

NEWSLETTER

Italian
Technology
Center

India



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ABOUT

ITALIAN TECHNOLOGY CENTER (ITC) is a network of a group of Italian capital goods manufacturing companies. This innovative project is promoted by UCIMU-SISTEMI PER PRODURRE (the Italian machine tools, robots and automation manufacturers' Association), AMAPLAST (the Italian plastics and rubber machinery and moulds manufacturers' Association) and ACIMGA (the Italian manufacturers' association of machinery for the graphic, converting and paper industry). The ITC network facilitates a flexible collaboration among leading Italian machinery manufacturers in order to share resources and knowledge with the common aim of strengthening their presence in the Indian market.

Indian companies consider ITC as their first point of reference in India and get immediate answer/feedback to their queries from the respective Italian companies. Fresh enquiries and technical solutions are also discussed and properly followed-up with the member companies.

The enquiries for other machines/technologies will also be entertained.

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The above office is presided by Mrs Barbara Colombo (Managing Director - FICEP) through its India SPV (Rare Tech LLP) - Mr. Sandeep Chadha (Director); www.raretech.org.



INNOVA 2023 – BLM GROUP's OPEN HOUSE

From Sept. 20 to Oct. 4, BLM GROUP opened the doors to its facilities located in Levico Terme (Trento, Italy) to offer its customers a unique experience of getting up close with the technology and hospitality that distinguish its operations. The new name of the Open House, INNOVA, selected emphasizes a strong focus on the company's unwavering devotion to technological innovation. The event occupied a total exhibition area of more than 10,000 square meters divided into 4 main Tech Hubs, where attendees will have the opportunity to get hands-on with the latest innovations on the group's various technologies (Lasertube, sheet laser, 3D laser cutting cells, tube benders, wire benders, sawing machines and tube shapers) and all the software solutions of the BLMelements suite. At INNOVA, attendees also found specific areas dedicated to research and development and the wide range of services offered by the group: maintenance, technical assistance, and training and BLM portal.



This year, the new Lasertube LT12: a fiber laser cutting system for metallic tubes and profiles capable of cutting tubes from 25 to 305 mm in diameter was presented.

LT12 can be equipped with different laser powers and is capable of processing tubes up to 62 kg/m in weight. The main chuck and the front chuck are designed to minimize the end-scrap.

Among the many products on display, some of the latest innovations stood out:

Here are other interesting products / solutions that were presented:

ELECT63-E

A modern all-electric tube bender, ELECT63-E was born from the vision of filling the void of providing a cost effective, quality system for all manufacturers producing simple tubular components.

Working cell with LT7, E-TURN and AGV

This application is one of many examples of integration that the BLM Group can offer. This cell produced three different bent parts. The tubes were cut on the LT7 and a Data Matrix code was marked on the tube by LT7. The parts were unloaded by the unloader on a conveyor, and then a robot picked them up and placed them on an AGV. The AGV took the parts to an automatic loader connected to the E-TURN tube bending machine. The Data Matrix code was read on the loader and communicated to E-TURN, which in turn loaded the correct bending program to bend the part.

LT8.20 with automated warehouse

The coupling of a Lasertube system with an automatic warehouse stems from the vision of a solution to effectively reduce the shop floor space occupied by material and make the entire laser tube cutting process more efficient.

LS7

From the vision of a sheet metal laser cutting system with all the functionality of a high-end machine and features that allow it to stand out in this market, BLM GROUP condensed its more than 35 years of specific technology experience into an easy-to-use machine with excellent performance, full of value-added solutions including: innovative pallet changer to reduce the change-over times, gantry structure which allows accelerations of up to 2g, and extraordinary versatility.



Apart from these, the following systems were also present:

- BLM Group's unique All-In-One technology that connects the tube bending machine to the laser tube cutting machine,
- ELECT150 bending a 110 mm diameter Stainless Steel tube with a very tight, 90 mm CLR,
- LT-FREE and LT360, the two systems for 3D laser cutting,
- A manufacturing cell producing end-formed and bent parts from a bobbin of tube
- A double-head wire bending machine,
- Various models of automatic sawing machines cutting tubes and solid bars,

The complete software suites used on all the BLM Group's products and the new developments therein were also presented. This included the Customer portal thru' which the Customer can directly by consumables and some spare parts using the E-Shop facility.



During INNOVA, guests had the opportunity to interact with industry experts, who guided them through the exhibition spaces and assisted them with the "leitmotif" of this Open House: from the vision of new goals, through the knowledge of new technological tools, to identifying the most suitable solution for their needs.



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- Offshore
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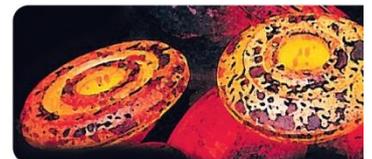
FORGING INDUSTRY

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



PRESSES

We can offer a complete range of forging presses, including high efficiency screw presses, high speed hydraulic presses with many different variants in force, energy, stroke and accessories, and mechanical presses, that assure high productivity and precision.



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LINERS FOR ROLLING MILLS

Lorenzon's product is the synthesis of the requirements of those who use it and the professionalism of those who create it



LINERS AND WEAR PLATES

The experience acquired in the field of precision mechanics has been put to good use in the construction of wear plates for rolling mills and of components used in the metallurgical industry.

We work with the world's leading steel mills and steel plant manufacturers, constantly supporting them in the development of new projects as well as in the regeneration and modernization of existing rolling systems. Our liners are designed to ensure the highest performance of rolling mill rolls.

We thoroughly guide the customer in the design of the plates, the associated construction drawings, the selection of the most suitable material, and the implementation of heat treatment to ensure maximum durability.

At Lorenzon we design and manufacture all types of plates for rolling mills. Each plate has a different use and is therefore mounted in a different part of the plant:

- On the lower part of the rolling cage (**rocker plates**)
- On the **work roll chock liners** and **back up chock liners**
- On the cage (**housing liners**)

Each type of wear plate is manufactured by us to optimize the performance of the part of the plant on which it is installed.

To address these critical aspects and ensure the plant's peak performance, at Lorenzon we have developed the concept of **wear plate with induction hardening**, which allows us to obtain a product with a dual hardness. In particular, we use induction hardening, with variable hardening depths of up to 5mm, to create a dual-layer product:

- The **upper layer**, which is hardened, ensures excellent wear resistance, extending the plate's lifespan and minimizing potential dimensional variations.
- The **lower layer**, which is not hardened, is soft enough to absorb impacts, slips, and vibrations generated during operation.

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Galileo: the ultimate in filtration efficiency

More filtration efficiency and more static pressure are the results of Galileo, the patented filtration system for mists, vapours and fumes generated by manufacturing applications. Available in 5 models with flow rates from 245

to 2,750 m³/h, Galileo technology combines static and dynamic filtration to ensure maximum efficiency. It is equipped with a new turbine that aspirates oil mists and polluting particles in the air, which join together and return to the liquid state due to centrifugal force. Before being returned to the environment, the air passes through a new multilayer filter capable of retaining even the smallest particles.



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

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

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



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



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

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

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***Mold Maintenance
The Hidden Value of a Spotting Press***

As mold complexity increases, so too does the complexity of maintenance, which advances the role of spotting in mold validation.



In the highly competitive plastics industry great emphasis is placed on precision, efficiency and productivity, but people often forget about the importance of completing the mold process. If a mold builder invests resources into high-precision machining, yet tests its molds using an overhead crane, how can he assure his customers that the molds are properly validated? With a high-precision spotting press, a mold builder can say, “This is how we know the mold is accurate.” This validation not only completes the mold process, it also provides the quality assurance of a premiere mold manufacturer.

As molds become more and more complicated, so does the checking and maintenance process. In turn, technology advances and so does the role of a spotting press to validate a mold. Having a high-precision spotting press provides a shop owner several advantages.

Safety. The first criteria in the design and manufacture of a spotting press should be safety. A high-precision spotting press minimizes dangerous mold handling associated with cranes, forklift trucks and other lifting equipment. Different from the mechanical multi-hole or toothed bar system, a high-precision spotting press has a safety device that prevents the press ram from falling, in case the hydraulic system fails. Safety devices are externally connected and always locked, which adds an extra safety measure.

Ergonomics. A high-precision spotting press is designed intrinsically with the maintenance crew in mind. Both platens should have the ability to tilt at varying angles, which helps avoid stressful maneuvers when performing mold maintenance, by making the molds easily accessible. Some presses have a compact design that allows the mold maintenance technician to approach the mold from a variety of angles with a simple tap of a control touch panel. For example, a press with the upper platen rotating 360 degrees and the lower platen rolling out and then tilting 75 degrees. This same approach can be applied to medium and large molds where the upper platen withholds the capability of flipping 180 degrees and the lower platen rolls out, then tilts 70 degrees to either the left or right. This allows workers to ergonomically adjust both platens with the benefit of working on the same side.

Productivity. Some shops use production molding presses to adjust a mold.

This method is dangerous.

It is difficult for technician to work on it.

Molding machines need to be in production continuously utilizing molding machine for spotting or maintenance of Mold is net loss of Production Time.

The features available on Spotting press helps operator to finish the work faster with better quality which is impossible when you use Molding Machine for spotting.

Considering increased complexity of molds (for example, multi-shot molds), a built-in rotational table on a high-precision spotting press allows shops to simulate mold production instead of taking up precious molding machine time. All in one setup, two-shot molds can be tested, adjusted and checked in a safe and simple manner, saving time and money.

Accuracy. High-precision spotting presses have high repeatability and accuracy. Trials can be further improved by testing hydraulic slides, auxiliary cylinders and ejectors. Thanks to a parallelism control system which can gauge the upper plate's position to ensure an even stroke. Today there is a lot of focus on mold accuracy, as many companies cut to net shape and negative stock on their cores and cavities. This parallelism control unit accurately brings the two halves together with precision. This technology features four electronic measurement devices, which continuously check the press' upper plate position and parallelism while comparing it with the lower plate. Encoders are located diagonally in the four external corners of the upper plate with the columns. The measurements are displayed on a touch panel for the entire stroke. If the preset limit parameters are exceeded, the stroke's movement is immediately disabled and the error is displayed. Parameters can be exceeded when hydraulic cylinders not being retracted or tools are being left in the mold (for example, scrapers, grinders, slip gauges and hammers). Some presses use optic scales to ensure the upper plate's movement is even, while the lower platen is locked into position.

User friendly Control Spotting operations of a high-precision press are intuitively controlled through a control touch panel that makes press functions clear, straightforward and simple. Additionally, the diagnostic program immediately reports on the display any anomalies that occur during operation. Each movement of the press is represented by a specific pictogram. In case of a malfunction, the relevant point is shown on the specific page for a quick solution. This helps minimize downtime, quickens troubleshooting and reduces service costs, especially after the warranty period.

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ENCOURAGING PRELIMINARY RESULTS, DESPITE A FEW SHADOWS

According to estimates by the Amaplast-MECS Statistical Study Center, in 2023 the Italian plastics and rubber machinery production could set a new all-time record for the sector of over 4.8 billion euros, racking up a gain of at least three points over 2022.

This is mainly due to a positive trend in exports – which improved progressively over the nine months assessed by the Italian Institute of Statistics (ISTAT) – that have increased by 13% compared to January-September 2022. In the same period, imports have increased by 6% while the active trade balance has increased by sixteen points.

Exports – accounting for more than 70% of national production for the sector – show robust growth with a positive trend in all main machinery types for primary processing and those boasting the highest share of the total.

Geographically speaking, Europe confirms its status as primary destination of products made in Italy for the sector, with an overall share of 56%. EU countries account for 45% and sales within this market show the most positive results: Germany (+7%), France (+23%), and Spain (+19%).

The export trend to the Americas is more than satisfying (+24%), thanks to a new surge in USMCA markets – Mexico in particular – and to the continuing ebullience of a number of South American markets, with Brazil, Argentina, and Peru leading the pack.

The Middle East has also shown a rather positive trend on average, driven principally by two markets: Saudi Arabia (+107%) and Israel (+47%).

Exports to the Far East, on the other hand, have witnessed a sudden deceleration (-12%), due essentially to the contraction of two principal markets – China (-15%) and India (-6%).

Sales to Indian processors show a slowdown after a two-year period of strong growth due mainly to increased demand for extruders and extrusion lines. During 2023, it is precisely the export of such equipment, as well as that of machines for foamed products, that shows a decline. In contrast, other types show a more dynamic trend: for example, blow molding machines and presses, also for tire production.

However, according to AIPMA-All India Plastics Manufacturers Association, Indian converters will invest \$14 billion in the next five years to purchase new core machinery, both to meet growing domestic demand for quality plastic products and to boost exports.

Beyond the import-export statistics, the concerns of Italian firms in the sector are focused on the progressive downturn in orders in recent months.

There are a number of economic and geopolitical criticalities characterizing the international context. The responses of Amaplast member companies to economic surveys covering the first three quarters of this year corroborate this climate of uncertainty, evidencing that revenues from domestic sales have contracted from one quarter to the next and at an increasing rate with each passing month. While revenues from sales abroad have grown, this trend showed signs of slowing down in the third quarter.

The domestic market has also not been kind to these Italian manufacturers as regards orders, which remained significantly below 2022 levels in the first three quarters of this year. Again, while the same indicator is positive when considering foreign customers, the trend is progressively weakening.

In effect, the slowdown in domestic demand may be considered cyclical to some extent, especially after the peak recorded in 2021, boosted by investment incentives.

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ITALIAN PLASTICS AND RUBBER PROCESSING MACHINERY
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UCIMU: 2023, AN OVERALL POSITIVE YEAR FOR THE ITALIAN MACHINE TOOL MANUFACTURING INDUSTRY 2024 WILL BE STABLE

2023 has been another positive year for the Italian manufacturing industry of machine tools, robots and automation systems, which has achieved a new production record, thus extending the favourable trend that should also be confirmed in 2024.

This is in short what was outlined by **Barbara Colombo**, president of UCIMU-SISTEMI PER PRODURRE, the Italian machine tools, robots and automation systems manufacturers' association, during the usual year-end press conference.

Based on the preliminary year's data processed by the Studies Dept. & Business Culture of UCIMU-SISTEMI PER PRODURRE, in 2023 production reached **7,560 million euro**, marking a **3.8% increase** over the previous year.

The result was driven by **the good performance of exports, which grew by 10.3% to 3,825 million euro**. The export/production figure went up again, attaining 50.6%.

On the foreign front, according to UCIMU processing of the data from the Italian National Statistics Institute (ISTAT), in the period January-August 2023 (latest available data), the main destination markets for the Italian product offering of the sector were **the United States** (356 million euro, +26.7%), **Germany** (217 million euro, +8.8%), **China** (163 million euro, +34%), **France** (138 million euro, +32.1%) and **Poland** (128 million euro, +14.7%).

On the other hand, **the deliveries by Italian manufacturers in the domestic market decreased slightly to 3,735 million euro, 2% less** than in 2022.

Deliveries and imports – the latter down by 4.5% to 2,385 million euro – were affected by the **decrease**, however slight, in **consumption, which dropped by 3% to 6,120 million euro**.

For 2024, Italian machine tool, robot and automation manufacturers expect a consolidation of the results achieved in recent years: production should be driven by foreign demand, whereas a moderate reduction should be recorded in domestic consumption.

In particular, according to the forecasts carried out by the Studies Dept. & Business Culture Centre of UCIMU, **in 2024, production should grow to 7,595 million euro (+0.5% compared to 2023), thanks to the rise in exports**, which should stand at **4,070 million euro (+6.4%)**.

Deliveries by manufacturers to the domestic market should not exceed **3,525 million euro (-5.6%)**, in line with the **drop in domestic consumption**, which should reach **5,780 million euro (-5.6%)**.

Imports should also be affected by the reduced demand for investments in Italy, falling by 5.5% to 2,255 million euro.

The export/production figure should rise again, standing at 53.6%.

Barbara Colombo, president of UCIMU-SISTEMI PER PRODURRE, commented: "Although there are clear signs of a slowdown, the 2023 of Italian manufacturers is closing with a positive sign; the "Made in Italy" production of the sector grew again, setting a new record thanks to the good results obtained by Italian enterprises abroad".

“All this means that, once again, our enterprises have been able to redirect their product offering towards areas where demand is more dynamic, i.e. foreign markets. Recession risk averted in the United States, considering the geo-political instability we are facing today, Italian companies are principally engaged in covering traditional markets: in addition to the USA, that of EU countries, where, amongst other things, we hope for the recovery of Germany, which has always been a first-rate partner for the Italian mechanical industry”.

“In this connection – pointed out **Barbara Colombo** – we have recently submitted to the Ministry of Foreign Affairs and International Cooperation an operational plan for the two-year period 2024-2025 regarding activities between the Italian and German machine tool industries, aimed at strengthening the cooperation relations between the two world-leading industrial systems in this field”.

Mutual visits to production facilities in both countries, organisation of incoming activities for delegations of German end users visiting Italian enterprises and trade fairs in Italy, organisation of an Italian Machine Tool Forum in Germany to foster and encourage a mutual knowledge of leading manufacturers and users in both countries, as well as market analyses: these are some of the initiatives that make up this programme. Based on past experience – continued the president – and considering the value of the intervention, we think that this programme should be carried out according to a public-private cooperation model, also for economic purposes. Alongside the trade associations of the respective countries, on the Italian side, in addition to Ministry of Foreign Affairs and International Cooperation, in our opinion, Sace, Simest, CDP and ICE-Italian Trade Agency should intervene as well.”.

“In parallel with this, our commitment continues in the most geographically distant and culturally different markets, for which UCIMU has launched important initiatives to support the internationalisation activities of enterprises. Among these, two business networks. The first one is ITC in India, which has been working for eleven years now and which gathered over one hundred participants among trade operators of the sector, end users, institutions and journalists during the last annual Conference, in Pune last November. The second one is the newly established network IMT in Vietnam, launched last September and created with the aim of supporting the penetration of the network companies into the country that represents the gateway to the whole South-East Asian region”.

“On the Italian front – stated President **Barbara Colombo** – the willingness to invest shown by Italian investors has certainly dropped in 2023. After years of more than exponential growth, the reduction registered this year and that expected for next year however seem acceptable. It is actually a gradual return to normal values after the exceptionality of the previous two years. We collect fewer orders than in the past, but the market is not at a standstill: on the contrary, the Italian market remains one of the most important ones. The Italian manufacturing industry is willing to continue with the digital transition process, which is in full deployment, but everyone is waiting to see what incentives will be available starting from the next few months”.

“For this reason – continued **Barbara Colombo** – we appreciate the work carried out by our government authorities who obtained the green light by the European Commission to finance, with Repower EU, the Transition Plan 5.0, focusing on the combination of green and digital transformations to support the development of the manufacturing industry according to energy-saving criteria, while also considering the fundamental issue of education and training. Now we wait to see the implementation of the measures that will bring this plan into effect”.

“At the same time – concluded the president of UCIMU - we call on the Government to refine the measures 4.0 in order to extend their use to an ever-wider range of companies. The idea is to free up larger resources for small-scale investments, which are logically the preserve of smaller companies that have generally been, and still are, more reluctant to undertake the digital transition. We are aware that there are scarce economic resources and consider it useful for this purpose to raise the tax credit rate of the first bracket, now set at 20%, while lowering the maximum value of the eligible investment currently set at 2.5 million euro”.



Milan, 13 December 2023

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