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The major global trends, the technological innovations that are shaping the industry, the hopes and fears for the future. A 'snapshot' of the 2024 edition of the German trade show - and of the food-tech market itself - in our interviews with the Italian exhibitors.

ANUGA FOOD TEC

SPECIAL EDITION / REPORTAGE



A New Beginning

The 2024 edition of Anuga FoodTec, held in Cologne from March 19 to 22, promised a return to the splendor of the pre-pandemic era. A goal that was almost reached according to the nearly 100 Italian exhibitors we met. In their opinion, the German trade show confirms itself as a strategic business hub for the food and food-tech industries, albeit with some progress still to be made in some specific areas and markets.

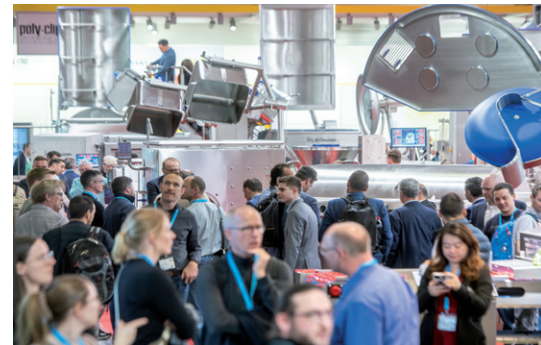
After a 2022 edition hampered by the tail end of the pandemic, expectations were indeed very high. The event met such expectations overall, both in terms of number and quality of visitors. And yet, not everyone was fully satisfied: the halls dedicated to food processing (6 and 9), especially for the meat industry, were certainly the most crowded. In those de-

icated to the dairy industry (notably 4.1) attendance was substantially lower.

Some exhibitors consider the fair a bit overly-dispersive, since it gathers operators from all food-tech areas. Others consider this feature as one of its greatest strengths. Most exhibitors agree in considering it an unparalleled PR and networking opportunity.

One thing is certain: the Cologne fair - and thus Koelnmesse - can boast an excellent organization from all perspectives. Starting with logistics: no queues at entry or exit, also thanks to an effective connection with public transport; well-organized spaces and services.

With regard to visitors, our conversations with exhibitors allowed us to draft an indicative 'map' of the most represented countries. Eastern Europe takes the gold, and Russian buyers also returned to attend the fair after missing for a while. Plenty of visitors arrived from Asia and Southeast Asia, the United States and Israel, including North Africa and South America. Paradoxically for a European fair, few Spanish, French and Italian attendees were noted, probably due to close or overlapping industry events.



CEPI



From left: Igor Riccardi, Frida Lega and Riccardo Satta

Igor Riccardi - "Our participation in a trade show like Anuga FoodTec is primarily aimed at increasing our activities in sectors other than our core business, which is the bakery industry. Here, we have the opportunity to meet professionals operating in all of the food industries: from meats to chocolate, through the beverage sector. Looking at international markets, European countries remain with no doubt our major target, with France playing a more than consolidated role within that 80% which represents our export share of turnover. We are now aimed at increasing our presence in Northern Europe, but also outside the EU borders, primarily in the United States and Asia. Among the many new products presented at the fair, our integrated solution for weighing, filtering, and blending within a single unit certainly stands out. This is a perfect solution for the production of premixes in a wide range of food sectors. Our company's greatest strength is its totally customer-oriented approach, in Italy as in the rest of the world. We indeed believe in the collaboration with local partners in the various countries we are present, as a long-term growth strategy. Regarding trade fairs, in 2025 we will definitely exhibit at IBA, which will take place in Düsseldorf instead of the usual Munich setting, and at IFFA in Frankfurt, targeting the meat market. Although currently a marginal sector for us, we believe it can bring us much satisfaction in the future."

COLIGROUP



From left: Giulia Antonelli, Vittorio Libretti and Alessandra Pagani

Giulia Antonelli - "The focus of our research and development activities is definitely sustainability, which for Coligroup translates into the production of machines capable of meeting the new needs of the industry. The Thera Webskin-Webmap thermoforming machine, Colimatic's solution for eco-sustainable packaging, is indeed designed to work with various materials like paper, cardboard, and also mono-materials to create packaging in skin, MAP, or vacuum. Beyond thermoformers, which are the flagship of our production, we also present one of our most recent innovations: the JPrint 44UDV digital print unit. This is a high-resolution printer that prints on plastic and paper film reels every kind of logo, picture, text, code or number, developed in complex printing layouts. It is particularly suited for companies that need to make quick changes and with great flexibility. This quality of flexibility has always been central to our offering: once the customer's needs are clear, we always manage to find the right solution together, whether it involves rigid or flexible packaging, in modified atmosphere or skin packaging. For several years now, we have also been investing in internalizing our software house, which allows us to provide services such as integration on lines, data collection and analysis. The next event on our agenda is Seafood Expo in Barcelona, which we will be attending for the first time this year from April 23 to 25, in anticipation of the major appointment with IFFA 2025."

LAWER



Filippo Lanaro

Filippo Lanaro - "Here at Anuga FoodTec, where we are exhibiting for the second time, we are meeting visitors from all over Europe. Hispack, next May, and Pack Expo Chicago, in November, are the next trade shows we will participate in within the food sector. The United States, in particular, is a market with great development potential for our solutions, and we are cultivating it with care. Moreover, the collaboration with our Spanish distributor is allowing us to explore new opportunities in South America, and the same is happening in Southeast Asia - a market particularly interesting for the snack segment - again, thanks to a fruitful partnership with a local distributor. For Lawer, the food industry currently represents about 15% of turnover, alongside the core business of textiles and the rubber industries. However, its importance is growing very rapidly, as are our investments. The forecasts are indeed very positive and for one particular reason: our solutions meet a real and pressing need, that of finding qualified personnel. Our automatic machines for weighing micro ingredients guarantee, in addition to high productive performance, total traceability, precision, and repeatability in recipes. Advantages that naturally translate into greater quality of the finished product."

MINERVA OMEGA GROUP



Andrea Salati Chiodini

"We are very pleased with the feedback we are receiving at the fair regarding Minerva Omega Group's technological offer. Anuga FoodTec indeed confirms itself as a benchmark platform from the perspective of technological innovation for the industrial and semi-industrial sector. In a complex market scenario, which does not show the dynamism and propensity to investments awaited - also due to ongoing geopolitical tensions -, we are nevertheless noting the interest of operators from both European and non-European markets. As a company, we are confident about the future and therefore continue to grow and invest, as also demonstrated by the recent expansion of our main production plant in Bologna. On the technological side, we are presenting some of the most recent innovations here, which are giving us particular satisfaction. The automatic C/E HF hamburger/meatball forming machine, in particular, can produce hamburgers and meatballs in a fully automatic way. Our patented solution is compact, manageable, and guarantees extreme flexibility. Many other innovations are currently in the pipeline, ready to be presented next fall. Djazagro at the end of April, Gulfhost in October, and Chillventa in November are our next trade fair appointments for 2024, in anticipation of a 2025 full of other not-to-be-missed events."

AGRIFLEX



The team

CEIA



From left: Marco Cocci and Fabio Bennati

F.LLI CUOMO



Stefania Cuomo

RISCO



Rita Dal Maso

"One of the goals Risco is pursuing, and for which the fair proves to be a particularly fertile ground, is the search for new commercial partners to increase our international activities. Exports already represent a significant portion of turnover, accounting for about 85% of revenue. However, we still see great growth opportunities in various parts of the world. In particular, the United States continues to be the company's primary market, followed by European countries. Among the technological innovations, Risco introduced at Anuga FoodTec an innovative system for forming hamburgers, the ATM 203 model. This system allows for the creation of hamburgers from a constant flow of ground meat. The result is a gourmet burger with the appearance and texture typical of a steak haché, preserving the organoleptic characteristics of the raw material at best. Additionally, we present some of the multiple solutions developed in collaboration with a Spanish partner that allow integrating Risco systems with automatic tray packing lines, paper dispensers, and weighing systems to provide the end user with a truly complete service and become a single technological point of reference for multiple systems. This is to further improve the level of service offered to customers, namely pre and post-sale assistance of the highest level."

BORIN



Matteo Borin - "Anuga FoodTec 2024 is our second international trade show experience. It is a great source of satisfaction for us to see the interest aroused by our solutions among visitors, as well as among distributors interested in our brand. Here in Cologne, we present solutions dedicated to the cleaning and sanitizing of production departments and of operators accessing production areas. Visitors have shown great interest in all types of carpets, from those designed for sanitizing forklift wheels to those intended for sanitizing the soles of shoes. Our strength lies in the design: robust material, advanced technology, and facilitated predictive maintenance. The Group's activities rest on four business units dedicated to the various services and products we offer: Borin Solutions for cleaning and sanitation solutions, Bss for the rental of equipment and machinery, Borin Line for research and design, and B-Tech for installations and maintenance, thanks also to a highly specialized technical department. As for our internationalization plan, we are extremely confident. Our company can rely on a young and motivated team, and we are equipping our facilities to support steadily growing numbers."

TROPICAL FOOD MACHINERY

FRATELLI MARCHISIO

FMT



The team



Andrea Occhipinti



The team

CASTIGLIONI NEDO



From left: Benedetta Embro, Stefano Castiglioni, and Antonella Tomasello

Stefano Castiglioni - "Among our most requested solutions, alongside traditional lines, are undoubtedly the spirals that, by developing in height, allow for significant space savings where necessary and high energy efficiency. Looking at the markets, exports currently account for about 40-50% of our company's turnover. The German market is certainly strategic, and recently, we have installed three new big lines at companies active in the production of gnocchi, filled pasta, and tortellini. Looking overseas, we have recently set up two new plants in North America. In Canada, specifically, we already have several customers specialized in the production of pasta, pizza, ready meals, cakes, and frozen products. Projects are underway also in Italy, which continues to be a market of fundamental importance for our company. In almost 70 years, we have proven to be a trusted and reliable partner: from the installation and testing stages, through maintenance interventions and emergency management, our team of technicians follows each project directly, without relying on external teams. Indeed, attention to customers' needs has always been a priority for us, and this also translates into a very careful pre- and post-sales service. For all these reasons, our company continues to grow: in 2024, we will achieve the highest turnover of recent years."

GELMINI



Marco Mantovani - "In Cologne we met several customers, in particular those coming from Eastern Europe. In addition, we had the chance to meet visitors from the United Arab Emirates, North Africa, and the United Kingdom. Paradoxically, we noticed a weaker presence of French and German operators. We also noticed the absence of leading Fast moving consumer brands, while it is clear that trade fairs still play a central role for small and medium-sized enterprises looking for machines and ideas to develop new business, especially in emerging and developing countries. At Anuga FoodTec, we are presenting a very innovative machine specifically designed for international markets, where we aim to grow in the coming years. It is indeed suitable for processing cheeses like Emmental, Edam, Cheddar, or Gouda, which are most widespread in Northern Europe but also in various areas of the world. For this machine, we have also paid particular attention to the aspect of design, combining steel with the color blue, which has always distinguished Gelmini technologies. For the coming months, we have planned participation in events related to more niche productions, like the FIQAB - Feria Internacional del Queso Manchego in May, preceded in April by Djazagor in Algeria."

FRIGOR BOX



Alice Fantini

STANDARD TECH



The team

Gabriele Polese - "Although attendance at the fair is not high as expected, we still have gathered interesting contacts, and this gives us hope. The same had indeed happened during the 2022 edition: at the end of the event, we were not very satisfied, but later the contacts gathered turned into new clients. On this occasion, we are presenting Unigen Plus A++, our latest patent: it is a single-walled monocoque air handling unit built entirely with a particular plastic material. Self-insulating and suitable for frequent washing with chemical agents, these units are highly aesthetic, silent, and equipped with a particular antibacterial system as well as a revolutionary system of humidification. With regard to international markets, our export share of total turnover currently amounts to 50%. We are present on four continents, and at this moment, we aim to expand mainly in the USA and South America. As for the next fairs on schedule, we hope to participate in the next edition of Gulfood Manufacturing in November; and next year, we will certainly attend IBA in Düsseldorf, the reference event for the bakery world."

BERTUZZI



From left: **Tiziana Adravanti, Osman Sagmanli and Francesco Piazza**

TRAVAGLINI



Federica Travaglini - "With this edition of Anuga FoodTec, we can say that the trade show has almost returned to pre-pandemic levels, after the low attendance recorded in 2022. Today, visitors from all over the world have returned to the fair, with high attendance from China and Asia, Ukraine, India, and Russia. The new wall that characterizes our booth, where all of the plants and solutions we can manufacture are clearly specified, has also allowed us to intercept new potential customers, many of whom operate in the fast-growing pet food industry. Undoubtedly, we noticed a desire for change, to start investing in new projects and products again. To date, the export share accounts for approximately 80% of Travaglini's turnover. This result was achieved also thanks to the activities of our branch companies in Spain, America, and China, plus a service center in Parma, Travaglini Service, and participation in companies such as Viande in France and Torchio in Italy. With regard to the Italian market, thanks to the new incentives provided by Industry 5.0, many customers are asking us how to update their software in line with current needs. A request we have anticipated: our software (Trc-Net) is already set up for data analysis consumption thanks to a special application that we will present in the coming months and that will allow our customers to totally monitor their plants' performance."

VELATI



Verena Veronesi - "This edition of Anuga FoodTec has been extremely positive and allowed us to meet both established and potential clients. It is certainly a strategic event from a networking point of view, but it has not benefited, in terms of incoming from Europe, from its proximity to Cfia in Rennes and its coincidence with Alimentaria in Barcelona. Hence, we have noticed a reduced attendance of operators from Spain, France, and even from Italy. On this occasion, we have further consolidated the partnership established with Handtmann and all of the Group's business units. A collaboration that, since it began in 2022, has brought and is bringing us great satisfaction. Moreover, we chose to showcase here two of our flagship solutions, particularly aimed at meeting the needs of the German market: a meat grinder and a mixer capable of supporting high production volumes. Overall, the outlook for the current year is very positive for us: we have recently concluded some important orders for the US market, and other projects are currently underway, including those commissioned by Italian companies with production facilities abroad."

SINTECO



Livia Marinoni and Andrea Schiavolin

BORGO 1988



The team

Luca Borgo - "We are very satisfied with this edition of the fair, where we met visitors from all over the world: from South America to the United States, including Asian countries. It is certainly a great opportunity also to find new distributors in countries where we want to strengthen our presence. Currently, among the target countries where we aim to grow, there are nations such as Argentina and Uruguay, Australia and Eastern European countries, that are showing a high propensity to investments. To date, our export share of turnover stands between approximately 30 and 40%, and is growing steadily especially in South American countries where the meat sector is recording a very positive trend. This is precisely why sales of our tying machines, suitable for typical products like chorizo and morcilla, have increased significantly. In fact, in September 2024, we will participate in Tecno Fidta in Buenos Aires, where we will exhibit through our distributor, while in 2025, it will be the turn for IFFA in Frankfurt."

STALAM



Roberto Cian Seren

ILPRA GROUP



Sara Longhin

NAVATTA GROUP



Riad Guesmi and Silvia Cassiani

PRISMATECH



From left: Aicha Badri and Samira Abukhris

INOX MECCANICA



Leonardo Mele - "Our participation at Anuga FoodTec 2024 is driven by our intention to consolidate and expand our presence within the German market. We are very confident with regard to this goal, especially since we expanded our commercial department last year with this purpose, and the feedbacks have been very positive so far. Hence, in recent months we had the pleasure of hosting several Austrian and German clients at our pilot plant, who successfully tested our latest technologies. At the fair, we are presenting an innovative smoking technology in a tumbler, aimed at products to be seasoned or cooked, which aligns perfectly with the upcoming European smoking regulations. We have also brought our flagship product, the PIC 99 BCE, a fully automatic stuffing machine for products to be seasoned, ideal for encasing anatomical products like raw ham, bacon, coppa, bresaola, lonzino, roasts, and general muscle meats. It's a high-performance machine with impressive productivity that ensures remarkable consistency in results. Additionally, our range includes the P600 RC, a semi-automatic machine equipped with an edible film dispenser, versatile and easy to use for roast production; an automatic tying machine for fresh cuts; and a very compact and versatile washing machine for vans and bins. Our company has many strengths, but we always like to emphasize our ability to customize machines according to customer needs and a service department that is always fast, timely, and above all, effective. This is because our customers' results are particularly important to us. We are a family-owned business with strong ownership, proud to boast a 100% Made in Italy production."

MENOZZI LUIGI & C.



Antonia and Filippo Menozzi

Filippo Menozzi - "After a very positive 2018 edition, which allowed us to acquire contacts that subsequently turned into significant sales, even outside the company's core business in the meat industry, it was of the greatest importance for us to participate in this edition of Anuga FoodTec. And we can certainly say we are satisfied with the number and the profile of the contacts we met. In particular, we saw the comeback of operators from Russia and China, who had been missing from this kind of events for a while. The Italian audience, for its part, is notably absent, perhaps due to the overlap of events like Alimentaria Barcelona, which is taking place these days. A fact that is becoming more frequent in a very busy trade fair calendar. Here in Cologne, we are introducing the new management software for tumbler recipes with monitoring from remote; and the updated model of the trolley tumbler, the ideal solution to massage, marinate and mix small quantities of meat optimizing process times. The greatest innovations will be nevertheless showcased at the forthcoming edition of IFFA, in May 2025. Currently, exports account for about 65% of our turnover, and we are satisfied with the performances recorded, driven especially by a network of new distributors who are working very profitably, especially in the USA."

I.DEA PACK



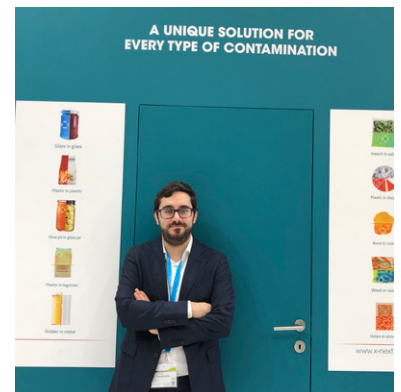
From left: Antonio Manenti, Elia Marini and Federica Marchesi

COMAT



Yuri Yurinetz

XNEXT



Emanuele Rappa

TECNOVAP



Ivan Frigo

RE PIETRO



From left: Laura Formenti and Laura Paternes Meloni

Laura Formenti and Laura Paternes Meloni - "This is our first experience at Anuga FoodTec, and the outcome is positive both in terms of attendance and quality of the contacts we met. We decided to participate in this fair also with the aim of expanding into the German market, which still offers significant growth potential for the solutions provided by Re Pietro. Currently, the most dynamic countries in terms of investments are those in South America, where we have been present for several years, in addition to Europe, the Middle East, and African countries, which are beginning to show great interest in the type of products suited for our technologies, namely rice and cereal cakes and popped snacks. We always try to establish a continuous and direct relationship with our customers, where customization plays a key role, along with the extreme robustness and reliability of the machines. Consider that, even after many years, operations requested by clients are almost always revamping, never replacements. Among our strengths is also our after-sales service, enhanced by remote assistance activities, which also ensure significant savings for the customer. We can rely on an application that allows us to view the installed plant in augmented reality to communicate remotely and resolve mechanical issues without the need for technicians to travel, greatly reducing intervention times as well."

SMI GROUP



Fabio Sisimbro

ALCE INTERNATIONAL



The team

Mariacristina De Luca - "This is the first time Alce International takes part in Anuga FoodTec. The balance is positive; in fact, we have collected many interesting contacts. Compared to last October's Cibus Tec, this exhibition is much more international. Among the main nationalities met here in Cologne are Russians, Koreans and Americans. To date, for us, exports account for 40% of total turnover. Indeed, it is no coincidence that the company is called Alce International: we export all over the world, even to markets that are considered difficult at this historical moment. Last year ended positively for the company: we recorded a +20% increase compared to 2022 turnover, growing even in markets affected by the current conflicts. Among the trends that are shaping the industry the most is the growing demand for plant-based products, driven mainly by increasing intolerances and special dietary requirements. We have been able to anticipate this demand with a dedicated line. Among the latest innovations by Alce International are freezable penicillium. By itself, the penicillium has a short shelf life and, therefore, is subject to problems at the time of shipment. Being the latter freezable denotes a number of obvious sustainability benefits, as well as economic savings for the dairy company."

GALDI



The booth

FRIGOMECCANICA



The team

Stefano Remedi - "The trend recorded in recent years by Frigomeccanica is undoubtedly positive and our company is growing steadily, also thanks to the progressive expansion of our activities to sectors beyond our core business. The know-how developed over more than 60 years in installations of plants and refrigeration systems for deli meat and ham producers is increasingly accompanied by installations that involve all sectors of the food industry requiring precise temperature control: from dairy to fish, from pasta factories to pure logistics. We are also gaining great satisfaction from international markets, where we realize about half of our yearly turnover and where significant orders are currently underway, starting with the United States, Argentina, France, and Switzerland. A great help in this sense also comes from the skills developed in remote assistance, even in the installing and testing phases, greatly benefiting our clients. Specifically regarding Anuga FoodTec, we honestly expected a greater relaunch compared to the previous edition, although it remains a certainly interesting fair. The major international event for us is definitely IFFA, which will return in 2025."

AMC



Angelo Marano - "This is our fourth time at Anuga FoodTec and, in particular, this edition exceeded our expectations. On the one hand, we gathered very interesting new contacts including many large companies in the dairy sector, and on the other hand, it was an opportunity to meet many of our longstanding customers. Customers who came from all over the world. As for the new products presented here in Cologne, they were a huge success. An achievement which is also the result of incessant work for more than 25 years now with the aim of internationalizing the company, and bringing the AMC brand to a synonym for reliability, flexibility and ease of use all over the world. Currently, our export accounts for 30% of turnover, a share that is constantly increasing. We produce more than 100 models of packaging machines and have introduced new vertical packaging lines, with the ability to make metal free clip packages with autonomy of up to 22,000 clip pouches without any machine downtime for changing clip band reels: a patented AMC technology that has surpassed the common tape system in flexibility, convenience and autonomy. Then, among the latest innovations by AMC, a fully automated conveying system dedicated to burrata, a product that started as a niche sector in Puglia and has become world famous in recent years and on which AMC is hyper-specialized with hundreds of systems installed. This year's technology, with AMC's international patent, allows the burrata to be transported from the forming machine to the AMC packaging machine without any human contact (as is the case today all over the world, inevitably contaminating the product). A process that therefore allows at the same time to increase the shelf life of the product to the maximum possible and to minimize the use of labor bringing a very high annual base saving for dairy companies with very important sales and industrial repercussions."

FACCHINETTI



From left: Silvia Facchinetti, Piermario Gribaudi and Luca Ciminelli

Silvia Facchinetti - "The balance for this edition of Anuga FoodTec is quite positive. During these four days we gathered targeted contacts, all interested potential customers, mainly from the European area, primarily Greece and Eastern countries, but nations such as India and South American countries also stood out. Quite a few Italian visitors from medium to large companies also arrived, many of them were part of the buyers' program. With an export share of sales that has long exceeded 70% - with the United States and Russia among the top destination markets for Facchinetti's solutions - we are now present on five continents for a total of more than 30 countries, and we boast three international offices. We are very pleased to have exhibited small cheese portioning machines here in Cologne compared to those exhibited by other companies at the show. This allowed us to attract potential customers, who stopped by our booth precisely because they were interested in more compact solutions."

STV



Enrico Salati

VEZZADINI



From left: Filippo Senardi and Vittorio Caleffi

Filippo Senardi - "Here at Anuga FoodTec we are presenting PL2, a technology for the pastry world designed to dose fresh butter in the particular 1 and 2-kg platta format. The fair in Cologne is as usual very interesting, there was a fruitful word of mouth, which resulted in interested potential clients coming here to our booth specifically to learn about the details of this machine. Visitors came from Europe mainly (Swiss, Germans, Dutch and Belgians), joined by Venezuela and Argentina. Other companies have designed this packaging system, but they are all active in the processing sector, while we have decided to embrace this market segment by taking advantage of our 70 years of experience in butter packaging and are confident that it will give us much satisfaction. We have already had the proof here in Cologne during these four days."

REDA



The booth

ALMAC



Angelo Amara - "2023 was an extremely positive year for Almac. We were able to consolidate our market position, increasing our 2022 numbers by closing important projects. The new year began in continuity with the previous one. We are busy on several fronts, from the domestic market to projects ranging from the European to the North American areas. Complex markets, such as Turkey and South America, are also increasingly demanding our solutions. Among our latest investments in research and development are the integration with Marotta Evolution Group technology, in order to provide complete solutions for burrata production; and the partnership with AMC, to integrate the power system to their vertical packaging machine for fresh mozzarella. As for Anuga FoodTec, we are quite satisfied with our participation. Here in Cologne we are exhibiting the continuous stretcher mod. FTA 10, a machine for the continuous production of pasta filata, starting from sliced curd at the right acidity degree, boasting an hourly output up to 1,500 kg."

BONICOMM



Stafano Boni

CAMA GROUP



In photo: Francesco Riva

Paola Fraschini - "At Anuga FoodTec 2024 we are showcasing our highly agile multi-industry, multi-format packaging machine capabilities. On display is an IF296 monoblock packaging machine, tailored to the precise needs of a leading European confectionary customer. Comprising a tray-forming unit and loading unit, the monoblock machine is one of a series being delivered to the customer following multiple repeat orders. Exhibiting all the design cues, impressive performance characteristics and industry-leading reliability of Cama's Breakthrough Generation (BTG) technology, the monoblock concept combines the very latest digital, servo and robotic technologies in a reduced-footprint machine that is capable of handling multiple packaging recipes. The loading unit receives cartons coming from two independent upstream Cama cartoners. Two robots – designed and developed in-house by Cama – are used to phase and prepare the cartons collations, which are then picked and placed into the trays in a wide variety of pre-determined arrays, depending on batch-based recipes. Machine throughput is 360 cartons/minute. Designed to deliver the best possible uptime, operational equipment effectiveness, and total cost of ownership, the modular design of Cama's monoblock solutions is capable of further evolution as the operator's needs change. Moreover, the integrated AR functionality gives operators more intimate, intuitive and unrestricted insights into the machine's internals, enabling and supporting far more effective and efficient training, operation, batch changeover, maintenance and spares identification & ordering."

SORDI



From left: Cristina and Francesca Sordi

Cristina and Francesca Sordi - "Among Sordi's latest projects are two cheese vats. The first, Caseus, is a cylindrical shaped cheese vat, closed type, with horizontal axis, which is ideal for any type of cheese. A central shaft keeps the cutting and agitation tools in a diametrically opposed position. Caseus boasts a capacity from 1,000 to 15,000 liters. The second solution, Polisoft, is a cylindrical shaped cheese vat, closed type, with horizontal axis, ideal for soft cheeses with higher humidity. One of its special features is the presence of two independent cutting systems, the first of which is longitudinal moving along the whole length of the vat and the second one is transversal. Polisoft boasts a capacity from 1,000 to 10,000 liters. In both solutions, during the cutting, only the knives (in tempered stainless steel) are plunged into the curd mass, while during the stirring phase only the paddles are plunged in. Hence, the curd mass is still, reducing the dragging effect (reduction of fats and production fines in the whey) and ensuring maximum yield. The jacket enables the passage of pressurized fluids and both solutions are equipped with cleaning heads."

TOSA



From left: Antonio Calitri and Marco Cocino

MAROTTA EVOLUTION GROUP



The team

Antonio Criscuolo - "We are very satisfied with the fair. There have been many foreign customers who have come to learn about us these days, to which must be added the meetings with our long-standing customers who have come to discover the innovations on stage here in Cologne. Innovations among which our burrata production machine equipped with automatic loading by robot stands out. A solution we had introduced to the public at Cibus Tec last year, but we are officially and physically presenting here at Anuga FoodTec. To date, our export share is around 40% of total sales. We are also trying to concretize our presence outside national borders through the participation in trade fairs and events. The 2022 edition of Anuga FoodTec opened an important door for us to international markets: in fact, on the occasion we closed contracts with important players in the foreign sector. Upcoming fairs now scheduled include the Salone Industria Casearia in Caserta in October and Ipack-Ima next year in May. We are also considering our participation in a few fairs in the American market and the EAU."

REEPACK



The booth

AROL



Massimiliano Cerrina

FERRARI SISTEMI



Diego Ramon

EMMEPIEMME



Silvio Municinò

SARP



Leandro Galante

ZACMI



Laura Fulcini - "To date, the export share of Zacmi's turnover accounts for 98%. Following the acquisition by the ProMach Group, a US multinational, the group's goal is the expansion in the US, without diverting our attention to key markets such as Asia and Europe. Areas to which we also add Africa, for which we boast an ad hoc sales agent, with the aim of understanding the real needs of local customers and intensifying the presence of our machinery in the region. Here at Anuga FoodTec we are presenting a seamer with 12 heads that can reach an impressive speed of 1,600 strokes per minute; and a pocket filler suitable for filling solids in both tin and glass jars. These are two key solutions within the Zacmi portfolio; we will present the newest seamer at Pack Expo in Chicago this next November. Speaking of trade shows, we will participate in Hispack in Barcelona in May for the first time, then it will be the turn of Expo Pack in Mexico and ProPak Asia. Overall, we are pleased with the feedback we got from these four days of trade shows. We are happy with the contacts made, however, as this is our most important trade show of the year, we expected a greater turnout. Oddly, as a matter of fact, during the 2022 edition we had registered a higher turnout at our booth. But we will draw conclusions post-fair...."

BOEMA



Giorgio Schiagno

ZUDEK



Jakob Terčon - "We are very satisfied with this edition of Anuga FoodTec. We recorded a consistent number of visitors at our booth from all over the world, especially from Eastern Europe, Belgium, the Netherlands, and England, in addition to South America. Here at the fair, we are showcasing Airmatik, a monoblock chiller that operates with air-cooled ammonia. It can be equipped with both open or semi-hermetic compressors, in order to simplify maintenance and reduce noise emissions. Thanks to its versatility, Airmatik can be used both in an industrial context and in civil air conditioning systems. Besides rapid installation, another key advantage is air condensation, which eliminates water consumption and treatment. Although Italy is our most important market, our export share continues to grow and has reached 30% already. In this regard, we collaborate with exclusive partners in Germany and the UK, markets with significant growth potential for Zudek. Specifically in the food and beverage sector, most of our installations are in the dairy industry, whether they are small-medium producers or large industries, followed by the meat processing industry and refrigerated food warehouses."

FBF



From left: Francesca Hegoburu and Simona Paletti

LATTICINI PARMA



Angelo Savino

SIREC E PANNELLI TERMICI



The team

DIMA



From left: Siham Chihab and Marina Arnone

MADEFRIGOR



From left: Francesco Bosa and Walter Bortolazzi

ULMA



The booth

SOCIETÀ COOPERATIVA BILANCI



Andrea Trenti and Petra Kuhnla



End