

Italy Midwest Delegation 2014

to

Detroit, Michigan

March 27 - March 28, 2014

The **Italian Trade Agency** and **UCIMU-SISTEMI PER PRODURRE**, in collaboration with local partners in Michigan and Indiana are touring a delegation of leading **Italian companies** in advanced manufacturing and core machinery to meet with potential clients and representatives.



The delegation will be in Indiana March 23rd - 26th and from then until the 29th in the Detroit Area.

As we are working with local partners on the respective agenda per State,



kindly indicate which of these companies may be of interest to you and in what capacity (i.e. representation, client, etc.). With such information we will update you accordingly on opportunities to meet with them.

Arranged by:



ITALIAN TRADE AGENCY

ICE - Italian Trade Commission

Trade Promotion Section of the Italian Embassy

Which companies are you interested in meeting?

- AUTOMAZIONI INDUSTRIALI SRL
- BONETTI COSTRUZIONI MECCANICHE SRL
- LOSMA
- MILLUTENSIL SRL
- PROCMA SRL
- RIELLO SISTEMI SPA
- TAMA SPA
- ZANI SPA

What is your interest in this company(s)?

- Create Relationship
- Create Partnership
- Become a Client
- Become an Agent
- Become a Dealer
- Become a Distributor
- Other:



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

AUTOMAZIONI INDUSTRIALI SRL

Loc. Muratello di Nave, BS 25075

TEL: +39.030.8925563

SITE: www.autind.com



**AUTOMAZIONI
INDUSTRIALI s.r.l.**

Company Description:

For over 25 years, Automazioni Industriali Srl, has been researching, designing, developing and manufacturing cutting-edge applications in the field of applied robotics, coming up with increasingly hi-tech solutions. Automazioni Industriali Srl, supports companies its clients through every stage of process innovation, which in turn, translates into a competitive advantage for their products. Automated manufacturing means lower production costs and, consequently, lower selling costs.

Company Activity:

Robotics Systems

Company Products / Services Sought for Promotion:

Innovative robotic guidance 3D vision system for random bin-picking.

Target Customer / Client Industries:

Agents and end users. Looking for Tier 1 subcontractors of mechanical metal components and manufacturers of valve and fittings for water, gas, and oil for the residential/plumbing and heating sector.

Currently in U.S.?

No.

Local Partner / Representative / Agent Features Sought:

Sales agents who sell hot stamping presses, machine tools, cutting tools for CNC machines, lubricant oils for machine tools, compressors, and sandblasting machines. In addition, we are looking for manufacturers of automotive mechanical components.

Specific companies, industry associations, organizations or academic institutions suggested for meeting:

No



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

BONETTI COSTRUZIONI MECCANICHE SRL

Castelleone, CR 26012

TEL: +39.0374.57203

SITE: www.segatrici.eu



Company Description:

Founded in 1979, Bonetti Co., started with production and assembly of heavy-industrial machinery like rolling mills, and partnered with legacy brands such as Demag and Daniel. Since 1990, Bonetti has developed and manufactured the Opus brand of bandsaw machines for metals and light alloys.

Company Activity:

The company designs and produces an extensive line of bandsaw machines.

Company Products / Services Sought for Promotion:

High-speed aluminum and titanium-cutting bandsaws capable of cutting twice as much material in half the time as standard machines. The company's bandsaws are engineered for both 24/7 and low-service interval operation. The company has had success selling their bandsaw machines to automotive sector related companies who provide turn-key solutions such as facilities for robot cells which use enslaved saws. The company is known for building custom saws, tailored in accordance to individual customer needs

Target Customer / Client Industries:

Primary/Secondary Aluminum Smelters; Aluminum Foundries; Metal Traders/Service Center for cut.

Currently in U.S.?

No.

Local Partner / Representative / Agent Features Sought:

The company is looking for technological partners such as engineering companies with which the company could work in tandem to provide increased opportunities for client productivity. As well, the company seeks agents, resellers and dealers who can also provide service and maintenance support for its product line.

Specific companies, industry associations, organizations or academic institutions suggested for meeting:

The company would like to meet with metal distributors such as - but not limited to Alcoa, Nemak, and TW-Metals.



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

LOSMA

Curno, BG 24035

TEL: +39.035.461444

SITE: www.losma.com



Company Description:

Founded in 1974 in Italy, today Losma has four subsidiaries in Germany, India, UK and the US. Losma produces filtration systems for air and coolants. Its systems can improve the entire working environment and reduce coolant use. From single-machine systems to centralized applications, Losma offers a wide range of solutions using different technologies.

Company Activity:

Air and coolant filtration systems for machine tool processes

Company Products / Services Sought for Promotion:

We offer a variety of air and coolant filtration systems using a variety of technologies, including electrostatic air filters. Our wide range of solutions allows customers the possibility to combine technologies reach above-standard filtration performance at a lower maintenance cost.

Target Customer / Client Industries:

Tier 1 and Tier 2 suppliers in automotive, aerospace, medical , hydraulic, and sub-contracting industries.

Currently in U.S.?

Yes (wholly owned subsidiary) - Losma, Inc., Sparta, New Jersey

Local Partner / Representative / Agent Features Sought:

Losam would like to meet companies who produce machine tools for the automotive and automotive parts sectors.

Specific companies, industry associations, organizations or academic institutions suggested for meeting:

No.



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

MILLUTENSIL SRL

Milano MI 20124

TEL: +39.02.29404390

SITE: www.millutensil.com



Company Description:

Millutensil Srl was founded in 1955 and has been well-known all over the world for its die & mold spotting presses and for its press' equipments.

Blue line is the first traditional line of products of Millutensil and it concerns die & mold spotting presses e.g. highly precise machinery created to make easier the adjusting, checking and repairing of complex molds and die-splitters which are an innovative, versatile and efficient solution to handle easily molds in the mold industry as well as in the sheet metal working industry.

Green line, instead, concerns the whole innovative and leading machinery for sheet metal working (decoilers, straighteners, feeders...) and it includes belts conveyors and lubricating systems. Green line is the result Millutensil obtained after a long work of research and development which culminated in the birth of last-generation, innovative and leading machinery for sheet metal working.

Today, thanks to an in-depth study of the existing realities of the market and a continuous attention to customers' requirements, Millutensil is able to offer whole high technology lines for sheet metal working. Millutensil is aiming to become a reliable partner for its customers and knows well the importance of being the sole supplier for whole systems and not only for single pieces of equipment. The advice service is therefore essential in every decision-making phase, whereas an affective after-sale service is a guarantee of efficiency and quality also for the future. The belt conveyors and the lubricating systems complete the sheet metal working line.

The ever-increasing customers are the proof of the fact that the market is appreciating the work we have carried out and trusts this line of products which looks ahead. Finally, since 1960 Millutensil has been representing the German company FIBRO for standard elements and distributes in Italy the HETO machine, a CNC milling and deep hole drilling machine for moulders.



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

PROCMA S.r.l.
Modugno (Bari), BA 70026
TEL: +39.080.5352631
SITE: www.procma.com



Company Description:

Procma Srl is highly specialized in automation systems, assembly lines design and manufacturing and our products are successfully applied in many sectors : automotive, aerospace, packaging, food industry, electronics, etc.

Company Activity:

The company is specialized in projecting and constructing automatic and half-automatic assembly machines and precision mechanical parts, for industrial manufacturing processes. Current lines are: Assembly Systems, Automatic & Half-Automatic Benches, Round Units with Rotating Board, Welding Robotized Systems and Sealing and Testing systems.

Company Products / Services Sought for Promotion:

Advanced automation systems with high quality standards and manufacturing solutions also in terms of resources' optimization.

Target Customer / Client Industries:

Tier 1 and OEM companies in the automotive sector in the US.

Currently in U.S.? No.

Local Partner / Representative / Agent Features Sought:

The company is a direct supplier to Tier 1 and OEM companies of automated machines for the assembly of car components/parts. Therefore, the company would like to meet potential customers within the US automotive sector.

Specific companies, industry associations, organizations or academic institutions suggested for meeting:

No



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

RIELLO SISTEMI SPA

Minerbe VR 37046

TEL: +39.0442.641800

SITE: www.riellosistemi.it



Company Description:

Riello Sistemi SpA, established in 1963, is a leading European company in the production of CNC controlled rotary transfer machines and flexible cells to produce automotive components, sanitary fittings, hydraulic and pneumatic fittings, valves and general engineering parts. Our constant technological innovations make Riello an industry leader in performance and reliability. On average, 80% of the products Riello produces are exported all over the world.

Company Activity:

Planning, building and sales of multi-station rotary transfer machines and FMS.

Company Products / Services Sought for Promotion:

The company produces traditional rotary transfer machines, which can be used to economically produce many different families of complex components. We also make the Vertiflex cell, which combines the high productivity of a rotary transfer machine with the high flexibility of a machining center. Both of the company's machinery lines are used in a number of fields, including the automotive, mechanical, and sanitation industries.

Company Objectives for Participation in the Delegation:

The company hopes to meet new potential users and promote the Riello Sistemi brand.

Target Customer / Client Industries:

The company focuses on Tier 1 & 2 clients within the automotive, mechanical, and sanitation industries.

Currently in U.S.? No (In Canada)

Tri-Way Manufacturing Technologies Corp.

Windsor Ontario, Canada

Local Partner / Representative / Agent Features Sought:

Looking for agents to promote its brand and product line.

Specific companies, industry associations, organizations or academic institutions suggested for meeting:

No



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

TAMA SPA

Mollaro di Taio TN 38012

TEL: +39.046.3461700

SITE: www.tama.eu



Company Description:

TAMA Group has been working in the field of air filtration since 1985, focusing on sectors as diverse as sheet metal working, powder coating, blasting, environment, waste work, renewable energy, wood, food, plastic and all sectors where there is the possibility to purify air from dust, gases and fumes. TAMA's main products are dust collectors, cyclones, downdraft tables, and coating booths.

Company Activity:

Tama designs and manufactures Bag Filters, Cartridge Filters, and Suction Benches tailored to respective customers' needs.

Company Products / Services Sought for Promotion:

Powder coating sector: dust collectors, cyclones, painting booths, sheet Metalworking sector: dust collectors, downdraft tables, spark traps

Company Objectives for Participation in the Delegation:

The company is looking for a local partner to serve as its US dealer and who can handle customer service inquiries.

Target Customer / Client Industries:

The company is targeting potential dealers for its TAMA products, as well as suppliers and end users in the Powder Coating and Sheet Metalworking Sectors.

Currently in U.S.?

No

Local Partner / Representative / Agent Features Sought:

Company seeks an experienced dealer in the air filtration industrial sector.

Specific companies, industry associations, organizations or academic institutions suggested for meeting:

No



MICHIGAN AEROSPACE MANUFACTURERS ASSOCIATION

Address:

ZANI SPA

Turate CO, Italy 22078

TEL: +39.02.9668171

SITE: www.zani.net



Company Description:

Zani works with great care and commitment in the manufacture of customized and standard presses, including integration of coil and transfer feed equipment, in order to meet the market requirements. Company's object is to provide its clients with on-time delivery and satisfaction.

Company Activity:

Manufacturer of Mechanical Presses Up to 3000 Tons.

Company Products / Services Sought for Promotion:

Mechanical presses, service driven based on knuckle-joint kinematics.

Company Objectives for Participation in the Delegation:

Evaluation of the actual market and future opportunities.

Target Customer / Client Industries:

Tier 1 & 2 clients within the automotive, household appliances and furniture industries.

Currently in U.S.?

No

Local Partner / Representative / Agent Features Sought:

Looking for agents who can provide after-sale service and support.

Specific companies, industry associations, organizations or academic institutions suggested for meeting:

Agents