more convenience led to a rising demand for individual beverages in light-weight packaging and smaller batches.

In addition, consumers belonging to the 50+ generation make up the higher share in the field of beverages (almost 40%), and therefore have become a strategic target group for beverage suppliers. What do they ask for? Low-calorie, high-quality and healthy beverages, first of all. As regards packaging, it has to be easy to open and just as easy to reseal.

The beverage industry needs to be able to react to such changing demands - of both consumers and trade - by providing a variety of products in an increasingly shorter time. In the meanwhile, it is facing big challenges like fluctuating prices for raw materials and a considerable price competition in the food retail trade. This calls for energy-efficient, resource-conserving and flexible solutions for a closed circular economy. In this area, digital printing provides maximum flexibility: marketing strategies can be implemented over night, without having to worry about first using up bottle labels currently in stock. The printing process can be used on the new virgin Pet as well as on r-Pet, and uses inks that can be removed from the Pet without any residue during recycling.

Sustainability is the key world

When it comes to products and packaging, more and more consumers are paying attention to sustainability aspects, and are consciously choosing healthier, regional, fair trade and organic products. Beverage manufacturers and packagers are reacting with intelligent technologies, machines and equipment that conserve resources as well as with recyclable materials that can be used in closed cycles.

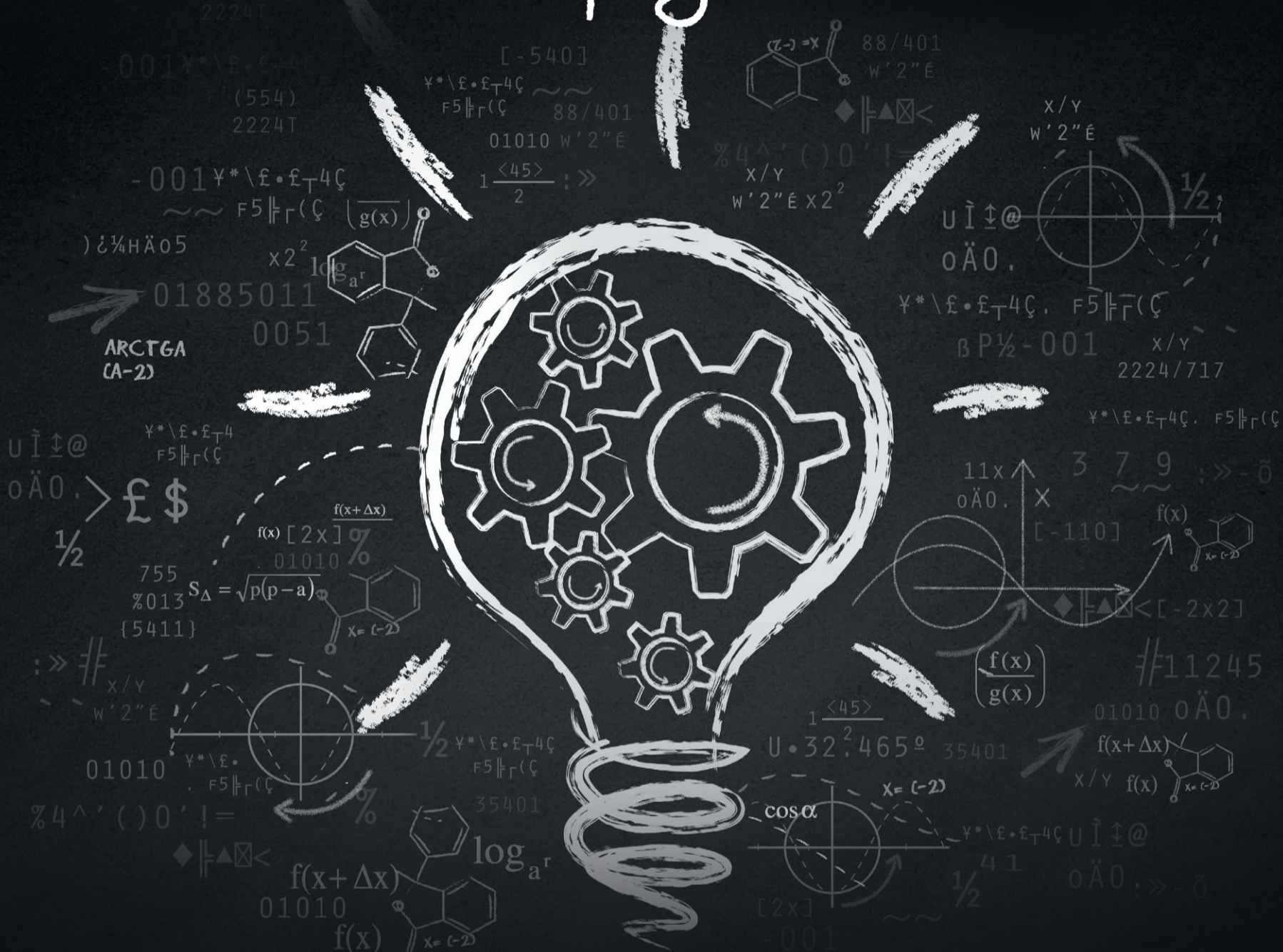
Leading beverage brands are now banking on sustainable raw materials and 100% recyclability when it comes to primary and secondary packaging. For instance, by 2025 (2030 at the latest) Coca-Cola aims to return one item of packaging to the recycling cycle for every item of packaging that is brought to market. The company also plans to make every bottle fully recyclable: in 2019, it presented the first sample bottle, which is made of 25% food grade ocean plastic.

Beverage: un mercato in forte espansione

Cresce, di pari passo con la popolazione, anche la produzione mondiale di bevande. Come evidenziano i dati di Euromonitor International e dell'associazione dei costruttori tedeschi di macchine di processing e packaging (Vdma), riportati da Interpack, nel 2018 sono stati consumati, nel mondo, 947 miliardi di litri di bevande. Entro il 2023, la domanda dovrebbe crescere del 16,3%, a oltre mille miliardi di litri. Un business strategico per i fornitori di tecnologie, che devono tuttavia essere pronti a fornire macchine flessibili e a basso impatto energetico, pronte a rispondere a un mercato in rapida e costante evoluzione.

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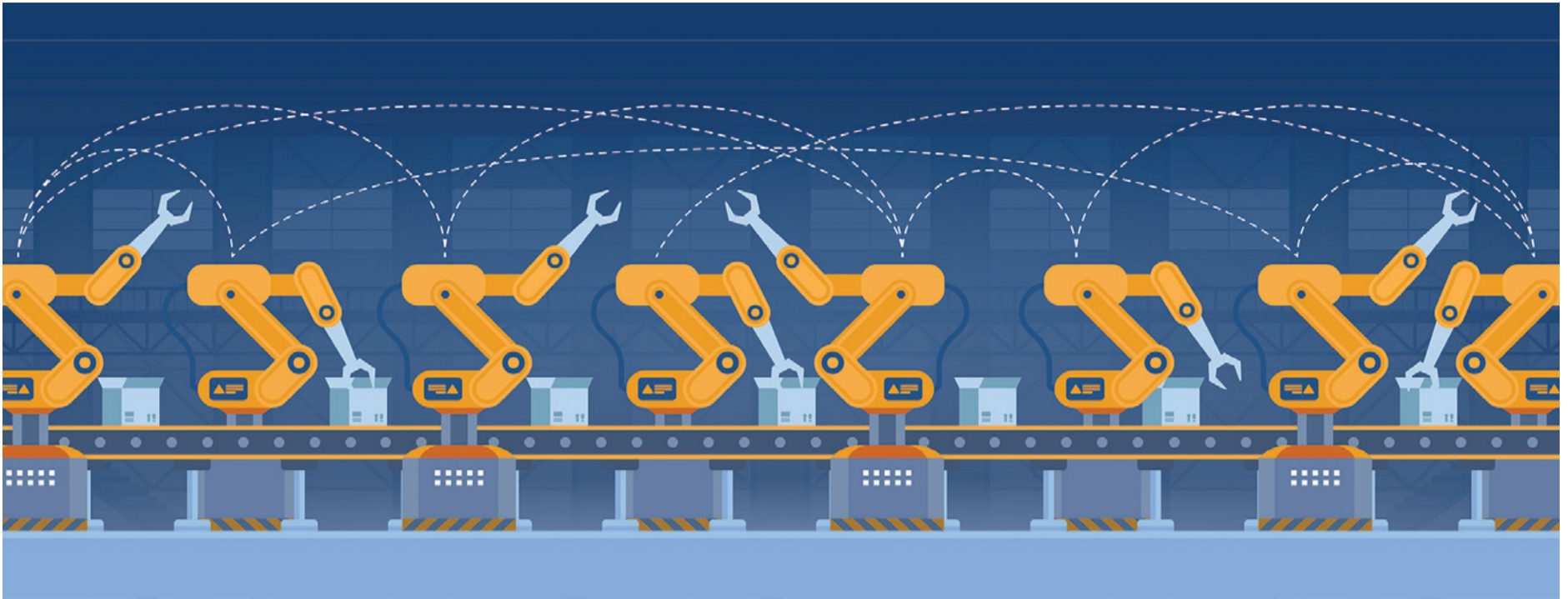


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(Not) all is lost

2019 was a bad year for Italian producers of machine tools, robots and automation. Yet new promising, fast-growing countries could give new life to business. The analysis by Ucima, the industry association.

by Federica Bartesaghi

2019 marked the end of the positive trend, started in 2014, by the Italian machine tool, robot and automation industry. “Nevertheless, the decrease is moderate and shows how the values of the main economic indicators are returning to normal levels, after the exploit registered in the past years”, says the Italian machine tools, robots, automation systems and auxiliary technologies manufacturers’ association, Ucima. Even in the last quarter of 2019, the collection of machine tool orders registered a 16% drop compared with the same period of 2018. In detail, the collection of orders in Italy showed a 21.2% fall compared with the fourth quarter of 2018; while abroad orders went down by 13.8% compared with the period October-December 2018. On an annual basis, the total index recorded a 17.9% decrease, with the domestic market down by 23.9% and foreign markets by 15.4%.

“After all, the fall reported in 2019 and expected for 2020 are likely to be moderate,” said Massimo Carboniero, President of Ucima. “These results, which are very close to those recorded in 2017, a decidedly positive year, are highlighting a slow repositioning of the Italian industry on normal levels, after the exploit supported by the measures of Industry/Enterprise 4.0”.

The fast-changing Italian scenario

The Italian consumption of production system is going back to the normal values that are typical of our market, after the record pace of growth experienced between 2016 and 2018. “This said, we should prevent a new freeze on investment, which would actually take our manufacturing industry back to years ago, nullifying the good results obtained thanks to the Industry 4.0 Plan, with the risk of interrupting

the ongoing process of technological transformation in our Italian industry”, said Carboniero. According to a 2014 survey, the total number of machines in operation in Italy had evidenced a very dangerous ageing of the production systems installed in our manufacturing facilities. In a ten-year period (2005-2014), Italian factories innovated very little and thus the average age of machines had turned out to be the worst ever (13 years).

The focus is set on Asean countries, India and Africa

On the foreign front the situation is far more complicated, according to the Association, since there are different factors contributing to the uncertainty of the mid/short-term scenario: the general economic and political instability of many areas in the world; the evident difficulty of Germany, struggling to start up again, burdened by the big question in the automotive sector regarding the development of electric vehicles; the sanctions concerning exports to important end markets for the enterprises working in manufacturing sectors, first of all Russia and Iran; the slowdown of China and the protectionist behaviour of some important countries, such as the United States.

In order to tackle this situation, the Italian machine tool manufacturers are reorganising their sales in the areas characterised by the most dynamic demand: the Asean countries and India. “Involved in a rapid and significant process of industrial and infrastructural development, these areas have no appropriate local industry of automation and production systems. Therefore, to support their pace of development, they should acquire state-of-the-art technologies from abroad. The Made in Italy of the sector is a valid response to this need”, Carboniero

added. Besides the Asian countries, Ucima is devoting more and more attention to the sub-Saharan African countries, where a coordinated action of several manufacturing sectors is expected. The project should be developed with the support of the Italian Ministry of Foreign Affairs and International Cooperation, which should support and coordinate the creation of an educational hub intended to train local technicians in using Italian machinery and technologies. Based on Istat data processed by Ucima, in the first eight months of last year the main destination countries for the Made in Italy products of the sector were the United States (257 million euro, +15.1%); Germany (236 million euro, -4%); China, (205 million euro, -13.4%); France (158 million euro, +17.6%); Poland (120 million euro, -16.2%).

Macchine utensili, automazione e robot: lo stato dell’arte

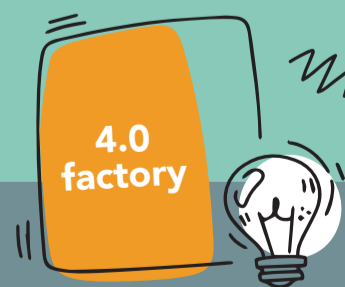
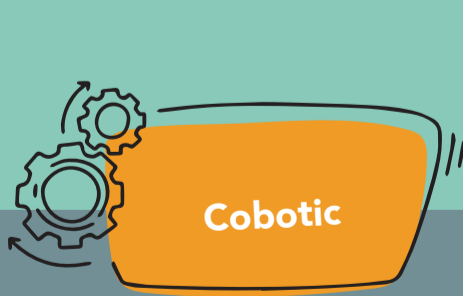
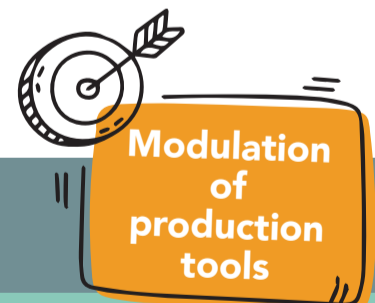
Per l’industria italiana costruttrice di macchine utensili, robot e automazione il 2019 segna la fine del trend positivo iniziato nel 2014. Un arretramento moderato che, secondo Ucima, l’associazione italiana di categoria, dimostra come i valori dei principali indicatori economici stiano tornando sui livelli di normalità, dopo l’exploit registrato negli ultimi cinque anni. Su base annua, nel 2019 gli ordini di questa classe di macchinari sono calati del 16%. Un calo determinato sia dalle performance del mercato interno (-23,9%), sia di quelli internazionali (-15,4%). Per invertire questo trend, i produttori italiani hanno individuato nei paesi Asean, nell’India e nell’Africa sub-sahariana nuove importanti opportunità di business.



Bienvenue, c'est CFIA 2020!

24th edition for the French trade show dedicated to ingredients, equipment, packaging and processing machines. 1,600 exhibitors expected in Rennes (10-12 March), including 250 newcomers.

In the following pages, a showcase of the most interesting products & solutions that Italian exhibitors will be presenting at the fair.



AGRIFLEX
www.agriflex.it

Flour cooling system



Fields of application

Food industry, in particular applied to 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.

Visit us: Hall: 6 - Booth: B48

FINPAC ITALIA
www.finpac.it

A5 shrink sleeve new model

Fields of application

Shrink sleeve labelling solutions.

Description and strong points

Compact and easy-friendly solution for sleeve applicator suitable for cans, glass and PET bottles for hourly production from 6.000 to 15.000 bph with easy change over for different volume capacity at a very affordable price.

Technical information

Linear sleeve applicator with double reel feeding system where the sleeve label is unwound from reels and fed to the servo controlled cutting unit which precisely cuts off the open sleeve according to the selected length and applied onto the container and in the shrinking tunnel sleeves are shaped perfectly around the container.

Machine base frame is completely made of stainless steel with open design and therefore easily cleanable. Thanks to new families of PET material sleeves label can also be easily separated from the original container for much easier recyclability in a granular form.



Visit us: Hall: 10 - Booth: G65 (BRG Emballages)

CFT GROUP
www.cft-group.com

Apollo

Fields of application

Tomato or milk processing (MVR evaporation technology).

Description and strong points

Apollo can concentrate 150 to 180 t/h of infeed product (from 4.5 to 9-10° brix), respectively extracting up to 60 to 80 t/h of evaporated water. The product obtained may be used as it is, or further concentrated until obtaining the residue desired, by means of traditional multi-effect forced circulation plants. Thanks to minimum residence time (a few minutes) as well as the reduced difference in temperature between the condensed vapor on the exchanger's shell and the product inside the tubes (4-6°C), there is no product thermal damaging. The quality of the output concentrate mainly in terms of color and taste is higher than the same products obtained with other concentration technologies.

Technical information

- Energy saving up to 60-80%
- 5 minutes overall residence time
- 1:18 steam efficiency depending of the infeed product temperature. The most efficient on the market.
- 6°C maximum delta T between heating vapor and product

Visit us: Hall: 5 - Booth: C49-B48



RISCO
www.risco.it

Multi-lane extruder

Fields of application

Any kind of food dough, meat, fish, cheese, confectionery products and much more.

Description and strong points

Risco Product Splitter (Flow divider) is a modern and technologically advanced system for extruding food products. The Flow Divider ensures the perfect extrusion and product flow rates, at constant pressure. The system is available with 2 to 12 outputs, depending on the production needs and it is filled by the Risco new generation continuous vacuum filler. The product flows can then be further divided according to the process requirements: these are divided by a cutting system that ensures a clear separation of the portions for forming solid extruded products (circular, square or triangular shapes and more with different diameters and sizes available) or can also be connected to portioning valves when dosing is required, which is suitable for most liquid masses.

Technical information

- Equal product flows
- High portioning accuracy
- No rise in temperature during the process
- Automatic production without manual intervention
- Easy to integrate in a system of automatic production and depositing
- Minimum maintenance due to a low pressure system



Visit us: Hall: 5 - Booth: D53-C54 (Britex-Risco)

CONTITAL
www.contital.com

Aluminium Plates

Fields of application

Food packaging.

Description and strong points

This disposable aluminium plate with polymeric coating represents an eco-friendly alternative to non-recyclable, biodegradable, compostable disposable plates. It meets the new market demand for disposable plates since traditional plastic plates are going to be dismissed due to the EU Directive 2019/904 on the reduction of the impact of certain plastic products on the environment.

Aluminium Plates are 100% recyclable, suitable for traditional and microwave ovens, as well as for freezing and deep freezing. In addition, they are designed to be competitive - in terms of price, technical properties and environmental footprint - with compostable bio-plastics, cellulose pulp and cardboard. Developed to ensure strength despite the low thickness and to withstand the stress of transportation, sealing and storage.

Technical information

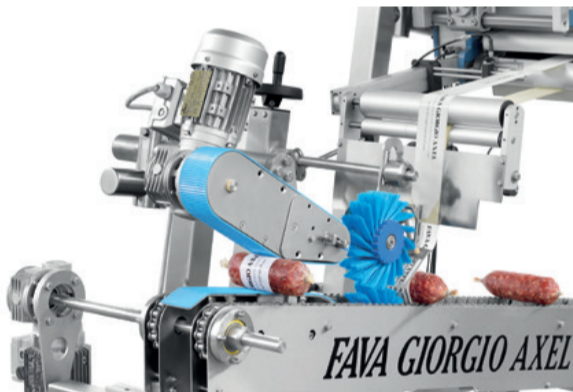
- An anti-cut perimeter edge.
- Rigid sides and edge, and a smooth rim that can be sealed with both traditional and bio film.
- Total customization allowed (size, shape, colors, logos, graphic elements).
- Patented and manufactured in Italy, through a cold-moulding process used for smoothwall containers.



Visit us: Hall: 9 - Booth: C16

FAVA GIORGIO AXEL
www.favagiorgioaxel.net

Labeling machine Etiflex



Fields of application

Food: salami, sausages, cheese, pate.

Description and strong points

Etiflex is an automatic labeling machine, with electro-pneumatic working and control, made of stainless steel and plastic material suitable for contact with food. The structure of the machine allows the operator to correctly position the product, while unloading can take place on a conveyor belt or directly in the shipping packaging.

It is possible to insert the machines in the production process for batch management and for product traceability; the touch screen operator panel can provide various information, for example the type of label to be used. Etiflex can be supplied with an in-line weighing device, piece by piece, and with a selection device that receives products outside the defined range. All Etiflex labeling machines are equipped with remote control.

Technical information

The machine can use adhesive labels, or partially adhesive, having a width from 30 mm to 280 mm. It labels products with a diameter between 30 and 110 mm and long from 120 mm to 600 mm. Productivity can reach 2.400 pcs/hour.

Visit us: Hall: 8 - Booth: C3-D4 (L.M.I.A.)

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Rennes
HALL 6
STAND B48

www.agriflex.it

follow

MEGADYNE GROUP
www.megadynegroup.com

Megapower FC

Fields of application

Food processing and packaging industry.

Description and strong points

Megapower FC (Food Contact) is designed for power transmission and synchronous conveying applications within the food processing and packaging industry where the polyurethane chemistry is beneficial for oily environments and where rigorous wash down procedures are common. Featuring stainless steel cords and a food contact compliant blue polyurethane, Megapower FC is ideal for both wet and dry applications due to good chemical and corrosion resistance in humid and wet environments.

Technical information

- Components: thermoset PU 88 ShA with Z twisted stainless steel AISI 304 cords
- Pitches: T5 - T5DD, T10 - T10DD, AT10, L, H
- High acceleration, synchronizing and multi stop/start
- Designed for wash-down conditions



Visit us: Hall: 5 - Booth: D42-E41

GRANDI
www.grandi.it

Bag inserting machine

Fields of application

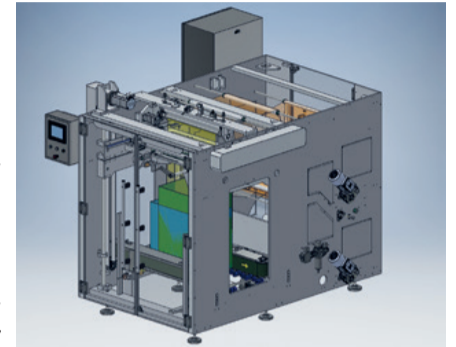
Food and non-food.

Description and strong points

Compact and reliable, the FMS bag-forming machine automatically forms the bag inside the carton starting from a tubular reel and folding the overflowing film outside. All with the utmost precision and reliability. Available for various formats, it is quickly adjustable for the size changeover of the boxes and can be integrated on existing lines.

Technical information

- Maximum speed: 10 boxes / min
- Minimum dimensions: 350 x 250 h 150 mm
- Maximum dimensions: 600 x 400 h 350 mm (maximum height with open flaps 550 mm)
- The bag-forming machine can be integrated with all our counting and filling systems and combined with the bag closing and carton sealing machine.



Visit us: Hall: 10 - Booth: G5

UNIMAC-GHERRI
www.unimac-gherri.com

Linear piston filler mod. PF-6L

Fields of application

Food and beverage.

Description and strong points

Hygienic design and filling area reduced to the minimum to enable easy cleaning. The machine is easily accessible for maintenance and use. It is equipped with bottom filling for foamy products. Filling is controlled electronically. The range includes models completely made of stainless steel with 4 to 6 filling heads.

Technical information

- The safety guards have been redesigned and their functionality has been improved
- Product supply tank made of AISI 316.
- Double piston/cylinder filling unit suitable for jars/bottles/cans with capacity from 20 to 1100 ml (single-dose containers)
- Electronic filling control to improve filling accuracy, with touch screen control panel.
- Washing collection and recovery tanks integral with the machine structure
- Bottom filling system and lifting controlled electronically.
- The product filling valve has pneumatic motion to avoid product dripping
- Container feeding system electronically controlled
- Easy and quick format change-over
- Integrated electric control cabinet
- Touch screen control panel



Visit us: Hall: 10 - Booth: A34

FABBRI GROUP FRANCE
www.gruppofabbri.com/en

Automac 40 NF

Fields of application

Fresh foods wrapping.

Description and strong points

Automac 40 NF has been designed to offer a perfect synergy between respect for the environment and productivity, since it is optimized for use in combination with the Fabbri Group's innovative Nature Fresh film, the first film in the world for automatic packaging certified as suitable for both domestic and industrial composting (EN 13432 Standard).

Easy to use, fast, versatile and durable, Automac 40 NF meets all local food and safety standards. It is available in 3 different configurations, with a 10" color multifunction touchscreen and second film reel support, allowing continuous packaging with minimal interruptions. Automac 40 NF is compatible with all most common stretch films available on the market. In addition to Automac 40 NF, Fabbri Group France will also present at CFIA the tray-sealers Lari, Magic and Storm by the Caveco packaging company, part of Fabbri Group from the end of 2019.

Technical information

- 2 versions available (1 or 2 film reels)
- Automatic carriage
- Electric panel IP54
- Reel change in about 45 seconds
- Optimized footprint
- Different options among which server TCP/IP connection and teleservice



Visit us: Hall: 10 - Booth: A28-B27

CEPI
www.cepisilos.com

Fermenters, yeast melters and bread re-work dissolvers for liquid sponge, rye and wheat sourdough

Fields of application

Bakery & biscuits, confectionery.

Description and strong points

A good fermentation process is a must for bread and similar products such as pizza, leading to a healthy, natural and aromatic products while optimizing resources and collapsing costs. Fermentation saves space, manpower, additives and yeast while fully preserving the characteristics of the raw materials. Cepi's fermentation technology is diversified, with multiple solutions such as fermenters, yeast melters and bread re-work dissolvers for liquid sponge, rye and wheat sourdough. With a deep knowledge of the materials involved and of all aspects of the process, the company provides highly versatile systems that can stand-alone or be easily integrated in the production process.

Technical information

- Temperature control and aeration to keep ingredients vital both during preparation and storing
- Double jacketed or insulated tanks in several sizes
- Integrated heating and cooling units



- Temperature and PH control
- Agitator with wall and floor scraper with adjusted speed to gently work raw materials into the tank
- Upstream mixing for a more homogeneous dough and quick water absorption
- Manual or automatic loading
- CIP washing
- Easy to clean design
- Weight control in real time, integrated automation and full traceability

Visit us: Hall: 7 - Booth: C15



follow

FERMENTING, DRYING AND SMOKING ROOMS FOR SALAMI AND PROSCIUTTO

CLEAN ROOMS

THAWING SYSTEMS

SW DATA ACQUISITION FROM THE MICROPROCESSORS

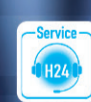
FRIGOMECCANICA

AIR CONDITIONING FOR PROCESSING AREAS

Ovens for mortadelle and ham

QUALITY CONTROL IS AT THE HEART OF IT ALL

RESEARCH, EXPERIENCE AND RELIABILITY SINCE 1962



FRIGOMECCANICA

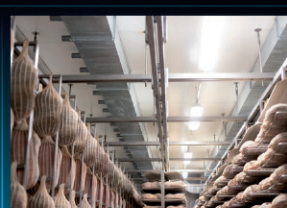
FRIGOMECCANICA S.p.A.

Via Provinciale 19 • 43038 SALA BAGANZA (PR) Italy

Tel. +39 0521 835666 • Fax +39 0521 834070

info@frigomeccanica.it • www.frigomeccanica.it

f Frigomeccanica S.p.A. in Frigomeccanica S.p.A.



I.M.A.R.

www.imaritaly.com

Ovens for the production of ice cream cones and cups

Fields of application

Machines and plants for the baking and production of ice cream cones, with any size and dimension; biodegradable and edible cups and containers for ice cream, fruit salad, cakes, hot chips and take away food.

Description and strong points

A wide range of machinery to fulfill any request, from small production rates up to the big ones. Production rate is very high and functioning is completely automatic, starting from batter injection, to insertion and counting of baked products on a conveyor belt.

Five models of automatic operating machines available: AML 14 production rate from 2.000 up to 4.000 pieces/h; AML 18 production rate from 4.000 up to 7.000 pieces/h; AML 21 production rate from 5.000 up to 8.000 pieces/h; AML 28 production rate from 6.700 up to 10.500 piece/h; AML 36 production rate from 4.000 up to 12.000 pieces /h.

All machines have been engineered in order to have an easy and quick exchange of moulds; operation and mechanic are very simple; they need a minimum maintenance; they assure a first quality finished product; design is new and compact; they reduce gas and electrical consumption. The 'Biopack' is a specially designed AML machine that produces edible and biodegradable packings to hold ice cream, hot chips, chicken nuggets, fruit salad, etc.

Visit us: Hall:1 - Booth: A19



IOZZELLI MEAT PROCESSING MACHINES

www.iozzelli.it

Automatic grinder TCS-TCN 150-180-200 Compat

Fields of application

Salami, raw sausages, hamburgers, pasta fillings, fine food.

Description and strong points

The best grinding solution for fine grinding thanks to its direct feeding inlet ensuring no smearing and tearing. 300 or 350-litre feeding hopper is equipped with an auxiliary feeding arm easing product flow to the grinding screw. Available in several executions: TCS versions have 150 or 180 mm grinding heads for Excelsior or Enterprise cutting sets, 18, 22, 30 or 37 kw knives motor power, such a machine meets the needs of both large and small producers.

Technical information

- These machines are equipped with Iozzelli 'extermination' grinding system: knives turn twice as fast as the grinding screw.
- The TCN version, featuring knives turning as fast as the grinding screw, is equipped with a grinding head for 200 mm holeplates, a powerful 45 kW motor for processing both fresh and frozen meat (previously cut by means of a shredder).
- 200-litre column loader, variable knives shaft turns by means of power inverter and desinewing device (featuring special cutting systems) are also available on demand.

Visit us: Hall: 5 - Booth: F15-E16 (Stale Processing)



ITALIANPACK

www.italianpack.com

Olympus

Fields of application

Foodstuff packaging

Description and strong points

Semi-automated machine designed to meet all the needs of the packaging industry: sealing, partial vacuum, skin, gas flush and modified atmosphere packaging, all available in the protrusion version. For reduced downtime the machine features a rotating turntable that allows for the simultaneous loading and unloading of trays from one side while the packaging cycle is being completed in the chamber on the opposite side. An automatic tray lifter is also available in the tray loading/unloading section for increased speed. ItalianPack Olympus can pack up to 28 trays/min in seal-only mode, 16 trays/min in M.A.P. mode and 12 trays/min in skin mode. The special film waste rewriter, a PLC touch screen to monitor machine parameters, and dedicated die extraction and change systems are some of the technical features that make this machine stand out among others.

Technical information

- Electrical supply (standard): 3 x 400 V + N + PE - 50 Hz
- Lubricated high vacuum pump (mc/h): 62, 100
- Power supplied (kW): 2,4 pack, da/from 3,6 map
- Max reel film width (mm) 370; diameter (mm) 300
- Cycle/min: 2/8

Exhibiting a CFIA at several different booths



MAP division of WAMGROUP

http://mixer.wamgroup.it/en-GB/MAPIT/home_en

WBH Batch-type single shaft mixers

Fields of application

Used for 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.

The particular shape, position and rotation speed of the mixing tools creates a centrifugal vortex motion, which allows the materials to be projected in a three-dimensional way and to merge with each other. This ensures that ingredients with varying particle size and bulk density are perfectly blended and mixed with high precision within the shortest possible time.

Technical information

- Capacity: 10 to 20,000 litres per batch
- Mixing ratio: 1/100,000
- Variation coefficient (CV): 3 ~ 5%
- Possibility of adding up to 20% of liquid

Visit us: Hall: 8 - Booth: A8



G.MONDINI
www.gmondini.com

Paperseal

Fields of application

Recommended for cheese, fresh meats, processed meat, ready-made products, frozen foods, snacks, salad and fruit.

Description and strong points

This new system expands the opportunities to replace MAP and VSP plastic trays with barrier lined cardboard. Strong points are: safety; flexibility; full branding; 80% less plastic; minimum size maximum skills.

Technical information

The process operates by fabricating a MAP tray from a pre-cut flat cardboard, which is formed and a barrier liner automatically applied in one step process. The system is based on the same benefit stream as thermosealer technology where the fabricating of the trays is conducted directly before the tray sealing process.



Visit us: Hall: 10 - Booth: E27

DI MAURO GROUP
www.dimaurogroup.it

Recyflex



Fields of application

Food, home & personal care packaging.

Description and strong points

Gas and moisture barrier white or transparent films. Available with PCR content. Delivered in reels or pouches. High resolution flexo and gravure printing.

Technical information

Recyflex is an exclusive line of films designed for a circular economy. Replaces non-recyclable laminates. No waste in landfill. Suitable for existing packaging lines.

Visit us: Hall: 10 - Booth: F59

PASTA TECHNOLOGIES GROUP
www.pastatechgroup.com

Jumbo double sheet forming machine mod. FJS

Fields of application

Fresh pasta production.

Description

and strong points

Double sheet forming machine FJS is designed to produce premium quality ravioli with creamy fillings up to 80% and chunks. Some of the machine's key features are: double sheet calibrating unit with independent motorisation, adjustable calibrating thickness and adjustable sheet feed speed; automatic regulation of the maximum production capacity with integrated system calibrator/die group; 'Place and work' system to ease the die alignment and timing of the die group with the filling injection system.

Technical information

- Innovative dosing system step-by-step to fill the ravioli pocket with a perfect, flawless sealing
- Interchangeability and fast replacement of the die group: production of different shapes such as half-moon, triangle, flower, ravioli in different dimensions, or any customized shape
- Structure and die unit in stainless steel; surfaces in stainless steel or certified food grade plastic
- The machine is fully wash-down with high pressure water and detergent
- It is provided with touch screen control panel

Special ravioli machine mod. FJS



Visit us: Hall: 2 - Booth: A25

ROBOPAC
www.robopac.com

Robotape 50 CFA

Fields of application

Packaging.

Description

and strong points

Side belt driven taping machine for random size boxes with automatic top flaps folding device. Ideal for packaging lines that manage random format boxes. Flexibility thanks to the possibility of working boxes of different sizes in the same cycle. Intuitive, simple and fast adjustments. Customization thanks to the wide range of accessories.

Technical information

- height conveyor belt (mm/inches) H= 50 / 2 (STD)
- H= 75 / 3 (OPT)
- infeed speed (m/min) 24
- n. 2 taping units for PPL/PVC tapes OPT
- tape width (mm/inches) 50 / 2 (STD) 75 / 3 (OPT)
- film flag (mm/inches) 50-70 / 2-2,8
- power supply 400 V. 3-Ph+N+Pe 50HZ
- power installed (kW) 0,4
- operation pressure (bar) 6±1
- air consumption minute (NI/min) 50



Visit us: Hall: 10 - Booth: F50-G49

follow

ILPRA
www.ilpra.com

Ilpra fitpack

Fields of application

Packaging machines for food: hamburger, slices of cheese and other calibrated products.

Description and strong points

Ilpra's latest technology is the Fitpack application as result of constant research on sustainability and lower energy consumption. Faithfully reproducing the skin packaging, the Fitpack application uses a standard thermoforming material in order to pack any type of product with a constant shape and size. The Fitpack system allows vacuum packaging inside a customized tray. The sealing support consists of a printed cardboard combined with plastic layer. They are united to get the package and, once separated, the cardboard is 100% recyclable.

Technical information

Main advantages: lower use of material (30% less than the application in skin); lower cost for the packaging itself as result of standardized use of forming material; by using the Fitpack packaging system the foodpack machine is highly versatile and it can also work with plastic sealing films in standard mode.



Visit us: Hall: 10 - Booth: F29

TECNOVAC
www.tecnovac.com

Olympia PRO

Fields of application

Food packaging in pre-formed trays.

Description and strong points

The Olympia PRO machine is able to seal, package in modified atmosphere, or in skin all types of trays or jars. It fulfils small/medium production and it is equipped with complete interchangeable moulds that can be also used on automatic machines to considerably boost hourly production.

Technical information

The semiautomatic configuration with the rotary table and the two vacuum chambers maximizes the production; during the packaging cycle it's possible to unload and load up the second chamber, increasing productivity, thanks to an ultra-reliable and easy-to-operate machine.



Visit us: Hall: 10 - Booth: H42 (Sodima)

SACMI PACKAGING&CHOCOLATE
www.sacmi.com/packaging

Active S222

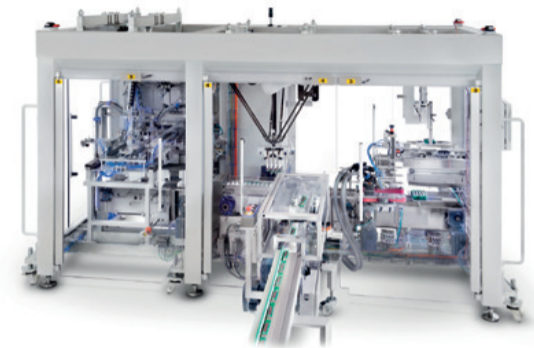
Fields of application

Product packaging and collection system.

Description and strong points

Sacmi Packaging & Chocolate promotes the historical brands of the individual Group companies that have made the history in the Italian chocolate and packaging industry: Carle&Montanari, OPM and Fima. So, with the Carle&Montanari brand it offers individual machines and complete lines for chocolate preparation, intermittent and continuous-motion moulding lines; with the Carle&Montanari and Fima brands, there is an extensive machine range able to wrap all chocolate-based products in different styles and two series of wrapping machines, CMY55 and CMY871, for hard boiled and CMY55J and CMY871J for jelly candies.

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 and bakery sectors. For confectionery and bakery – and other industries – OPM it is the reference brand also for the secondary packaging with automatic lines, machines and robots to erect, load and close boxes, displays and cases, through 4 series of packaging cells: Active, Performance, Advance and SmartCell.



Visit us: Hall: 10 - Booth: E27 (c/o Matequip)

IDECON
www.idecon.it

Checkweigher Wp series

Fields of application

Food (95%), chemical and cosmeceutical (5%).

Description and strong points

High performance checkweigher, Mid homologation (2004/22/CE). Equipped with 12" touch screen interface and an easy-to-use software. The Wp checkweigher, like all the other Idecon machines, is designed and created adapting to the customer's requests and needs. The maximum quality of the components and materials ensure a great robustness and longevity of the checkweigher. The Wp series could be integrated with metal detector device. Thanks to the remote assistance, our technicians can help the operator avoiding expensive interventions.

Technical information

- Models: Wp-500, Wp-1700, Wp-3500, Wp-6500, Wp-17000
- 7/12" touch screen display
- Remote support
- Ethernet connexion
- Usb port
- IP65
- Fully washable
- Feedback function
- Printer
- Communication with production software



Visit us: Hall: 7 - Booth: A7

end



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Packaging since 1976

Roboplast creates customised solutions for the food industry. Using Pet. To meet the highest standards of quality and ensuring sustainability.



by Elisa Tonussi

Pre-packaged food. Fresh food. But also pharmaceuticals and cosmetics. Roboplast provides the major international companies of different fields with solutions for creating containers and plastic packaging.

Specialised in the extrusion of plastic Pet films and in thermoforming customised plastic packaging solutions in different materials, Roboplast is a family business founded back in 1976. Since then, the company based in Vignolo, in the province of Cuneo, has increasingly become more international, passing from a small homemade production to a world-oriented perspective. In 2012, in fact, a factory in Poland was affiliated, totaling, together with the Italian production site, 20 thousand square metres of indoor space, over 120 employees and 22 production lines. In addition, to complete its production chain, Roboplast has developed a thermoforming mould construction division, specialised in the research and design of new packaging solutions, thus speeding up prototyping and industrialisation. And, as the whole production is managed in-house, each phase is optimised ensuring maximum flexibility and rapid turnaround times. Thanks to such a well-structured plant, Roboplast today exports its solutions in 28 different countries.

From the customer's idea to the package

Innovation is key to Roboplast. It is necessary to find the most suitable packaging solution for each single customer. The Italian company, in fact, provides in-house customised design and moulds. They can create from the customer's idea a perfect package in just three steps: engineering, material solutions



and production.

First of all, they collaborate with Stampotecnica, that combines craftsmanship and the values of custom work with the highest quality standards of precision. Together with them, Roboplast is able to rapidly carry out the necessary studies, technical drawing renderings and prototypes, through both direct and reverse engineering, to provide samples to costumers.

Choosing raw materials is crucial. And Roboplast guarantees qualified customer assistance to choose of the best raw materials for each project. Finally, supported by years of experience in thermoforming, the company guarantees final products meeting the highest quality and functionality standards, with particular attention to details.

Final products range from long-shelf life and fresh food packaging, to exposure and service

trays, modified atmosphere packaging (Map) and form fill seal (Ffs).

Sustainability drives innovation

Sustainability is a key driver to innovation. This is why the R&D department constantly works to develop low-cost and green packaging solutions. Economic development, in fact, can coexist with sustainability. Potential problems can be turned into opportunities. As well as waste can be turned into a resource. For this reason, Roboplast takes some simple action to lower its environmental footprint. Recycling is a keystone: scrapes are put back into the production by feeding them into extrusion lines. And tests are continuously carried out to find new environmentally friendly materials and to create shapes, prototypes and projects aimed at making thicker solutions. Finally, energy use is optimised, thanks to a photovoltaic power plant installed at the headquarter in Vignolo: it can produce up to 1,000 kW. In order to meet the goal of sustainability, Roboplast has developed the new Robogreen line of mono-materials R-Pet and Bio-plastics.

THE ROBOGREEN LINE

NEW

MONO-MATERIALS R-PET



100% Recycled
100% Recyclable



100% Washable
100% Reusable

BIO-PLASTICS



100% Compostable
100% Biodegradable
100% Recyclable



Packaging dal 1976

Roboplast crea soluzioni in Pet su misura per l'industria alimentare, soddisfacendo i più elevati standard di qualità e sostenibilità dei prodotti. Tra le ultime novità, il lancio della linea Robogreen.

ROBOPLAST IN NUMBERS

More than **6,000 tons** of plastic transformed annually

More than **250 million** thermoformed trays annually

More than **11,000 tons** of Pet film extruded annually

20 thousand m2 of indoor production space



PLANTS



PRODUCTION LINES



EMPLOYEES

1,000 kW of energy produced by photovoltaic systems



Since 1945, only



TODAY,
HAMBURGERS (PATTIES) or MEATBALL? MEAT or VEGGIE?
Why not both?

New Automatic Hamburger / Meatball forming machine, model C/E HF (Patent Pending).

One and only machine for 3 different solutions:

- Hamburger (Patty) production
- Meatball Production
- Hamburger Stacking Function

Top performance for a really one of a kind machine:

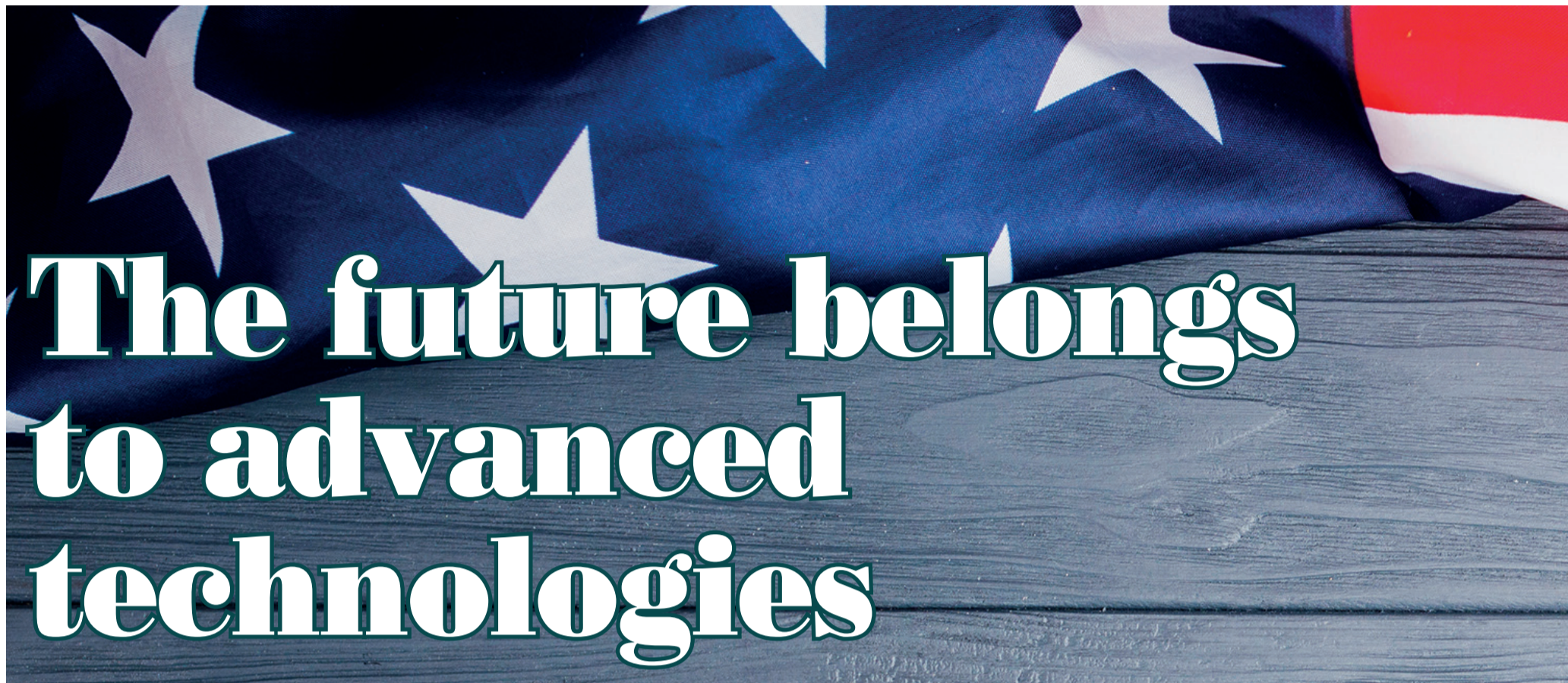
- 3.000 Hamburgers (Patties) / hour
Max diameter: 135 mm
Max thickness: 30 mm
- 6.000 meatballs / hour
Diameter of the meatballs between 25 and 39 mm
- Change of configuration (from hamburger to meatball production) in a few minutes, with a few and easy steps

In addition to processing fish or white and red meat, this machine can be used for the production of veggie burgers, soy or rice meatballs and other mixtures, in line with the modern culinary trends.



IoT (Internet of Things) is already a reality for Minerva-Omega Group machines. All this thanks to Nemosy, an innovative technology for monitoring and managing the whole machine inventory remotely from a web platform: control, safety, maintenance.





The fourth Industrial Revolution is disrupting and re-shaping the manufacturing industry in the USA. A big business opportunity for both Italian and global companies. The market analysis conducted by the Italian Trade Agency's Chicago office.

by Federica Bartesaghi

The United States' manufacturing industry has often been assumed to be in long-term decline, with the competitive advantage moving to low-cost countries such as Mexico and China. Nevertheless, with advanced technologies likely to automate as much as 60% of factory tasks, in the future low-cost countries may no longer enjoy a competitive advantage, and the USA could well regain lost ground.

According to an analysis carried out by the Italian Trade Agency's Chicago Office, although many basic and low value-added products have moved out of the USA, the country still has an incredibly thriving manufacturing sector with more than 4 trillion dollars in annual output and a limited exposure to foreign trade since, in aggregate, it produces the vast majority of what it consumes domestically.

Higher productivity, faster responsiveness to customer orders and requests, enhanced collaboration with customers and suppliers, enhanced market intelligence, more effective customer communication are some of the primary goals of US manufacturing companies when it comes to new technologies.

The US is the third largest 'consumer' of robots

Robotics is an area where US manufacturers have begun to understand that they need to be more aggressive in developing and adopting new technologies. The International Federation of Robotics reported that, for the eighth year in a row, robot installations in the US reached a new peak level: 40,373 units, +22%. Since 2010, the automation of production processes in all the country's manufacturing industries has been the ongoing trend. Regard-

ing annual installations, the US took third position from the Republic of Korea in 2018.

The 'Industrial Internet of People' is born

One of the major technology adoption trends for the next decade is the industrial wearable segment which reported 1.5 billion dollars in 2017 and is forecast to increase to 2.6 billion dollars by 2023. It would be a 73% jump that many experts actually consider to be a conservative estimate. From field service to assembly, the most effective workers of the next decade will be wearing an array of smart glas-

ses, biometric sensors and other devices that connect them to not only work instructions or critical data, but to each other to create the IIoP (Industrial Internet of People).

According to Global Market Insights, the exoskeleton market size was valued at over 220 million dollars in 2018 and will witness around 41.5% Cagr up to 2026, with the passive exoskeletons having already witnessed a significant adoption hold in the heavy tools and machinery industries.

3D Printing will be worth 25.8 billion dollars in 2020

In terms of new production technologies being embraced, the US 3D printer market continues to show sizable growth with a significant +29% Cagr between 2017-2024, according to the firm Research Nester. The US along with Canada will account for a substantial portion of market share with 37% in said period on the back of various factors such as growing technological advancements and implementation of 3D technology. A market research firm, Wohlers, forecasts that in 2020 the market will be valued at 15.8 billion dollars for all AM products and services worldwide. Manufacturers' revenue is forecasted to reach 23.9 billion dollars in 2022, and 35.6 billion dollars in 2024. Further, the profitability of US companies will remain on the rise due to increasing demand and their exponential revenue growth which is expected to boom boosting overall growth of the market. The growing awareness and increasing number of industrialists that are driven towards 3D printing are anticipated to boost the market shares even further through 2024.

ITA PROMOTIONAL PROGRAMS IN ADVANCED MANUFACTURING

Since 2001 the Italian Trade Agency has been exploring and creating new opportunities in those areas of advanced manufacturing related to AI, IoT and machine learning, in favor of Italian companies and universities. In 2018, the USA network of the Agency created the 'Innovation Days', a program of events aiming to highlight Italy's position in the most technologically advanced manufacturing industries. This brand has been iconized through the logo 'The Italian Extraordinary Tech' and used for support actions in favor of both trade and the attraction of foreign direct investment.



The potential of augmented reality

Another area in manufacturing which is reporting exceptional growth is the augmented reality market, which according to MarketWatch is set to exceed 50 billion dollars by 2024, with shipments forecasted to grow at over 75% Cagr from 2017 to 2024. This growth can be attributed to its increasing penetration in industrial applications, notably in the automotive sector, and in the retail and medical sectors, which are leveraging the potential of the technology to enhance operational efficiency.

The importance of cybersecurity

Cybersecurity will maintain itself as a top priority for US manufacturers well into 2020 and beyond, as intellectual proprietary patented technologies and applications will remain under continued threat of being breached by domestic and foreign competitors. Earlier in 2019, Business Insider Intelligence had estimated that 655 billion dollars will be spent on cybersecurity initiatives to protect PCs, mobile devices, and Internet of Things (IoT) devices by 2020, of which 386 billion dollars will be spent on securing PCs, 172 billions on securing IoT devices and 113 billions expected to be spent on securing mobile devices - devices that thanks to IoT accessibility are becoming essential tools not only in after sale service and support but also becoming fully integrated within the actual factory floor ecosystem.

Industria manifatturiera negli Usa: un futuro 4.0

L'implementazione di tecnologie avanzate infonde nuova linfa all'industria manifatturiera statunitense, a lungo considerata in declino e destinata a emigrare verso paesi a basso costo, come il Messico o la Cina. Secondo le ultime previsioni, riportate dall'Ufficio Ice di Chicago, circa il 60% delle attività industriali in suolo americano saranno automatizzate nel prossimo futuro. Maggiore produttività, più rapidità di risposta alle commesse, più conoscenza del mercato, maggiore collaborazione e comunicazione con e tra clienti e fornitori sono solo alcuni dei principali obiettivi che le aziende Usa si prefiggono quando si parla di nuove tecnologie.

AWBGroupSP.it

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GOOD
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Our Brands
Pagani Chef
Cerretto
Bianco

BRC 1000

Good opportunities come in small countries

Despite a population of 23.5 million, in 2018 Taiwan imported consumer-oriented agricultural products worth nearly 6.2 billion dollars. A dependence that is expected to increase, and that discloses great possibilities for Italian companies.

by Federica Bartesaghi

23rd world economy as well as fifth partner in Asia for the EU, Taiwan presents interesting business opportunities for Italian manufacturers. In 2018, Italy was Taiwan's fifth largest trading partner in the EU, with an overall interchange of goods up by 5% on 2017, according to data from the Italian Trade Agency's Taipei Office. According to Taiwan custom data, in 2018 Italian exports to the island were worth 2.3 billion euro, while Italian net direct investments in Taiwan - recorded by the local Ministry of Economic Affairs - amounted to 6.4 million dollars (+329% over 2017) and are mainly focused on the transport, distribution and catering sectors.

For Italian exports the food sector plays a key role in trade relationships with Taiwan. The trend, which is already very positive, could experience further growth with the access to the Taiwan market of some strategic products for the Italian agri-food system: namely fruit and pork or beef meat-based products (like Parma ham and bresaola). Besides food, there is also good growth potential in the world of IT and Industry 4.0.

A heavy dependence on imports

Though it only has a population of 23.5 million, in 2018 Taiwan imported consumer-oriented agricultural products worth nearly 6.2 billion dollars. The United States leads with 30% of the market share, according to data issued by the United States Department of Agriculture (USDA). Taiwan imported 4.06 billion dollars of food and agricultural products (including edible fishery products) from the US in 2018, representing 24% of Taiwan's total agriculture import market.

The country's dependence on food and feed imports is expected to continue to grow due to its limited arable land and small agricultural sector. The country's approximately 6,000 food processing companies employ 135,000 people, together producing an estimated 17.9 billion dollars of processed food and drinks, accounting for 3.6% of Taiwan's gross domestic product (Gdp) in 2018. The top five largest subsectors by value were: animal feed (13%), non-alcohol beverages (8%), edible fat & oil (7%), chill/frozen/processed meat (7%), and dairy (6%).



TAIWAN - IMPORTS OF CONSUMER-ORIENTED PRODUCTS

Source: United States Department of Agriculture (USDA) - Trade Data Monitor

Usa	30%
Eu-28	16%
New Zealand	12%
Japan	8%
Australia	7%
China	4%
Thailand	4%
Canada	3%
South Korea	2%
Chile	2%

2018 TAIWAN CONSUMER-ORIENTED PRODUCTS IMPORT & EXPORT

Source: Trade Data Monitor

RANKING	Country	Amount (US\$ Billion)	Import Market Share (%)	Key Imported Consumer Oriented Products
1	U.S.	1,699	23.5	Beef, fresh fruit and vegetable, poultry meat, food preparation, dairy products, tree nuts, pork
2	Hong Kong	1,388	19.2	Pork, poultry, fresh fruit, food preparation, chocolate & coca, wine and beer, condiments and sauces
3	EU 28 External Trade	933	12.9	Pork, poultry and meat, fresh fruit, beef, food preparations, chocolate & coca, wine and beer
4	New Zealand	682	9.4	Dairy products, fresh fruit, beef, meet products, fresh vegetables, food preparations, pet food
5	Japan	409	5.6	Food preparation, fresh fruit, condiment & sauces, dairy products, wine and beer, snack foods, coffee roasted

Source: United States Department of Agriculture (USDA) - Trade Data Monitor

Piccolo paese, grandi opportunità

23esima economia mondiale nonché quinto partner asiatico della Ue, Taiwan presenta per l'Italia interessanti opportunità di investimenti economico-commerciali. Nel 2018, come evidenziano i dati dell'Ice di Taipei, l'interscambio commerciale Italia-Taiwan ha registrato una crescita del 5% sul 2017. L'alimentare è un settore di grande rilevanza nei rapporti commerciali tra i due Paesi, anche a causa delle limitate capacità agricole di Taiwan. Un trend già positivo, che dovrebbe conoscere ulteriori progressi con il recente accesso al mercato taiwanese di alcuni tipi di frutta, carne suina e bovina. Oltre all'alimentare, ci sono buone prospettive anche nel mondo IT e Industria 4.0. Un'analisi del mercato, della sua struttura distributiva e delle opportunità che schiude per i produttori italiani di alimenti e tecnologie attraverso i dati dello United States Department of Agriculture.

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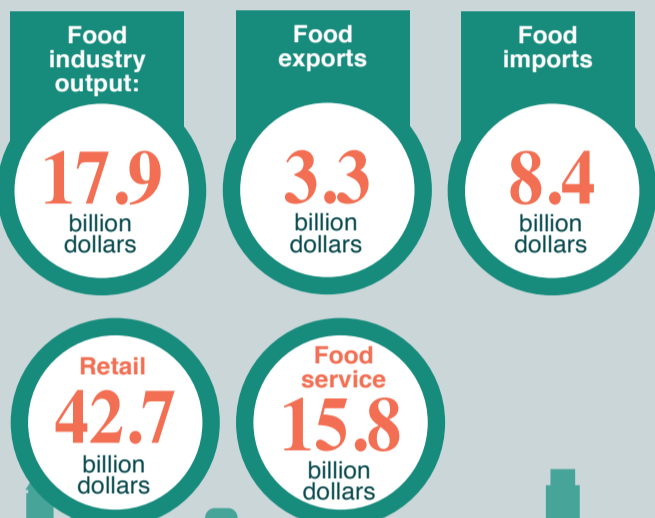


Facts & figures (2018)

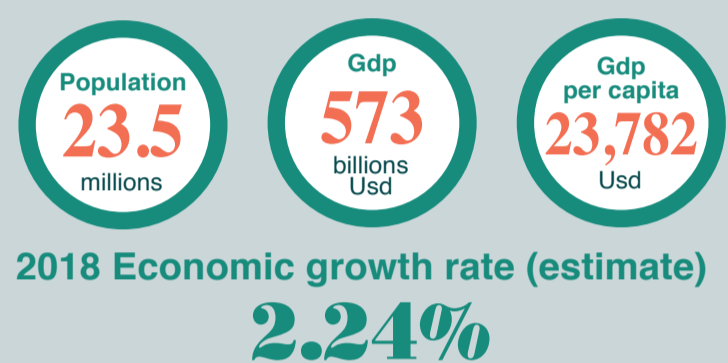
Top 10 growth products in host market (Usd 1 million)

1.	2.	3.	4.	5.	6.	7.	8.	9.	10.
Strawberries (prepared or preserved)	Figs (fresh or dried)	Cocoa paste (not defatted)	Wine (grape must)	Offal of bovine animals	Meat of sheep	Casein	Sago Pitch (roots & tubers)	Yogurt	Animal (not fish) guts, bladders, stomachs and parts

Food industry by channel



Gdp/population



Sources: GTA; Directorate-General of Budget, Accounting, and Statistics, Executive Yuan of R.O.C.; Department of Statistics, MOEA. United States Department of Agriculture (Usda).

A sophisticate, rapidly aging consumer market

Taiwan's population is concentrated in highly urban areas along the East Coast. Taiwan is a rapidly aging society with one of the lowest birth rates in the world: by 2025, over 20% of the population is expected to be over 65. Taiwan's low birth rate has caused changes in family structure as well as consumption patterns, with growth in the number of people frequenting restaurants, consuming prepared foods, and eating healthier foods to extend the quality of life. Taiwan is a sophisticated consumer market in which customers closely follow global trends, and Taiwan consumers are among the most well-traveled people in the world.

A positive economic outlook

Taiwan is a developed economy and its consumers enjoy strong purchasing power parity at roughly 55 thousand US dollars in 2018. After a period of slow economic growth in 2015 and 2016 due to pension reform and rising energy costs, Taiwan's economy has rebounded growing at 2.63 percent in 2018 to 590 billion dollars. Taiwan's economy is divided primarily among services (63.1%) and industry (35.3%), with the remaining 1.6% in agriculture. Taiwan has reliable institutions,

including banking and finance, as well as generally low counterparty risk. While Taiwan importers remain quite price sensitive, they are reliable partners that highly value Western business concepts. Overall, Taiwan's business climate remains positive, with rising wages and increasing family income set to drive consumptive trends.

New consumption patterns

Currently, a dominant trend in Taiwan is the demand for healthier products and healthier lifestyles. Organic food is becoming popular in Taiwan as consumers crave natural and environmentally friendly products, and the organic sector in Taiwan is rapidly growing. Due to issues with perishability and labeling, the majority of imported organic products are processed foods such as tree nuts, juices, etc. According to regulations, Taiwan only allows products that contain over 95 percent organic ingredients to be labeled 'organic'.

Business to consumer (b2c) online shopping is expanding robustly. Group buying, online shopping apps, and several new types of e-commerce shopping business models have enjoyed massive growth in recent years. B2c business continues to account for the most significant portion of direct marketing sales.

TRADING TIPS

Foods standards and regulations

Taiwan's Ministry of Health and Welfare (MOHW) is the central competent authority responsible for the management of food safety. Taiwan's Food and Drug Administration (TFDA) is modeled after the U.S. FDA and is an agency within MOHW. TFDA is responsible for border inspection on food products. Product labeling requirements are strictly enforced in Taiwan and labels must be translated into Mandarin.

Tariffs and import controls

The following products are subject to a tariff rate quotas (TRQs) or subject to special safeguards (SSG) on imports: peanuts, oriental pears, garlic, betel nut, chicken, chicken variety meats, milk, certain pork and pork variety meats, Azuki beans, dried mushrooms, pomelos, persimmons, and dried daylily flowers.

Bilateral and multilateral agreements

Taiwan has concluded free trade agreements with 10 other economies including: El Salvador, Guatemala, Honduras, Nicaragua, Panama, China, Singapore, Paraguay, Eswatini, and New Zealand. Taiwan's accession to the World Trade Organization (WTO) in 2002 and the WTO Government Procurement Agreement in 2009 led to the further dismantling of non-tariff barriers and a general lowering of the remaining tariffs.

The retail food market

Taiwan's retail sector is modern and competitive, and topped 42.7 billion dollars in 2018, a new record high, up 4.1% from 2017. The density of Taiwan's 10,619 convenience stores is the highest in the world, around one convenience store for every 2,304 local residents (2018, Ministry of Economic Affairs).

Sales generated by Taiwan's retail sector totaled 29.33 billion dollars in 2018, a new record high, up 4.48% from 2017. In 2018, the revenue generated by supermarkets rose 4.26% to 6.6 billion dollars. Sales generated by convenience stores remained the same from 2017 to 2018, while hypermarket sales grew 2.47%, to 6.63 billion dollars. Other retail outlets, including e-commerce, Mom-and-Pop shops, and wet markets, increased 3.84% to 5.4 billion dollars.

International retailers dominate in Taiwan, with few domestic players in direct competition. In recent years, the traditional mom-and-pop shops and wet markets have suffered and declined in comparison to high-end supermarkets and convenience stores.

Carrefour, Costco, RT-Mart are key players in the hypermarket area, while Welcome, Simple Mart, PX Mart, CitySuper, Jason's Market Place, and Taiwan Fresh Supermarket are active in the supermarket sectors. Meanwhile, 7-11, Family Mart, Hi-Life, and OK are the four major convenience store chains in Taiwan.

Convenience Stores

Convenience stores have been growing significantly and are taking a market-leading position that generated 10.7 billion dollars in sales in 2018, representing a 6.25% growth rate compared to one year ago. Convenience store chains have broadened their product and service portfolio and now are serving fresh coffee, selling concert tickets, train tickets, and offering delivery pick-up services. Currently, convenience stores operators have become less aggressive about outlet expansion and focus on same-store sales and gross margin improvements.

Hypermarkets

In 2018, Taiwan hypermarkets generated a total of 6.63 billion dollars in sales, a nearly 2.47% growth from the previous year. There are now 183 hypermarket outlets in Taiwan, which includes a mix of foreign-owned and locally owned stores. In terms of sales generated, foreign operators, including Carrefour and Costco, continue to dominate the Taiwan market and hold more than 50% market share.

Supermarkets

Supermarkets generated more than 6.6 billion dollars in sales in 2018, a 4.26% increase compared with the previous year. Continued fierce competitions from hypermarkets and convenience stores have made it difficult for small supermarkets to survive. Efforts to promote fresh food in their stores also boosted supermarket sales. An increase in the number of stores and the developing new store formats, have also increased sales.

ANNUAL SALES OF CONVENIENCE STORES/HYPERMARKET/SUPERMARKETS/OTHERS

	2015 (Us dollars billion)	2016 (Us dollars billion)	2017 (Us dollars billion)	2018 (Us dollars billion)
Convenience stores	9.8	9.8	10.7	10.7
Supermarkets	6.0	6.03	6.33	6.6
Hypermarkets	6.1	6.3	6.47	6.63
Others	5.8	5.57	5.2	5.4
Total	27.7	27.7	28.07	29.33



Source: Ministry of Economic Affairs, Department of Statistics

TRADE EXCHANGE BETWEEN ITALY AND TAIWAN (THOUSAND OF EURO)

(Jan.-Sept. 2019)

	Export			Import			Sales		Normalized trade balance	
	2018 Jan/ Sep.	2019 Jan/ Sep.	Var. %	2018 Jan/ Sep.	2019 Jan/ Sep.	Var. %	2018 Jan/ Sep.	2019 Jan/ Sep.	2018 Jan/ Sep.	2019 Jan/ Sep.
Products from agriculture fishery and forestry	4.527	3.142	-30.6	293	426	45.1	4.233	2.716	87.8	76.1
Products of mining and quarrying	8.379	7.864	-6.1	133	94	-29.4	8.246	7.770	96.9	97.6
Food products	58.331	63.132	8.2	3.337	8.359	150.5	54.995	54.773	89.2	76.6
Beverage	12.785	13.407	4.9	1.993	2.750	38.0	10.792	10.657	73.0	66.0
Tobacco	-	-	-	-	-	-	-	-	-	-
Textiles	8.938	8.984	0.5	23.302	22.800	-2.2	-14.364	-13.816	-44.6	-43.5
Apparel (including leather and fur)	65.452	66.777	2.0	2.776	3.447	24.2	62.676	63.331	91.9	90.2
Leather products (apparel excluded) and similar	64.362	69.768	8.4	6.899	5.646	-18.2	57.463	64.122	80.6	85.0
Wood, wood-based and cork products (except furniture); straw and plaiting materials	10.174	6.531	-35.8	1.519	1.891	24.4	8.655	4.640	74.0	55.1
Paper and paper products	6.539	6.782	3.7	4.128	3.476	-15.8	2.410	3.306	22.6	32.2
Products of printing and reproduction of recorded media	39	20	-48.1	-	-	-	39	20	100.0	100.0
Coke and refined petroleum products and chemical products	2.295	2.807	22.3	3.430	1.352	-60.6	-1.135	1.455	-19.8	35.0
Chemical products	141.866	149.399	5.3	157.071	152.698	-2.8	-15.205	-3.298	-5.1	-1.1
Basic pharmaceutical products and pharmaceutical preparations	84.893	89.320	5.2	4.381	2.030	-53.7	80.512	87.290	90.2	95.6
Rubber and plastic products	24.342	26.044	7.0	61.583	59.495	-3.4	-37.241	-33.451	-43.3	-39.1
Manufacture of other non-metallic mineral products	30.985	29.107	-6.1	18.389	19.358	5.3	12.596	9.749	25.5	20.1
Basic metals	14.980	13.631	-9.0	338.778	273.667	-19.2	-323.798	-260.036	-91.5	-90.5
Fabricated metal products, except machinery and equipment	20.854	25.436	22.0	137.276	130.276	-5.1	-116.422	-104.840	-73.6	-67.3
Computer, electronic and optical products	115.343	98.131	-14.9	221.011	219.772	-0.6	-105.669	-121.641	-31.4	-38.3
Electrical equipment and non-electric domestic appliances	37.015	36.606	-1.1	104.660	111.572	6.6	-67.645	-74.966	-47.7	-50.6
Machinery and equipment n.e.c.	153.708	175.612	14.3	216.096	208.657	-3.4	-62.388	-33.063	-16.9	-8.6
Motor vehicles, trailers and semi-trailers	78.278	67.471	-13.8	74.267	70.777	-4.7	4.011	-3.305	2.6	-2.4
Other transport equipment	33.072	18.190	-45.0	179.214	194.158	8.3	146.142	-175.968	-68.8	-82.9
Furniture	29.337	28.007	-4.5	14.400	11.776	-18.2	14.936	16.231	34.2	40.8
Other products of manufacturing	25.698	29.390	14.4	46.101	46.056	-0.1	-20.403	-16.666	-28.4	-22.1
Electricity energy gas steam air conditioning supply	-	-	-	-	-	-	-	-	-	-
Other products and activities	5.974	5.453	-8.7	1.625	6.646	308.9	4.349	-1.193	57.2	-9.9
Total	1.038.164	1.041.013	0.3	1.622.663	1.557.194	-4.0	-584.499	-516.182	-22.0	-19.9

Source: ITA elaboration on Istat data

end

Prosweets 2020 closed on a high note

The supplier fair for the sweets and snacks industry welcomed more than 18,000 trade visitors over four days. Whose quality was widely recognized by the 260 exhibiting companies.

by Federica Bartesaghi



Termina con successo Prosweets 2020

L'edizione 2020 di Prosweets Cologne, la fiera internazionale per la subfornitura dell'industria dolciaria, si è conclusa positivamente per le 260 aziende partecipanti. Durante i quattro giorni della rassegna, è stata registrata la presenza di oltre 18mila operatori da più di 100 Paesi, con un'incidenza estera di circa il 70%. Particolarmente apprezzato, da parte degli espositori, l'elevato livello qualitativo dei visitatori, un dato di importanza fondamentale per il successo della fiera. Insieme a Ism, la più grande fiera al mondo per i prodotti dolciari e gli snack, che si svolge in parallelo, Prosweets Cologne copre l'intera catena del valore della produzione dolciaria e della sua distribuzione. La prossima edizione si terrà dal 31 gennaio al 3 febbraio 2021.

Over 18,000 trade visitors from more than 100 countries attended Prosweets Cologne 2020 (2-5 February), with a foreign share of attendance of around 70%. This international supplier fair, exclusively for trade visitors, presents the entire supplier range of the sweets and snacks industry: from diverse ingredients through innovative packing machines and packaging materials to optimized product technologies. 260 suppliers from 32 countries exhibited at Prosweets Cologne 2020. These included 86 exhibitors from Germany and

174 exhibitors from abroad.

"Prosweets Cologne 2020 was able to fulfil the expectations of the exhibitors to a high degree. The international supplier trade fair for the sweets industry convinced the suppliers this year above all with the quality of its trade visitors and high share of decision-makers. Beyond this the trade fair impressed with future-oriented themes such as sustainable packing, resource-saving production, flexible machines and natural ingredients. Not least the unique combination with ISM in the direct vicinity offers

high added value for the industry, because this is the only place where the entire value chain of the sweets and snacks industry is covered completely," explained Gerald Böse, president and chief executive officer of Koelnmesse GmbH. The 2021 edition of the event will take place from January 31 until February 03 2021, as usual parallel to ISM, the world's leading trade fair for sweets and snacks. The duo showcases the entire value chain of the confectionery industry and all parties are present: suppliers, manufacturers and retailers.

POSTCARDS FROM COLOGNE



AGRIFLEX - The staff



CEPI - Frida Lega



IMA - The staff



LASER - From left: Claudio and Enrico Pevarello



SILOS & SILOS - From left: Alberto Cortese and Stefano Cucchetto



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Around 3,000 exhibitors from approximately 60 countries will present their solutions at what is probably the world's largest event for the packaging and associated processing industries, from 7 to 13 May 2020, that on the past November was already fully booked up. The parallel event for the supplier industry, 'components - special trade fair by interpack', in Hall 18, is fully booked too. The event features an optimised structure, with focal points for user industry offers such as the pharmaceutical and cosmetics industry (Halls 15 to 17) and for sub-segments of the industry such as packaging materials and supplies and the manufacturing thereof (halls surrounding the North Entrance). The offerings in these halls have also been more clearly structured so that it will be easier for visitors to find the exhibitors that are of interest to them here.

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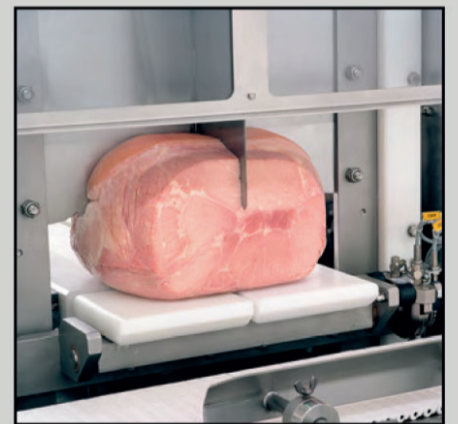
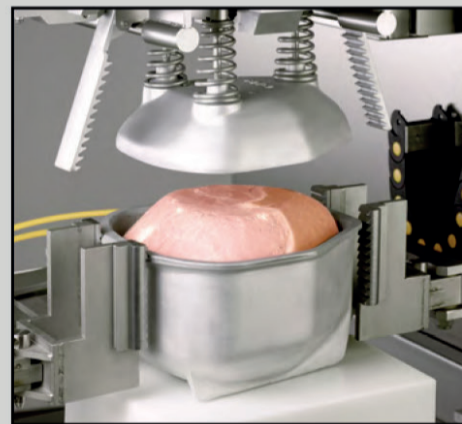
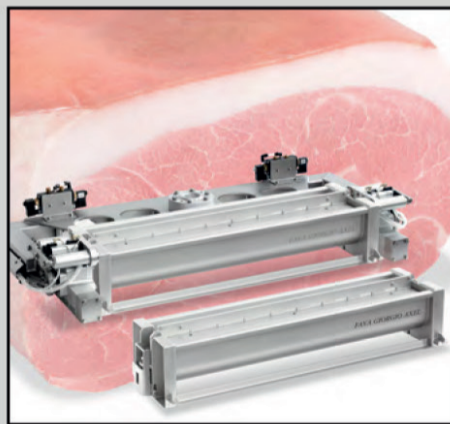


After the success registered in 2019 with the ninth edition of the trade show - which showed a significant expansion in the number of exhibitors (854, +6%) and a double digit growth in the number of visitors (41,528, +18%) - Sps Ipc Drives Italia will be back in Parma from 26 to 28 March 2020. The event, which is dedicated to smart, digital and flexible manufacturing is probably the largest of its kind in Italy. Last year, automation, digital technologies, robotics, mechatronics and vocational training were the salient themes of the event.

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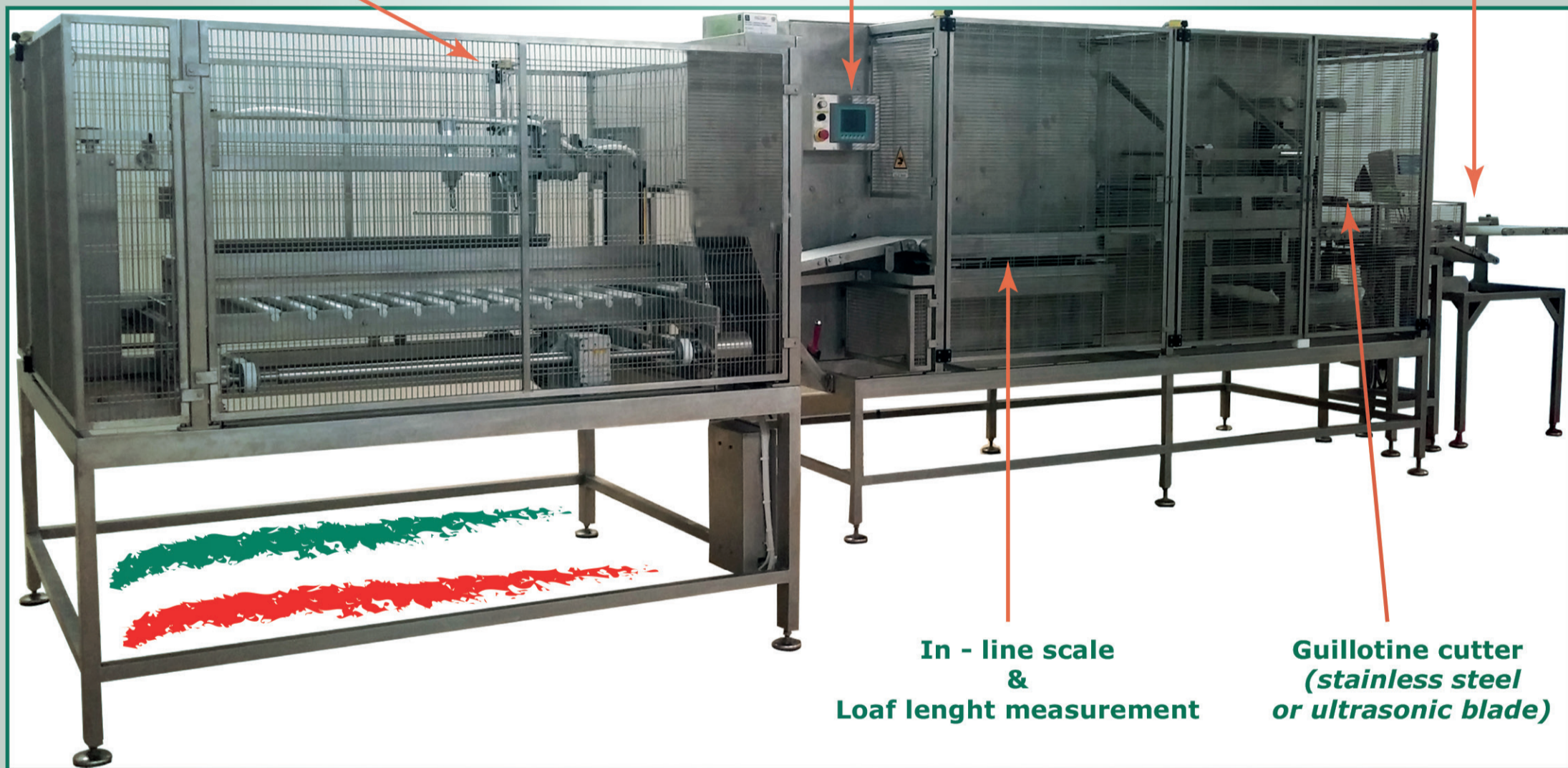
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