

Year 5 • N.6
November 2021

TECH4FOOD

MAGAZINE

DESIGN • KNOW HOW • INNOVATION • VISION

Managing director: Angelo Frigerio

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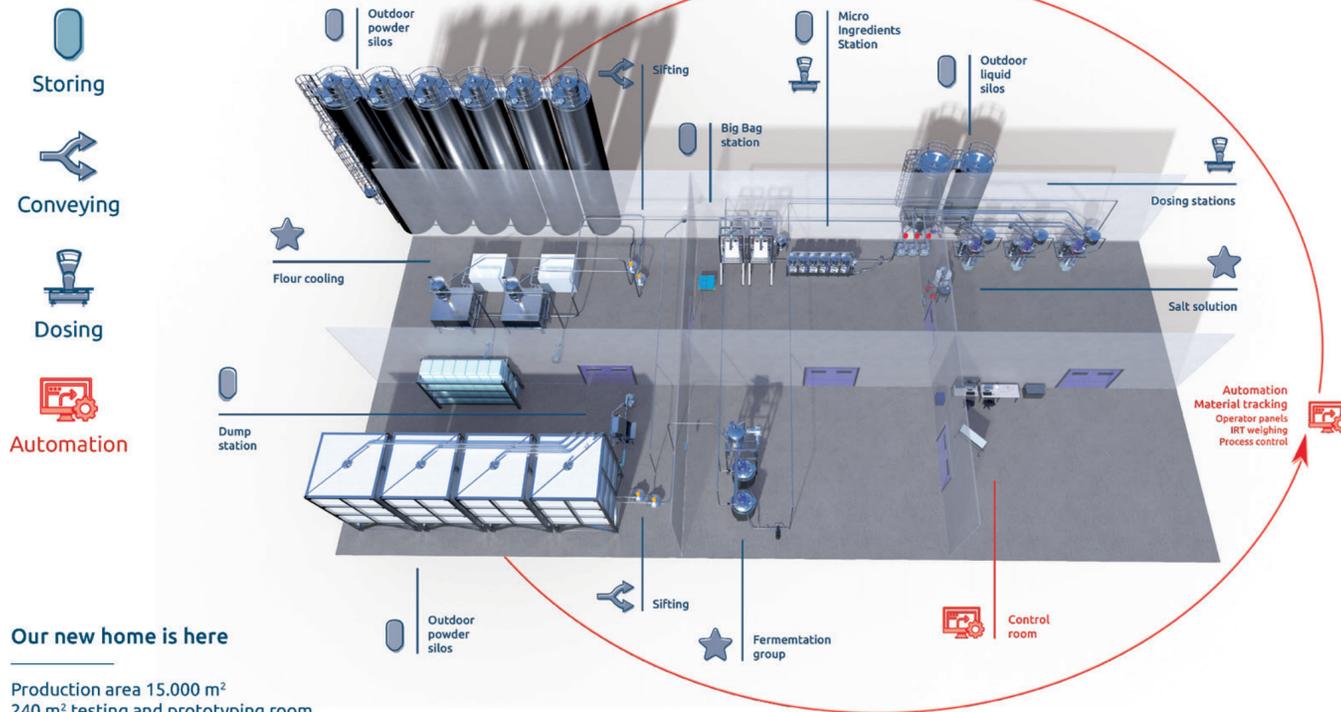
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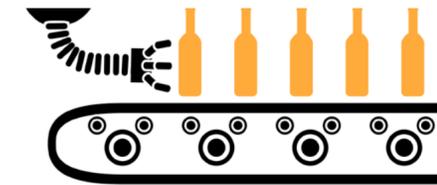
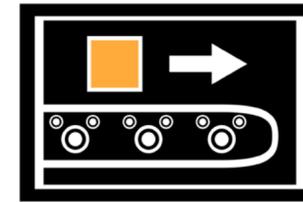
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products showcase



Gulfood Manufacturing returns

The largest food & beverage processing and packaging trade show in the Middle East is back, from 7 to 9 November 2021, at Dubai World Trade Centre. In the following pages, a preview of the latest technologies developed by Italian food-tech manufacturers. Some of which will be unveiled in the Emirate.

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Export is the key to recovery

The SACE annual report highlights the importance of foreign markets in the next few years. Identifying the most dynamic sectors and countries for Italy. Possible scenarios from now until 2025.

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focus on

Let's get 'green' chemical!

An overview of the European industry as presented by the CEFIC report. And its leading role in the journey towards climate neutrality and the achievement of the Green Deal objectives.

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The dark side of the Web

Production shutdown, logistics difficulties, food contamination and exposure of sensitive information. A survey by Elmecc highlights the risks coming from cyberattacks for the food and beverage industry.

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Traditionally unconventional

A company based on firm values, such as customer satisfaction, reliability and honesty. Ready to grow at full speed, both in Italy and abroad. Interview with the top managers of Frigomeccanica. Which has just concluded a record year.

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A perfect storm

By Federica Bartesaghi

A pallet that used to cost 8 euro, now costs 20. Steel has reached unprecedented prices. Oil price surpassed 80 euro per barrel. Transporting a container from China costed, up to some time ago, around 1,000 euro. Now nearly 8/9,000 are required. At the same time, the logistics industry suffers from the shortage of truck drivers, it is estimated that there are 17,000 less. And the risk is that soon there might be a 30,000 driver-lack. What are the causes? The extinction of many small transportation businesses as a consequence of the pandemic. The generational turnover, many drivers have indeed reached the retirement age. And many others from the East have not returned to Italy. Last but not least, the change in the transportation market due to the e-commerce boom. Basically, many drivers have gone from long-distance truck driving to last-mile deliveries. In Italy, to complicate the situation even further, the Green certificate has

become mandatory starting from October 15th. 20% of truck drivers do not possess the Covid health pass, both because they refuse to get the vaccine but also because many of them are foreigners. The risk is that with the logistics stuck in a crisis, even the industrial production will lag.

From Friday 15th it has become even more difficult to meet the customers' demand due to all these stalemates in the field. As a consequence, restock of the food distribution points will not proceed smoothly. The cost increase in production, alongside the offer shortage and the many disruptions risk of paralyzing the whole system unless all these rapid changes will be tackled. It happened in Great Britain, but soon, if nothing changes, even the Old Continent will be run over. The economy and the consumers will inevitably be subjected to all the consequences. At this rate, the logistics might resist a few months, not further.

Una tempesta perfetta

Un pallet, che prima costava 8 euro, oggi costa 20 euro. L'acciaio ha raggiunto prezzi inimmaginabili. Il petrolio è arrivato a 80 euro al barile. Trasportare un container dalla Cina costava, sino a poco tempo fa, circa mille euro. Oggi ci vogliono circa otto/novemila euro. In parallelo, il settore della logistica soffre per la mancanza di autotrasportatori, se ne contano 17mila in meno. E il rischio, a breve, è di arrivare ad avere fino a 30mila autisti in meno. Quali i motivi? L'estinzione di numerose piccole aziende di autotrasporto come conseguenza dalla pandemia. Il ricambio generazionale, tanti autisti infatti avrebbero raggiunto l'età del pensionamento. E tanti altri autisti

dell'Est non hanno fatto ritorno in Italia. Ciliegina sulla torta il cambiamento del mercato dei trasporti per via del boom dell'e-commerce. In pratica, dall'autotrasporto sui camion, molti autisti sono passati alle consegne dell'ultimo miglio.

A complicare la situazione, in Italia, c'è l'obbligo del green pass a partire dal 15 ottobre. Il 20% dei trasportatori non possiede il certificato vaccinale, sia perché rifiuta di vaccinarsi, sia perché si tratta di stranieri. Il rischio è dunque che con la logistica in crisi, anche la produzione industriale subisca rallentamenti.

Da venerdì 15 diventa quindi ancora più complicato soddisfare la domanda

dei committenti per via di tutti questi stalli nel settore. Il rifornimento dei punti di distribuzione dei prodotti alimentari procederà così non senza intoppi. L'aumento dei costi di produzione, in parallelo con la carenza di offerta e i numerosi disservizi, rischiano di paralizzare l'intero sistema se non si riuscirà a far fronte a tutti questi cambiamenti repentini. Lo abbiamo visto in Gran Bretagna ma presto, se non cambia qualcosa, anche il Vecchio Continente ne verrà investito.

L'economia e i consumatori subiranno inevitabilmente tutte le conseguenze. Di questo passo, la logistica potrà resistere qualche mese, non di più.



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LEONARDO DI CAPRIO INVESTS IN CULTURED MEAT STARTUP



American actor Leonardo Di Caprio keeps investing in cultured meat startups. Di Caprio recently invested an undisclosed amount of money in the Israeli company Aleph Farms, which produces cultivated meat from modified cattle cells. The investment was made as part of the startup's 105 million dollars founding round made in July. The environmental activist also supports the Dutch company Mosa Meat, which is involved in the production of cultured meat since 2013.

Leonardo Di Caprio investe nelle start up di carne sintetica

Prosegue l'appoggio economico dell'attore americano Leonardo Di Caprio alle start up impegnate nella produzione di carne sintetica. Dopo aver contribuito per 105 milioni di dollari nel round di finanziamenti avviato a luglio da Aleph Farms, azienda israeliana che sta lavorando alla produzione di carne di sintesi ricavata da cellule bovine modificate, Di Caprio avrebbe investito nella start up una nuova somma non precisata. Il sostegno all'azienda israeliana si affianca a quello verso la start up olandese Mosa Meat, anch'essa impegnata nella messa a punto di carne sintetica dal 2013.



DURUM WHEAT: PRICES INCREASED BY 60% SINCE JANUARY 2021

The increase in durum wheat quotations determined a violent increase in durum wheat prices. And the pasta sector could be affected by a similar increase in prices too. "In 2021 the price of durum wheat increased by 60% and exceed 500 euro/ton. And it could reach 600 euro/ton by December," states Riccardo Felicetti, Ceo of the homonymous company and president of Unione Italiana Food, born from the merger of two of the most representative associations in the Italian food industry, AIDEPI (Italian Association of Confectionery and Pasta Industries) and AllPA (Association of Food Product Industries). The increase in prices is due to a recent drought in Canada and the flood in Europe, which caused a decrease in the production of wheat. In Europe the wheat production decreased by 15%, whereas in North America it halved. The global situation will affect Italy too, as stated by Felicetti: "The Italian production of durum wheat covers 70% of the domestic demand, but the remaining 30% affects the prices."

THE UK VISA WILL NOT BE NECESSARY FOR WORKERS WHO MAKE INTERVENTIONS ON MACHINERY

The latest visit guidance released by the English Government last October, 6 (version 11.0) states that among the standard visitors which do not need a visa to enter the country there are those "workers who go to the UK for after sales services, even if they belong to a different society from the one which stipulated the sales contract of the machinery or the service," as reported by the Italian Trade Agency (ITA). It particularly has to do "with the installation or maintenance of machinery, equipment, software or hardware", as long as this agreement was clear at the time when the contract of purchase was concluded. Visitors are likely to stay for less than one month to carry out this activity. If they request longer, further enquiries will be conducted. Activities lasting more than 90 days may lead Customs to examine the truthfulness of the actions and the contractual agreement of the workers in their homeland.

Mobilità lavoratori: niente visto in Uk per chi effettua interventi sui macchinari
Nell'ultima linea guida (visit guidance) divulgata dal governo inglese lo scorso 6 ottobre (versione 11.0) vengono introdotti, tra gli 'standard visitors' - quelli che non necessitano di visto - anche "i lavoratori che si recano nel Regno Unito per servizi relativi al post-vendita, anche qualora gli stessi lavoratori appartengano a una società diversa da quella che ha stipulato il contratto di vendita del macchinario o del servizio", riporta una nota dell'Ice Agenzia. In particolare, il riferimento è "all'installazione o manutenzione di macchine, attrezzature, software o hardware", a patto che questo accordo risultasse chiaro nel contratto stipulato, direttamente o tramite una società terza. Prosegue la nota: "Le autorità di frontiera britanniche si aspettano che i lavoratori in entrata stiano in Uk per una durata inferiore a un mese al fine di portare a termine il lavoro richiesto. Qualora dovessero necessitare di più tempo, sarà effettuata un'indagine più approfondita. Per periodi superiori a 90 giorni, le autorità di frontiera chiederanno ulteriori raggugli sulla veridicità dell'operato e sulla effettiva posizione contrattuale dei lavoratori nel paese di provenienza".

SPAIN TO BAN PLASTIC PACKAGING FOR FRUITS AND VEGETABLES

The Spanish Government is drafting a decree that will ban grocery shops and supermarkets from selling fruits and vegetables which are wrapped in plastic by 2023. The Spanish Ministry for Ecological Transition will encourage the purchase of loose, unpacked fruits and vegetables. At first, this measure will affect only those items which weigh less than 1,5 kg. However, restaurants and cafés will be involved too, as they will be called to reduce unrecyclable packaging by 50% by 2025. The decree also states that 80% of all alcoholic drink packaging must be recyclable by 2025. Lastly, it will also aim to make 90% of packaging recyclable by 2030.

Spagna: dal 2023 niente più plastica per frutta e verdura

Il governo spagnolo sta lavorando a un nuovo decreto sugli imballaggi. Il quale prevede che, dal 2023, sia nei piccoli negozi che nei supermercati iberici non saranno più presenti frutta e verdura in confezioni di plastica. Il Ministero della Transizione ecologica spagnolo vuole limitare l'uso di imballaggi in plastica monouso e favorire la vendita di prodotti sfusi. In un primo momento il cambiamento interesserà solo i prodotti con un peso inferiore al kilo e mezzo, poi seguiranno aggiornamenti da parte delle istituzioni. Ma la Gdo non sarà l'unica interessata dal decreto, per il settore dell'ospitalità e della ristorazione, si prevede di ridurre di almeno il 50% gli imballaggi non riciclabili entro il 2025. Anno in cui anche gli imballaggi delle bevande alcoliche dovranno essere riutilizzabili per l'80%. Mentre per il 2030 la percentuale di imballaggi riutilizzabili dovrà arrivare al 90%.

Grano duro: da gennaio 2021, aumento dei prezzi del 60%

La diminuzione della produzione di grano mondiale ha determinato l'aumento del prezzo del grano. Gli effetti di questo trend potrebbero investire anche il costo della pasta. "Nel 2021 il prezzo del grano duro è salito del 60%, anche fino a 500 euro a tonnellata. E ci sono stime di un picco a 600 entro dicembre", spiega Riccardo Felicetti, ceo dell'omonimo pastificio e presidente dei Pastai di Unione Italiana Food, in un'intervista pubblicata ieri dal Corriere della Sera. Quali i motivi di questa situazione? Come spiega il presidente, tra le principali cause ci sono la siccità in Canada e le inondazioni in Europa che hanno generato una riduzione della produzione di grano. Si parla di "un milione in meno di tonnellate in Europa, pari a un calo di circa il 15% e una produzione nordamericana dimezzata, con un calo fino a due milioni di tonnellate. [...] E quanto più una materia prima è scarsa tanto più aumenta il prezzo". Una situazione mondiale che investirà anche l'Italia. Come spiega Felicetti, "malgrado l'Italia abbia una produzione di grano duro che copre il 70% dei consumi interni, il rimanente 30% influenza comunque i prezzi".

THE U-LABEL EUROPEAN DIGITAL PLATFORM FOR WINE AND SPIRITS IS BORN

Comité Européen des Entreprises Vins (CEEV) and Spirits Europe - respectively the associations of wine and spirits - presented in Brussels U-Label, the European digital platform for the creation of electronic e-labels. The reform of the Common Agricultural Policy (PAC) has introduced new labeling obligations on the nutritional declaration and on the list of ingredients for this kind of products. The indication of calories must appear on paper labels, whereas the list of ingredients and the nutritional declaration can be provided through e-label. Companies will have time to comply with the new regulation for a transitional period of two years. Scanning the QR code placed on the label of the bottles, consumers will be able to get information - in 24 different languages - about the products.

Presentata a Bruxelles la piattaforma U-Label per vini e spiriti
Il Ceev (Comité Européen des Entreprises Vins) e SpiritsEurope hanno presentato ufficialmente a Bruxelles il progetto U-Label, la piattaforma digitale europea per la creazione di etichette elettroniche e-label. Le due associazioni che rappresentano, rispettivamente, il mondo dei vini e quello degli spiriti hanno così risposto al nuovo obbligo - introdotto con l'ultima revisione della Pac - di fornire dichiarazione nutrizionale e lista degli ingredienti per questa categoria di prodotti, prima esentata dall'obbligo. L'indicazione delle calorie dovrà figurare direttamente sulle etichette cartacee, mentre la lista degli ingredienti e la dichiarazione nutrizionale potranno essere fornite tramite e-label. Alle aziende viene concesso un periodo transitorio di due anni per mettersi in regola. La piattaforma U-Label prevede il rilascio di un QR Code per ciascun prodotto registrato, attraverso il quale il consumatore potrà accedere, in 24 lingue, a tutte le informazioni, comprese quelle sulla sostenibilità e tracciabilità del prodotto.

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Caseartecnica Bartoli: “By your side since day one”

Passion, far-sightedness and all-around assistance. These are the core values of the Parma firm, whose machines have made history in the Italian dairy industry. And that is not tired of innovating yet. As the owner, Pietro Bartoli, told us.

by Federica Bartesaghi

With a wide range of technological solutions that cover the whole milk and cheese supply chain, Caseartecnica Bartoli has its machines installed in the main Parmigiano Reggiano and Grana Padano production plants of the country. No wonder the Parma firm has been on the market since the early 1960s when Bruno and Giovanni Bartoli invented a revolutionary machine, the wheel agitators for conical double bottoms for dairy factories. In the '80s the firm started producing milk receptors and machines for washing and emptying the cans, which accompanied, soon after, the production of propeller stirrers. The first manual machines for cutting cheese are produced, and starting from the 2000s the automatic versions are added. This section has grown exponentially, becoming key in the firm's business.

Caseartecnica Bartoli gained its competence 'on site' throughout a long-lasting tight collaboration with the dairy industry, trying to intercept and anticipate any production needs. A technological evolution that continues still today, in 4.0 industry, with the new permanent magnet stirrers for the production of Grana cheese, characterized by the total absence of oil, preventing any milk contamination, and by a completely sanitizable and washable motor with a pressure washer.

Fil-rouge of this story, shaped by the hard work and entrepreneurial spirit of the two founders, is the consistency and flexibility that can only be guaranteed by a well-run family business. As explained by the current manager, Pietro Bartoli. “Our over-60-year presence on the market represents a guarantee for our partners”, he underlines. “It does not matter if the customers are historic or new, the relationship we establish is always oriented towards collaboration and interaction. We are always by our customers side, from the order placement to the maintenance, with a wide pre- and post-selling service. Our family has been working in this direction since the beginning. Being able to guarantee and maintain this kind of relationship is our biggest success still to this day.”

The right machine for every type of cheese

The creation of cheese production and cutting machines represents, as previously stated, the family business. The offer's flagship are portioning and panel sawing machines for horizontal and vertical cutting for both hard and semi-hard pasta cheese at a predetermined weight, supplying a market ranging from distribution formats, through counter machines, to automatic integrated lines supplied in large amount to both the Italian and foreign retail. “Our solutions for milk processing, such as the new EVO wheel agitators and propeller stirrers, are sent to almost all Italian dairy industries that produce Parmigiano Reggiano and Grana Padano cheese”, highlights the owner of the firm that, even during the sanitary emergency, has always been a present partner for the dairy industry. “Inside the firm, the presence of our machines has guaranteed a constant driving factor even during the hardest months of the pandemic”, Bartoli explains. “And the constant presence of our sales network, ready to meet the customers' needs, offering them the best solution, has never stopped, neither in Italy nor abroad. And it is actually abroad that we are now registering amazing results”. Over 15% of Caseartecnica Bartoli's turnover derives indeed from the export and among the future goals of the firm there is a further increase in international presence. Which, right now, is particularly developed in Europe, the United States and South America, but also in Japan and Russia.

Evolution does not stop

At the end of August, Pietro Bartoli and his collaborators visited Cibus in Parma to see customers and friends again. “It was powerful to meet customers and partners again in presence, after an over 18-month interruption of personal relations,” said the owner, who is quite optimistic towards the future. “This event has marked a restart for the sector. And I am sure that it will be a valuable restart. For us, the year has started positively and we are confident that it might end the same way”. It is key, in this sense, to constantly work on research and innovation to be able to respond rapidly and precisely to the new industry needs. “Our client base is very demanding!”, stresses again Bartoli. “Research and innovation have to be a constant. But this does not scare us, on the contrary. We have always been innovators and we will continue to focus on product and process innovations, as well as on the service, obviously. The system is solid and resilient and we will be able to catch tangible opportunities for a restart, both in Italy and abroad.”

EVO PROPELLER STIRRER

The process automation in order to improve the final product is the goal behind all Caseartecnica Bartoli's projects. EVO propeller stirrer is an example. It is the natural evolution of the classic standard stirrer, completely built in stainless steel and materials suitable for food contact. Equipped with brushless motor with permanent magnets without reducer and no oil inside, it prevents product contamination, reduces the environmental impact and guarantees energy saving. EVO agitators are also equipped with an electric control panel and stirrers operation, with milk temperature display with relative processing times and electro-pilot for closing the steam control.



Caseartecnica Bartoli: “Da sempre al vostro fianco”

Passione, lungimiranza, assistenza a 360 gradi. Sono i valori fondanti dell'azienda parmense. Che con le sue macchine ha fatto la storia dell'industria casearia italiana. E che non è ancora stanca di innovare. Ce lo racconta il titolare, Pietro Bartoli.

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Parma Ham: “Tell it with a bag”

The Consortium chose Esseoquattro's Ecopackaging System for its fresh-preserving bags. That have been warmly adopted by around 200 'Specialists' across Europe.

by Federica Bartesaghi



A minimal graphic on a 'havana' paper bag, characterized by a 'high degree' of sustainability. The Parma Ham Consortium presents its new fresh-preserving bag, dedicated to the best European delicatessens. And for whose creation, the new Ecopackaging System by Esseoquattro - Padua-based company specialized in paper packaging for food - was chosen. Hence, all of the line's components have a low environmental impact: havana paper free from optical brighteners and Pefc certified (Programme for the Endorsement of Forest Certification); low-migration and water-based glues; inks belonging to an eco-friendly line. Paolo Tramelli and Elke Fernandez, respectively director and export manager of the Parma Ham Consortium, tell us about this important promotional project.

How long have you been using the fresh-preserver Ideabrill bag?

For six years, the fresh-preserving bag has been given as a marketing tool to European specialized delicatessens awarded by our Consortium for the way they enhance Parma Ham and the attention they pay to our product. The fresh-preserving bag is, to us, a valuable communication tool - that allows us to get in touch with the end customer - and a useful working tool for our partners across Europe as well.

What messages do you convey, with these bags?

The first message are our Italian roots,

since it is made 100% in our country. The second one is naturalness, thanks to the absence of additives.

How important is it, today, to show off the sustainability of a product on the market?

Sustainability is a key and cross market value, that every brand needs to address in all aspects, also beyond the productive one. Therefore, promotional material is of great importance and immediately highlights in the eyes of customers the attention that a company, or a brand, pays to the theme of sustainability.

How many delicatessens will receive the new bag?

It is hard to make an accurate estimate, but about 200.

How are the awarded shops selected?

The European delis and kitchens involved in this initiative can boast the title of 'Parma Ham Specialist' and are selected according to some evaluation criteria, like the deep knowledge of Parma Ham, the long experience, the ability to communicate its special features and its identity to customers with passion and dedication. The bag, which is to all intents and purposes a work and communication tool, is something that they can choose to adopt.

How many agencies are in charge of the bags' distribution and in which countries?

There is five agencies and they operate in Holland, Germany, France, United Kingdom, Sweden, Denmark and Norway.

Interview with A 'Parma Ham Specialist'

Steve Turvill, owner of 'Limoncello',
Italian delicatessen & bistro in Cambridge



What is Limoncello?

Limoncello was founded in 1997 as an Italian specialist delicatessen in Cambridge England. Our aim was (and is) to be the best Italian deli in England. The idea was to create the feeling of being in Italy when you step into the shop, the products, smells, and staff needed to be as authentic as possible.

Why did you choose the name Limoncello?

The name was chosen based on a gift of the wonderful drink that an Italian friend gave us when he came to Cambridge.

How is Italian food considered abroad?

Italian food is most popular in England for its simplicity to prepare, great flavours, wonderful textures, purity and balance. It is not over mechanised or interfered with.

How long have you been working with Parma Ham?

We started selling Parma Ham from our inception in 1997. It has always been a delight to work with and we treasure each slice. English people find it difficult to pronounce 'Prosciutto' so will often say Parma please. Most customers know the word 'Parma' but don't really know what it is. We help them by offering tasters and information. We call this 'education', our own special word that combines eating with education.

Do they appreciate it?

Customers love Parma Ham, strangely we suggest limiting their purchases so instead of 200gms we might suggest just 100gms today, then another 100gms in a few days' time so that everything is at its best.

You won the Parma Ham Specialist competition in 2020 (congratulations). In your opinion, what are the reasons that have reported you as one of the best promoters of the product?

Thank you, we are committed to letting customers make informed choices about their food, we take the time to explain and demonstrate our products. This creates a strong bond between Limoncello and its clientele.

Are freshness saving bags useful in order to enhance product's quality?

The bags are great, look elegant and are functional. Presentation of quality products like Parma Ham is valuable and appreciated.

What do you think of the new eco-friendly graphics?

Very good, it is the way forward, anything we can do to help move towards a goal of minimal environmental damage is good.

Prosciutto di Parma: "Raccontalo con un sacchetto"

Il Consorzio del Prosciutto di Parma sceglie Esseoquattro come partner per la realizzazione del nuovo sacchetto Salvafreschezza dedicato alle migliori salumerie d'Europa. Che è già stato adottato con successo da circa 200 'Specialisti' in tutta Europa.



Pure Italian craftsmanship. An art all about exclusivity

The achievement of our perpetual pursuit of excellence is an ultimately-reliable thermoforming machine, which represents the implementation of the highest standards of design, quality, rock solid manufacturing and marathon performance



TPM

Unparalleled technologies for higher standards

Our packaging lines are in compliance with the strict U.S.A. 3A standards (Sanitary Standard Design), USDA laws in force and TPM (Total Performance Management) technology and features, as a foolproof instrument to ease all the operations concerning machine maintenance and status for a constant control of the mechanical components also during the most intense production rounds.



Vacuum and modified atmosphere packaging for a long lasting shelf-life

Food packaging is the core business for tecnosistem: we turned our research and development dedication into a major expertise in different applications for food packaging trade such as meat and ham (sliced, cured, whole, boned), dairy products (sliced, grated, shaved, wedges) bakery products, fish, disposable medical devices and many more, becoming an unparalleled reference point in the world of packaging.



#BEGREEN

Gulfood Manufacturing returns

The largest food & beverage processing and packaging trade show in the Middle East is back, from 7 to 9 November 2021, at Dubai World Trade Centre. In the following pages, a preview of the latest technologies developed by Italian food-tech manufacturers. Some of which will be unveiled in the Emirate.

by Federica Bartesaghi

CASEARTECNICA BARTOLI

www.caseartecnicabartoli.it

Automatic Portioning Machine Rock20 Plus



Fields of application

Hard and semi-hard cheese.

Description and strong points

Caseartecnica Bartoli's Rock20 Plus cutting machine with fixed & variable weight guarantees the possibility of working in line or individually and thus responding to the requests of all manufacturers and retailers who need effective, automatic or semi-automatic solutions. It allows to automatically cut, for packaging, any type of hard and semi-hard cheese into portions of the desired fixed weight or of variable weight. The company offers a complete range of machines - developed with a special focus on automation of the production cycle with ever higher performance speeds - designed for both the professional packaging industry and the smallest producers and traders.

ILPRA

www.ilpra.com

FoodPack M7



Fields of application

Packaging of food products such as pasta, meat, fish, ready fruit and vegetables, ready meals and dairy products.

Description and strong points

FoodPack M7 is a fully automatic in-line tray sealer, designed to satisfy large production volumes and to be easily integrated into existing lines. Customizable according to the production requirements of the customer, this model offers different packaging solutions: sealing only, vacuum, modified atmosphere, Skin and all its variables. Accessibility, easy disassembly and short times

for mould changes are just some of the strengths of this model. Designed to work even in aggressive environments, the FoodPack M7 includes the CPS technology that allows a constant inflow of trays and high production rates.

Technical specifications

- stainless steel structure
- wide sealing area
- quick mould change system
- infeed conveyor: chain, walking beam & belt
- e-mec controlled movements
- electrical operation with brushless motor
- trays denester

HALL: 6 - BOOTH: A6-28

B&B SILO SYSTEMS

www.bebilos.com

Micro Doser



Fields of application

Food, pharmaceutical, chemical, cosmetic, plastic.

Description and strong points

High precision dosage of micro ingredients powders, granules, solids and liquids, such as enhancers, salt, starch, flavorings, spices, or other additives. Weight and volumetric micro-dosages. Modular structure, adaptable to any space, with the possibility of subsequent extensions. Availability of modular hoppers, with variable capacity and fluidizing homogenizer, for the most complex ingredients.

Technical specifications

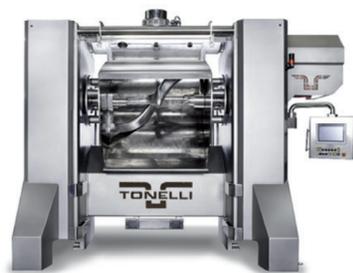
- Pneumatic micro doser load
- Self-cleaning dynamic filter
- Special screw dosage group
- Level sensors
- Weighing cells
- Integrated automation

HALL: 5 - BOOTH: A5-17

TONELLI GROUP

www.tonelli.it

TR - Horizontal Mixer



Fields of application

Crackers, biscuits, cookies, hard doughs, sandwich creams, anhydrous creams, pastries, chewing gum.

Description and strong points

Aisi 304 stainless steel melting mixer arm 'in one solution' (very high torsion resistance) directly keyed on the motor shaft. Direct coupling with the sew motor to provide maximum possible torque and maximum efficiency. This allows for a higher efficiency and at the same time approx. 20% less power consumption compared to competitors. Bowl made with a Tonelli mold with thick sheets and a design that optimizes the forced flow of water inside. Specific annealing treatments guarantee its use in extreme conditions. Equipped to give more power and flexibility. Temperature probe in contact with the product, detectable working cycles. Front and rear access.

CAVANNA

www.cavanna.com

Flowbar

Fields of application

Confectionery, bars.

Description and strong points

Cavanna has developed a new FlowBar line which responds to the needs of customers for a format, the bar, ideal for on-the-go consumption, joining primary and secondary packaging in one solution. First, the bars are individually packed, to maintain their nutritional qualities and protect them from external agents. Afterwards, they are packed in displays and boxes in different patterns (6x1, 6x2,...) to protect their integrity during transport and shelf loading. Cavanna's new Flowbar line consists of: Stream, in stainless steel, with flip-over guards

for full access and no removal of parts; Flowpacker Zero4, TPM and 'Sanitary Design' and integrated IoT for maximizing Oee; Icecube Robotized delta topper, for turnkey solutions including loading the bars into displays / boxes.

Technical specifications

- 'Sanitary design' to keep the entire packaging line clean and hygienically safe
- quick format changes
- easy daily operation and minimal downtime thanks to real-time monitoring and subsequent troubleshooting
- scalability of the solution according to the production volumes



HALL: 7 - BOOTH: A7-15

SACMI PACKAGING & CHOCOLATE

www.sacmi.com

Chocolate processing and moulding, wrapping, primary and secondary packaging



Performance S111

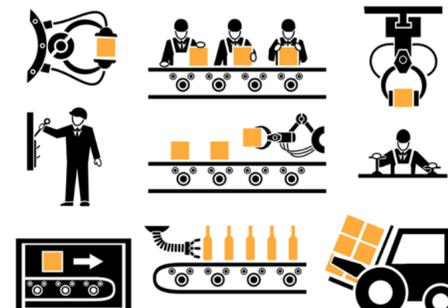
Fields of destination

Chocolate processing and packaging.

Description and strong points

Sacmi Packaging & Chocolate (the rebranding of Carle&Montanari-OPM and CMFIMA) will present at Gulfood its latest innovations in terms of chocolate processing and moulding, wrapping, primary and secondary packaging. Result of 110 years of experience in the chocolate production and packaging industry, thanks to the extensive know-how, heritage and skills of its historic brands, Carle & Montanari (founded in 1907) and OPM. Through its solidly established brands, today Sacmi is able to offer machines and complete lines for the preparation and moulding of chocolate, wrapping of all types of cocoa and candy products, flow-packaging and secondary packaging solutions for food (bakery, biscuits, bars, pasta, coffee and tea, frozen foods) and non-food products (pharma, petfood, home & personal care).

HALL: 5 - BOOTH: C5-28



Silo Systems

B&B SILO SYSTEMS, THE SOLUTION FOR YOUR IDEAS

We put your ideas into practice, developing tailor-made solutions for you: we design and produce systems to automate the storage, transport and dosing of raw materials, for the food, chemical, pharmaceutical and cosmetic industries. We work with you from the pre-design to the post-sales stage, with the main objective of providing you with the system that best meets your requirements and production needs.

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44020 San Giovanni di Ostellato
Ferrara, Italy
Tel: +39 (0)533311163
Fax: +39 (0)533319110
info@bebsilos.com
www.bebilos.com

GB BERNUCCI

www.gbbernucci.com

Slimfresh Cardboard



Fields of application
Protein market.

Description and strong points

An innovative and environmentally friendly packaging solution. Recycling and sustainability are the guidelines of this new eco-friendly packaging: with a simple gesture you can remove the paper from the film ensuring an efficient recycling. Slimfresh is indeed recyclable with paper. The versatility of the product and its immediate display are the strengths of his new packaging. In addition, thanks to a completely customizable paper based with four colour printing, it offers a new advertising solution and it also give the opportunity to pack irregular shapes for better merchandising.

Technical specifications

Made of a laminated cardboard base with a food liner and coated with a top as a second invisible skin around the product. This coating offers the possibility of extending food shelf-life, ensuring freshness and time lasting.

HALL: 6 - BOOTH: C6-3

TT ITALY

www.ttitaly.com

Industrial Cake Lines



Fields of application

Bakery and pastry field.

Description and strong points

The company's expertise includes sponge cake lines and cake lines covering endless possibilities such as layer cakes, deposited cakes, chiffon cakes, celebration cakes and cheesecakes. TT Italy engineers and manufactures cake solutions tailored to all productivity and space requirements, whether turn-key or add-on. Its machines are made to last, thanks to the top-quality materials and components used, to the state-of-the-art design and construction, and to its hyper-specialization in this sector. TT Italy line provides great ease of use and low cost of ownership, with reduced product waste, low maintenance and ingredients costs.

Technical specifications

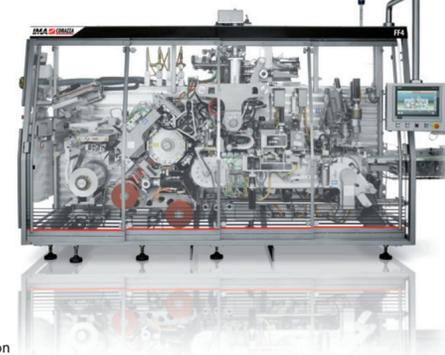
- entirely made in Aisi 304 stainless steel
- constant control and efficiency during the complete process, from the batter preparation to the cake decoration
- batter and cream preparation are equipped with PLC able to save up to 150 production profiles, with configurable password protection
- the equipment comes CIP ready for easiness of cleaning and time saving

HALL: 6 - BOOTH: B6-27

IMA - CORAZZA DIVISION

ima.it/makethemost/food&dairy

IMA Corazza FF4



Fields of application

Processed cheese, dosing and wrapping.

Description and strong points

The FF4 machine series implements the latest dedicated technologies for the packing of processed, cream or fresh cheese, in triangular, square or rectangular portions. Space-saving footprint with a modular design for maximum flexibility and efficiency. Accurate hot and cold filling and flexible format capabilities are the key benefits of this space-efficient equipment ensuring a production capacity up to 600 ppm. The dosing unit can be cleaned with automatic CIP. The FF4 can also be executed in a multi-flavor configuration.

HALL: 5 - BOOTH: B5-28 / C5-27

MINERVA OMEGA GROUP

www.minervaomegagroup.com

Derby, Vacuum packing machines



Fields of application

Large-scale distribution, supermarkets, retail, laboratories, restaurants, refectories, catering services.

Description and strong points

Exclusively Made in Italy design and construction for this new line of vacuum machines. Ease of use thanks to the simplified and intuitive controls, the wide range of adjustments and the simplicity in cleaning and maintenance. Key strengths: extensive control of the vacuum process with the ability to retain up to 10 different programs, operational flexibility, a wide range of models with different sizes and tank depths for any work requirement, configuration of the sealing bars. Bench and floor configurations.

Technical information

- stainless steel body and tank
- thick transparent methacrylate lid
- sealing bars on pistons, easy to disassemble for cleaning and with no electrical cables in sight
- low voltage controls
- analogic vacuum reader
- storage of 10 vacuum programs
- soft air device (gradual return of the air into the bell and automatic opening of the lid)
- optionals: gas injection kit (protective atmosphere), external vacuum connection, double flat sealing bars, inclined plane for vacuum packaging of bags with liquids

PFM - PACKAGING MACHINERY

www.pfm.it

Horizontal Form Fill and Seal machine for stand-up pouch



Fields of application

Food and non-food.

Description and strong points

This range of Form Fill and Seal horizontal packaging machines is dedicated to the production of the highly appreciated stand-up pouches, which are finding wide diffusion in the most varied sectors of food, non-food and beverage. The machine consists of 3 main modules, each of which performs a specific function. The first module (Forming) produces the finished packaging, open only at the top. The second module (Filling) takes care of the pack itself, conveying it to the filling, gas flushing and other units. The third module (Sealing) completes the sealing operation. The fourth possible module (Classifying) is dedicated to the end-of-line operations (i.e. weight checking, metal detector, X rays and through to the boxing). Modularity is the basis of the manufacturing and operative simplicity. Format changes cause no wastage in either packaging or time.

HALL: 5 - BOOTH: A5-21

FACCHINETTI

www.facchinettinova.it

Chesse Slicer Txf03



Fields of application

Dairy, cheese.

Description and strong points

Compact equipment for cheese bars slicing/exact weight portions.

Technical specifications

- manufactured in stainless steel Aisi 304/316
- ultrasonic blade for cutting (minimum slice thickness 2 mm.)
- teleservice assistance

follow

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www.colimatic.com

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.

HALL: 6 - BOOTH: C6-18 BLOCK 7

RICCIARELLI

www.ricciarellispa.it

VSB150S (slim version)



Fields of application

Pasta and food (rice, dried fruit, dried legumes) industry.

Description and strong points

High-speed packaging group to produce pillow bags, square bottom and double square bottom bags starting from a reel of flexible film. The machine's strong points are: flexibility, production of different types of pack (pillow bags, square bottom and double square bottom bags), considerable reduction of the overall dimensions, possibility of equipping devices and accessories for working with paper.

Technical specifications

- mechanical speed: 90 double square bottom bags per minute / 120 pillow bags per minute
- reel holder for foil width up to 580mm positioned at the head of the machine (at 90° in comparison to the standard rear solution) with return of the reel itself
- operation cycle and driving axes controlled by Siemens Simotion
- just one electrical panel positioned at the top and reduced mechanical structure

HALL: 6 (ITALY PAVILLION) - BOOTH: C6-9

CLEVERTECH

www.cleverttech-group.com

Multi Brand Palletizer



Fields of application

Secondary packaging.

Description and strong points

Multi by Cleverttech is a conventional high-level palletizer that is equipped to palletize multiple lines simultaneously. It can be designed to palletize up to 4 lines with 4 unique pallet positions with the same palletizer. The Multi can be treated as a palletizing center in a warehouse such that the flow of products can be directly routed to the palletizer on a Highway conveyor with mixed products. Given the Cleverttech modular approach, layer preformation can be carried out by various options as single or double robots, in-house developed 4-axis Manipulators or simple stoppers and kickers depending on the complexity of the pallet layer patterns.

HALL: 7 - BOOTH: B7 - 19

COLIGROUP

www.colimatic.com

Thermoforming packaging lines Thera Webskin



Fields of application

Fresh or seasoned food, with steering fluid, in bars, sliced, grated or julienne, in wedges or cubed.

Description and strong points

Webskin/Webmap is Coligroup's answer to the need of creating a recyclable and ecological package, without compromising the cost of the product to the final consumer. The Webskin/Webmap packaging process combines the efficiency and hygiene of the thermoforming process with the packaging design flexibility of tray sealing while optimising the usage of plastic material. It uses a very high-quality cardboard

bottom with a plastic percentage of less than 10% and is therefore totally recyclable in the paper.

Technical specifications

- production: up to 15 cycles/minute
- machine's length: customized
- technologies available: vacuum, Map, shrink, skin
- the lid (top) is separable and can be recycled in the plastic circuit
- the tray is made from a reel, with printed and customizable graphics, thus eliminating the costs of manufacturing, storing and managing pre-cut cardboard blanks

HALL: 13 - BOOTH: D1

GELMINI

www.gelminimacchine.com

Robot mod. Delta

Fields of application

Hard or semi-hard cheese in portions and slices of cured meat (type "mortadella").

Description and strong points

Robot for transfer portioned cheese or slices cured meats placed downstream of the cutting machines for the transfer of the product to the packaging machines. A vision system with a high-speed, high-resolution camera communicates the position and angle of arrival of the product to the robot. The system is able to inspect the shape of the product and evaluate its insertion in the appropriate location. The image analysis takes an electronic board, which uses the latest technologies, and guarantees maximum performance.

Technical specifications

- stainless steel base in Atsi 304 with
- aluminium and lexan safety guards with easy access for work area
- ABB brand Delta robot for handling the gripper
- gripper equipped with suckers in certified food material
- vision system with high resolution camera

ICA

www.icaspa.it

Automatic packaging machines



Fields of application

Food & beverage.

Description and strong points

Cap closure application on flexible packaging material. To maximize practicality, always keep the product fresh, dose precisely the desired quantity without leaks, and have a pack always in a good-looking shape. Thanks to the new capsules machine RCL1, it is possible to work with all the top coffee capsules from top market players. The capacity can achieve 85 caps per minute and changeover in 20 minutes. HF100 is one of ICA's historical machines, that works with 100% kraft paper, now renewed with the new-patented system to obtain an air-tight closure of the bag mouth, no more dust in the supermarket shell as well as in your home pantry.

HALL: 5 - BOOTH: C5-3

CIDIESSA ENGINEERING

www.cidieesse.com

Nuts Handling Line 3 tons/h

Fields of application

Food bulk material handling (nuts, pasta, coffee, dried fruit, seeds, cereals, granular ingredients).

Description and strong points

Double big-bag emptying station on automatic weighing system with display and automatic selection management, double vibrating feeder with motor vibrators for the loading of the handling line; series of pendulum bucket elevators to feed the processing and packaging machines (according to the application required), metal detector and final weighing/packaging stations. Gangways, access stairways and supporting structures included.

Buckets cleaning devices available. The whole line is automatic and controlled by touch screen panel with remote control application.

Technical specifications

- 3 tons/h throughput (other rates available)
- electrical panel for the control of the weighing stations, vibrating feeders, sensors, aspiration, safeties and alarms
- RS-485 transmitters + on board instruments for weights display
- PLC + HMI 10" Touch screen, remote assistance module, cabinet air conditioning



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CEPI

www.cepilos.com

Sandwich Biscuit Rework

Fields of application

Bakery and biscuits, confectionery.

Description and strong points

Fully automated liquid recovery of sandwich biscuit scraps by addition of oil or water.

Technical specifications

Sandwich biscuit scraps are broken inside a stainless steel tank with stirrer to create an emulsion with a liquid part (oil, fat or water), which is dosed directly on mixer to produce more biscuits. The system consists of: hopper for the dosing of oil or water; manual loading of biscuit scraps; conveyance to liquid hopper and dosing on mixer; tank with rounded design and impeller to crush, homogenize and then completely unload the product; heated or double-jacketed depending on the process; completely automated with PLC and HMI screen; highly hygienic with total emptying in the recovery tank; CIP washing system for the total hygienization of tanks and pipes. CEPI's offer also includes automated and customized rework systems for bread as well as dry biscuit rework.



HALL: 5 - BOOTH: B5-27

GRUPPO FABBRI VIGNOLA

www.gruppofabbri.com

Magic 2.0



Fields of application

Food packaging (meat, fish, dairy products, gastronomic products, etc.)

Description and strong points

Magic 2.0 is a compact tray sealer of Gruppo Fabbri's Cavoco brand capable of recognising and packing trays of different sizes or heights without changing the punching tool or settings, and by inserting two identical moulds, the format changeover takes less than 1 minute. Easy to use and fast, Magic 2.0 packs a wide range of foods in thermosealing, MAP and Skin (with and without product overhang) with plastic or cardboard trays. Thanks

to its particularly compact size, Magic 2.0 can be used in packaging centers of all sizes, in supermarkets and butcher shops or fishmongers that want to pack in compliance with the best quality and production standards. The machine meets all the cleanliness and hygiene requirements of the food industry, adapting to even the most demanding working environments.

Technical specifications

- standard overall dimensions: 3100 x 850 x h 1900 mm
- max tray dimensions: 390 x 280 mm
- max tray height: 100 mm
- max film mandrel diameter: 75-80 mm

EASYMAC

www.easymac.it

Lamination Line



Fields of application

Pastry.

Description and strong points

Industrial production line for puff pastry, yeast dough and danish pastry, able to satisfy all customer's production requirements and it can be adaptable to any customer's space need. Thanks to the modular units, every line can be realized in different construction types and can be extended at a later time in order to obtain a complete laminating system. The line control is made through a touch screen which ensures a simple application and recipes storage.

Technical specifications

- manufacture in stainless steel Aisi 304 - anodized aluminum, quick belt release for cleaning
- control console arm, fast electrical connections for cleaning and easy to use
- flour plastic containers, belt cleaning scraper
- protected motors and wires
- centralized electrical and electronic cabinet for the total control
- hardware and touch screen with 100 programs friendly use
- choosing the running direction of the line to left or right

GEA CMT COSTRUZIONI MECCANICHE E TECNOLOGIA

www.gea.com

500 kg/h line for production of pasta filata cheeses

Fields of application

Dairy: production of pasta filata cheeses.

Description and strong points

The line has a capacity of about 500 kg/h and is extremely versatile from a technological point of view. It can work with hot water or steam or a combination of both water and steam with different humidity and structure according to different final products. With the proper moulding tools it is possible to obtain different shapes of soft mozzarella, mozzarella for pizza, scamorza, etc. The line is made up of: a batch stretcher with dipping arms Discovery 200 with mixing capacity of about 150-180 kg per batch; a drum moulder with 4 augers H4JM-R/1 to be used with different tools to produce bocconcini, cylinders, blocks, scamorza, sfoglia, etc.; vat and pump to recover CIP solution.

Technical specifications

- each batch of about 150-180 kg is processed in about 20 minutes.
- all the components of the line are manufactured in stainless steel Aisi 304 and are supplied with arrangement to automatic CIP cleaning (cleaning in place)
- GEA machines are equipped with mechanical barriers or proximity switches to protect the operators near to dangerous areas, while safety interlocks prevent the execution of any operation if the required protections are not correctly positioned and activated.



COMEK

www.comek.it

Horizontal packaging machine Model HPB-03



Fields of application

Dairy, convenience food, fresh vegetables, frozen foods, snack, confectionery.

Description and strong points

Versatility, simplicity and reliability are the three concepts behind the development and implementation of the new HPB-03 horizontal packaging machine. Comek machines features: quality, constructive strength, easy maintenance and ergonomics, ensure a final product that meets the needs of the most demanding customers in the food and non-food sectors.

Technical specifications

- electronic machine equipped with three independent Brushless motors synchronized by a multi-axis electronic control
- construction with cantilevered frame for maximum hygiene and cleaning
- easy access to mechanical and electronic elements for maintenance
- quick format change
- rotary cross welding jaws with electronic stress limiter
- three pairs of welding wheels and longitudinal film development with pneumatic opening
- motorized and self-centering coil support with cantilevered shaft
- control via touch-screen 10,4"
- router for remote control

COMI PAK ENGINEERING

www.comipak.com

A480PLM



Fields of application

Food sector (bakery and pasta).

Description and strong points

The automatic clipping machine model A480PLM is suitable for closing bags containing bakery products and pasta. It applies the plastic 'clipband' with double metal core, where the expiry date can be printed. The machine is also available in the 'Twist' version for closing bags by a 'twistband', plastic wire with central metal core. This model guarantees precision and high speeds. It can be installed in line with any type of vertical or flow-pack packaging machine, depending on the type of product.

Technical specifications

- low consumptions thanks to the elimination of all pneumatic components and the use of high-performance brushless motors
- the PLC allows the speed variation, the visualization of the alarm history, the piece counter and 50 customizable programs
- possibility to view the daily and monthly production history of the last year with data storage
- the machine can be set up for Industry 4.0: thanks to a remote connection via ethernet, the possibility of printing data and the communication with a specific management software

DIMA

www.dima.it

Batch steam cooker, stretcher & melter

Fields of application

Dairy and cheese

Description and strong points

DIMA's batch steam cooker-stretcher specifically designed for cooking, kneading, melting and stretching of all types of 'pasta filata' cheese (mozzarella, pizza-cheese, shredded mozzarella, kashkaval, string-cheese, kasar, provolone...) as well as analogue cheeses (imitation mozzarella) and food preparations. This machine is equipped with two counter-rotating & independent augers allowing to process fresh curd, frozen industrial curd, vegetable curd and food ingredients and powders. Its special construction with direct and indirect steam heating offers many advantages in the cheese production process and permits to reach high quality product and improve the yield. An easy-to-use, robust and compact machine.

Technical specifications

- the machine is supplied with the CIP automatic cleaning system and PLC automatic control
- there are many automation possibilities and options, studied and supplied by DIMA, to make the machinery and the entire upstream and downstream production line fully automatic.



HALL: 5 - BOOTH: 501

MINERVA OMEGA GROUP

Del 1945 MADE IN ITALY

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- Sausage fillers
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- Portioners

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- Vegetable cutters
- Peelers
- Graters

Packing Machines

- Vacuum packing machines

Food Preservation

- Ice makers

UV-C and Ozone Sterilizers

Dishwashers

La Minerva OMEGA GROUP

www.minervaomegagroup.com
laminerva@laminerva.it

“Customer satisfaction is our mission”

Cuomo, specialized manufacturer of food processing and packaging machinery, has been a trusted partner for the global industry since 1964. We talked about the company’s latest developments and future projects with Stefania Cuomo.

by Federica Bartesaghi

The manufacturing of food processing machinery and metal packaging lines has been Cuomo’s core business since it was founded in 1964 in Nocera Inferiore, province of Salerno, by the three Cuomo brothers. Today, after almost 60 years, their sons and daughters still carry on the family-run company with passion and dedication.

“In a scenario where major companies in the sector belong to big corporations,” Stefania Cuomo explains, “being a family company represents a strong added value that translates into: greater attention for the customer needs, high quality of products and constant innovation”.

Historical partners to the food industry

The core of the company’s production, from the very beginning, are machines, complete lines and equipment for food processing, primary and secondary packing, as well as fully automatic machines and lines for tinplate cans and for the production of metal lug caps, twist-caps and lids/ends especially designed to satisfy the needs of small, medium and large companies. All designed and produced



The headquarters in Nocera Inferiore (Sa)

according to ISO quality standard.

Over the past two years, thanks to the increase in production recorded by the food sector, Cuomo has recorded a significant growth in the demand for new packaging lines. “Although the pandemic has reduced the mobility of our technicians, we have continued to provide our customers with constant remote assistance,” she highlights. “The only real obstacle is the difficulty in finding the high quality components and materials that the industry demands, in addition to the constant increase in costs.”

Even if the Italian market represents a key asset to Cuomo - given the presence of thousands of excellent food manufacturers - the company also has a strong commitment to internationalization. To date, exports represent about 20% of turnover, and are directed all over the world, with a rooted pre-

sence in Europe, North Africa and the Middle East. “The internationalization of Italian food producers allows us to support them in their global projects,” she explains. “And as a direct consequence, we are experiencing a strong increase in our foreign activities too.”

The non-stop technological innovation

The company’s research and development activities are focused on solutions capable of guaranteeing medium-high production speeds with high efficiency, as required by customers. “Our solutions feature the highest level of automation on the market, the use of the most innovative materials suitable for food contact and are built to last in time,” she adds. “Solutions that might be less ‘spectacular’, but of fundamental importance to manufacturers. We

pay special attention to mechanical precision, the use of resistant and durable materials, the design, the operator interface, the ease of cleaning and maintenance and, last but not least, workers’ safety.”

Service is a company hallmark

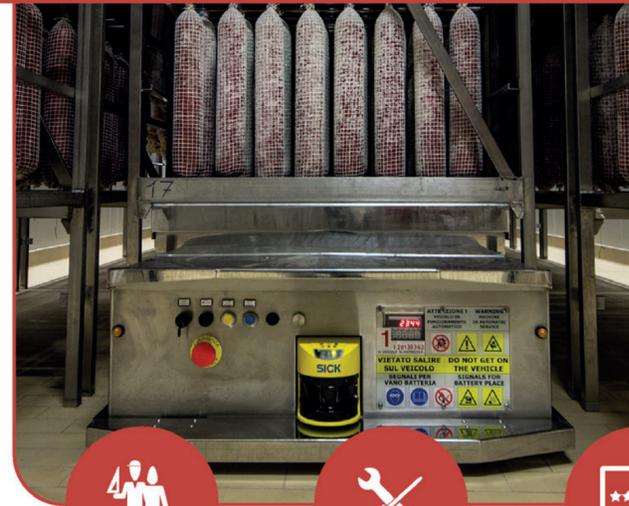
Cuomo has always supported its customers in finding the most suitable solutions for their needs. This translates into a feasibility study, a detailed design analysis and the manufacturing plan. The after-sales service, in addition, has always been a company hallmark. “The internal production of the main mechanical components and their constant availability is, to customers, the guarantee of prompt ordinary and extraordinary maintenance interventions”, Stefania Cuomo highlights. “In the case of on-site support by our technicians, the company can rely on a trained and skilled internal staff. A 360° service that is also one of our greatest prides. After all, we have grown up following this mission: deliver outstanding and on time service and support to customers, even anticipating their needs”.

“La soddisfazione del cliente è il nostro obiettivo”

Specializzata nella progettazione e produzione di macchinari per l’industria conserviera e dell’imballaggio metallico, Cuomo rappresenta, dal 1964, un partner tecnologico a 360 gradi per l’industria alimentare. Ne parliamo con Stefania Cuomo.



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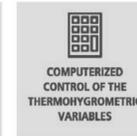
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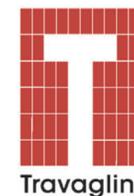
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Export is the key to recovery

by Aurora Erba

In 2021, and in the following years too, the Italian export is going to live a patchy growth. Some markets will rapidly grow, while others will regain ground which had been lost due to the pandemic. In other cases, too, there will be a slower growth. This is what emerged from the annual Export Report 2021 released by SACE (the Italian Export Credit Agency) whose title is 'Back to the future: anatomy of a post-pandemic recovery.' The 15th edition of the annual report was presented on September, 14. Recovery has begun and its features are getting clearer and clearer everyday. However, companies which are ready to develop their commercial strategies to expand abroad have to face a heterogeneous – and sometimes confusing – growth.

The restart of global trade

International trade has shown an impressive growth in volumes in the first semester, mostly due to a positive base effect – after last year decrease – and to a solid demand of the most popular items. Although some sectors are facing supply issues due

to temporary logistics problems and raw materials supply, international exchanges will increase by 10% in 2021, a similar percentage to the one recorded in 2010. According to the SACE report, foreign direct investments – which had decreased by 35% last year – will globally pull off an uncertain recovery. 2022 will mark the return to pre-pandemic levels.

The Italian export

In the current scenario, which is the most likely to happen, Italian exports of value items will increase by 11.3% this year, enough to compensate – and exceed – what has been lost in 2020. This number is superior to that previously expected and will allow the Italian share on the global market to remain the same even in 2021. Italian exports of goods will keep on increasing abroad even in the next triennium and it will outdo pre-pandemic rates. As for services, this year is going to be unstable. Italian exports of services will partially grow (+5.1%). However, services – and tourism in particular – have been largely damaged

by restrictions and widespread uncertainty. The full recovery will be achieved in 2022.

The food industry

The food industry is the sector which has been less damaged by the spread of Covid-19. As a matter of fact, it has not been touched by particular restrictions and production shutdowns. In 2020 the value of sales abroad has increased by 2.5%. The Horeca channel was forced to shut down, but retail sales and food delivery services – which grew quickly during the pandemic – compensated its decrease. In 2020 some food categories were widely exported: pasta (+15.5% compared to 2019), tinned tomatoes (+12.2%) and olive oil (+6.4%). On the contrary, the re-opening of restaurants in 2021 will favor those sectors which are more connected to outdoor consuming such as the wine industry, whose export accounts for 22% of the whole Italian food and beverage export. The f&b sector will increase by 11% in 2021 thanks to reopening of restaurants and cafés. Agricultural products, too, will in-



crease by 11.1% thanks to the great demand which has been constantly rising since the second half of 2020. As reported by the FAO Food Price Index – a measure of the monthly change in international prices of a basket of food commodities such as wheat, plant oils, dairy products, meat and sugar – in the last few years prices have been constantly rising and are now at their peak.

The export Olympics

SACE released its report in 2021,

The SACE annual report highlights the importance of foreign markets in the next few years. Identifying the most dynamic sectors and countries for Italy. Possible scenarios from now until 2025.

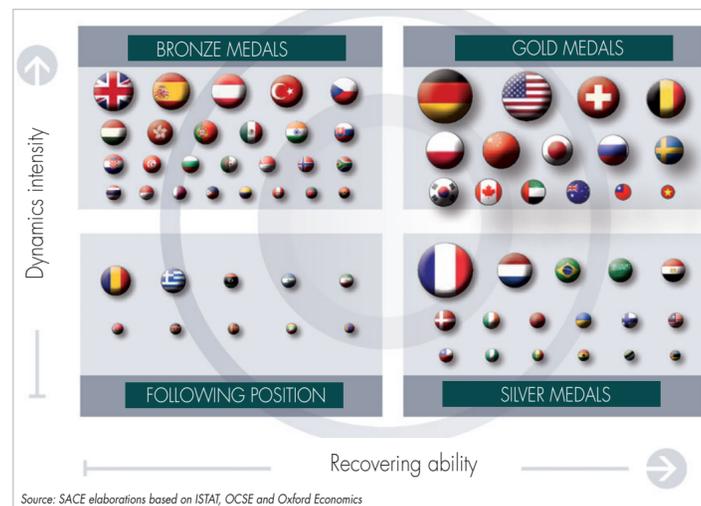
THE REPORT HIGHLIGHTS

- The restart of international trade will boost Italian sales which, depending on the market, will overcome pre-pandemic levels at different speeds
- Export is the key to recovery: in 2021 the Italian export will be worth 482 billion euro and it will increase by 11.3% compared to 2020; +5.4% in 2022 and +4% in the following two years, reaching 550 billion euro in 2024

La ripresa passa dall'export

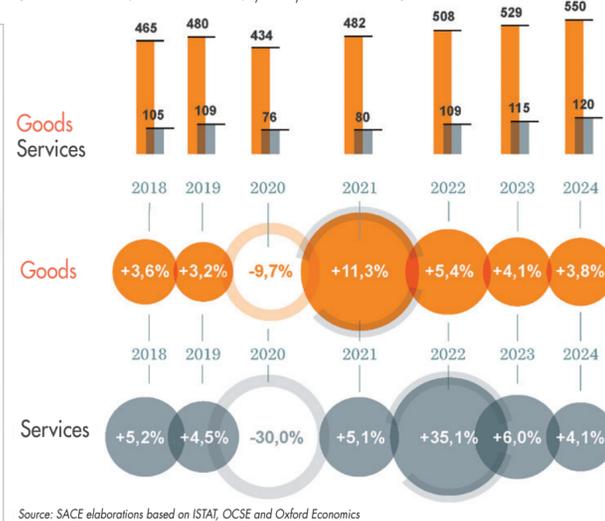
Il rapporto Sace fa il punto sui mercati esteri nei prossimi anni. Il forte rimbalzo dell'economia globale trainerà le vendite del Made in Italy che, con velocità variabili nei diversi mercati di destinazione, raggiungeranno livelli più alti di quelli pre-pandemia. Nel 2021 l'export nazionale crescerà del +11,3% rispetto al 2020 e arriverà a valere 482 miliardi di euro. Nei tre anni successivi raggiungerà quota 550 miliardi di euro.

THE 'MEDAL TABLE' OF THE MAIN DESTINATION MARKETS FOR THE ITALIAN EXPORT



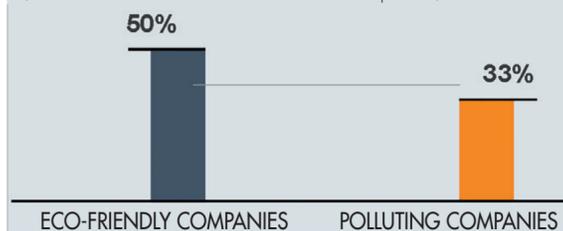
VALUE OF EXPORTED ITALIAN GOODS AND SERVICES

(current value, billion euros, yearly variation %)



EXPORT COMPANIES

(share % based on the total amount of companies)



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Let's get 'green' chemical!

An overview of the European industry as presented by the CEFIC report. And its leading role in the journey towards climate neutrality and the achievement of the Green Deal objectives.

by Carolina Pizzi

The chemical industry is one of the leading sectors of Europe's economy. Its innovative solutions are fundamental to deliver a low carbon and circular economy. This is what emerged from the report '2021 Facts and Figures of the European Chemical Industry' released by the European Chemical Industry Council (CEFIC). The chemical industry can also help the Old continent go climate neutral by 2050 and achieve the Green Deal objectives in order to build a better sustainable future for Europe and its citizens. Here are some data and a set of opportunities for this industry.

The global scenario

Europe has a leading role in the global chemical industry, since it is the second largest chemicals producer in the world. In 2019 world chemicals sales topped 3,669 billion euro and their value was around 543 billion euro. China occupies 1st place in the global ranking with a general value which exceeds 1.4 billion euro, while the US are in the third place, followed by Japan, South Korea and India. According to the CEFIC report, worldwide sales in 2019 were worth 3.7 trillion euro. Once again, China was at the top of the mondial ranking (40.6%), followed by the rest of Asia (15.6%), North America (15.5%) and Europe (14.8%). However, the global chemical industry is destined to expand by 2030 and sales are expected to grow until 6.2 trillion euro with China keeping its dominance (48.6%).

As for Europe, in 2019 Extra -EU exports topped 177.5 billion euro, whereas Extra - EU imports were worth 132.4 billion euro. Our continent generates more chemical trade with the US. As a matter of fact,

Europe is the largest destination market for US chemicals export. European exports, on the contrary, are mostly directed towards Asia, excluding China. Between 2009 and 2019 the average chemical production growth per annum in Europe was 1.4, much less than the yearly growth rate recorded in China (9.3%), Russia (5.5%) and South Korea (3%).

Production and investments

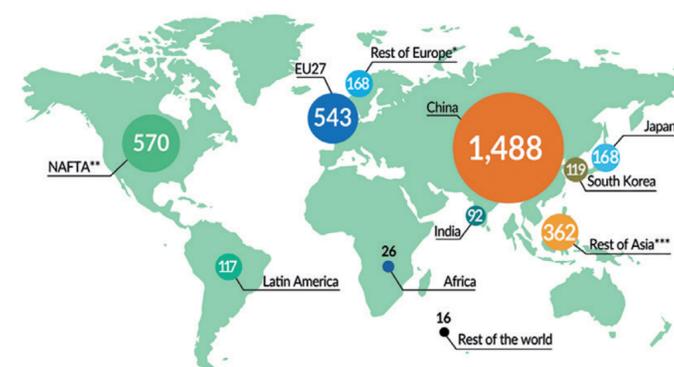
The CEFIC report highlights that, in the last few years, the European chemical industry has faced a situation of increasing uncertainty. Between January 2018 and November 2020, the European production index recorded swinging tendencies, with a deep decrease in production in May 2020 due to the pandemic. However, Europe has reached its highest level in chemicals investments, in particular in the research and innovation sector. As a matter of fact, in 2019 more than 9.3 billion euro have been invested in research and innovation, while in 2001 only 6.9 billion euro were destined to this area.

A sustainable industry

The chemical industry is called to face an important challenge. As reported by CEFIC, Europe must be able to show its leadership in innovating and developing new technologies for delivering a climate neutral, circular and digital transition. This is why chemical companies are now called to deliver innovative solutions – such as solar panels, wind turbines, batteries, building insulation, medicines and chemical recycling technologies – which ensure a sustainable economic growth. However, the path to develop a green industry has al-

EUROPE IS THE SECOND LARGEST CHEMICALS PRODUCER IN THE WORLD

World chemical sales (2019, €3,669 billion)



Source: Cefic Chemdata International 2020
* Rest of Europe covers UK, Switzerland, Norway, Turkey, Russia and Ukraine
** North American Free Trade Agreement
*** Asia excluding China, India, Japan and South Korea
Unless specified, chemical industry excludes pharmaceuticals



WORLD MARKET SHARE OF EU27 CHEMICAL SALES DROPS BY HALF

EU27 share of global chemicals market



Source: Cefic Chemdata International 2020
Unless specified, chemical industry excludes pharmaceuticals

ready started. In the last 20 years the chemical companies based in Europe have reduced by 24% their fuel and power consumption. They have also halved their energy intensity and reduced gas emissions, which have decreased by 49.6% in almost 30 years. Lastly, the total number of fatal and non-fatal accidents occurred in European chemical companies has decreased too. Given the importance of the chemical industry in Europe – the report states – it is fundamental that companies come up with innovations which help build a better sustainable future for the continent and its people. Our health is at stake.

L'industria chimica si tinge di verde

Nuove sfide attendono l'industria chimica europea. Il Vecchio continente è il secondo produttore al mondo di sostanze chimiche, alle spalle della Cina. Un comparto che, negli ultimi anni, ha incrementato il proprio valore economico. E che è destinato a crescere. Oltre a essere strategico per perseguire gli obiettivi proposti dal Green Deal, contribuirebbe a far diventare l'Europa carbon neutral entro il 2050.



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Traditionally unconventional

A company based on firm values, such as customer satisfaction, reliability and honesty. Ready to grow at full speed, both in Italy and abroad. Interview with the top managers of Frigomeccanica. Which has just concluded a record year.

by Federica Bartesaghi

Frigomeccanica is performing well. The company, which is based in Sala Baganza, in the province of Parma, is turning 60 years old in 2022. Despite the difficulties caused by the pandemic, in 2020 it increased its turnover. And 2021 is going to be a record year too. Among the main features which allowed the company to reach its goals, there is a strong work ethic. Reliability and a deep know-how are also fundamental to conduct clear negotiations with clients. Frigomeccanica was founded in 1962 and it is specialized in the design and construction of clean rooms and air conditioning systems, firstly directed to Parma ham producers and, later, also to other companies operating in the food industry. Despite its 60 years old, the company is still considered a firm and trustworthy partner, both in Italy and abroad. Interview with Alberto Maggiani, Stefano Remedi and Andrea Zanlari.



Tradizionalmente innovativi

Un business fondato su valori semplici e mai scontati. Quali la cura del cliente, la serietà e la trasparenza nelle relazioni commerciali. E che ora riparte a pieno regime, in Italia e all'estero. Dopo aver archiviato un 2020 in crescita, Frigomeccanica si prepara a superare i traguardi finora raggiunti. E prospetta un 2021 da record. Intervista ai titolari Alberto Maggiani, Stefano Remedi e Andrea Zanlari.

duct our negotiations with honesty and clearness, even in hard times.

Has it happened recently?

It has. The pandemic led to some difficulties in terms of raw materials supply and logistics. Waiting times are getting longer and longer, but our clients are not accustomed to getting what they need past the deadlines. It is a tough challenge for us. In addition, there are also some delays related to the bureaucracy of the Industry 4.0, which requires a big amount of papers. The world keeps changing and we must acknowledge it.

Since the pandemic, have you noticed an increase in the demand of clean rooms?

The spread of Covid-19 led to an increase in sales of sliced delis. More and more deli companies – whether big or small – will ask for internal clean rooms. They can be extremely helpful to save technical time caused by the to-and-fro movement.

How did export evolve in the last year?

Export never stopped. Shipping have always been delivered and all the systems have been installed cor-

rectly. Our specialists kept travelling even during the pandemic. They went to Canada and to the US, visa permitting.

Will you maintain, even in the future, a balance between the Italian and the foreign market?

It is probable. Foreign markets account for 50% of Frigomeccanica's turnover. However, last year, many Italian deli companies which had a high export share were deeply penalized by the pandemic. Therefore, we will try to maintain the right balance between the Italian market and other foreign countries. We would also like to diversify our production, which is why over the years we developed new technologies suitable for other food items which require air conditioning systems. For example, pasta drying and fish smoking systems.

Do you think that Asian markets could be strategic to develop your business?

Absolutely. India and China are very interesting markets and they appreciate high-quality Italian products and technologies. However, it is almost impossible for Italian

companies to enter these markets by themselves because they are not consolidated enough. We hope that, sooner or later, Italian companies will come together as a team – maybe coordinated by a state institution – to enter foreign markets.

It is quite nonsense, considering that Italy is one of the leading suppliers of food technologies in the world...

It is, indeed. But Italian companies struggle to cooperate. However, in the last few years, Frigomeccanica has grown rapidly in some foreign markets, such as Europe, Southern and Northern America, China and Russia.

Are you working on anything new?

In the last few months we have kept conducting R&D research. Our clients will soon have the chance to get to know our innovative applications connected to the handling of production, sensors, energy savings, Industry 4.0 and quality control. New drying systems will be launched too.

Do you think that remote systems will keep on succeeding even after the pandemic?

Probably. In terms of operations, remote systems were a great innovation. But from a commercial point of view, they are full of disadvantages. Getting to know new clients behind a PC screen is almost impossible. Human interaction is fundamental for us.

It seems like you favor a traditional approach to business... Is this your trademark?

It is, with no doubt. We are firmly convinced that following traditions is the real innovation. In 60 years of activity, Frigomeccanica has preserved its core values. Our strong work ethic, clearness and capacity to develop long-lasting relationships with clients and suppliers are appreciated by the market. The world has changed in the last few years, but we keep making our way.

The dark side of the Web

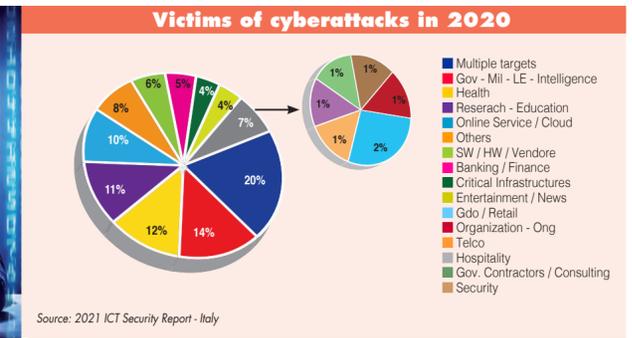
Production shutdown, logistics difficulties, food contamination and exposure of sensitive information. A survey by Elmec highlights the risks coming from cyberattacks for the food and beverage industry.

by Federico Robbe

Food and beverage companies are subjected to cyberattacks. Recently the American branch of JBS, a Brazilian multinational corporation specialized in meat production, was shut down by a cyberattack carried out by a Russian criminal group called REvil. According to the Italian company Elmec – which offers IT services and solutions – JBS decreased meat supplies by a fifth after the cyberattack. The ransom payment – equal to 11 million dollars in Bitcoin – was firmly disapproved by the Congress and the FBI. However, JBS, which counts on 850 cybersecurity specialists and pays 200 million dollars for its IT department, thought it was the only viable solution.

The Italian scenario

In order to be competitive and to make their systems bulletproof against cyberattacks, food industries need to introduce adequate technologies. In Italy more and more companies are investing money on new solutions whose aim is to make the whole production chain efficient. As reported by Elmec, there are three different areas where technology can be extremely useful: production, warehousing and traceability. During the production stage, technology allows companies to have high-quality products, whereas IoT sensors can be used to conduct reliable quality controls. But technologies can also be used to increase the efficiency of transportations and the handling of spare food in the warehousing phase. Lastly, according to the Digital Innovation Observatory, in 2019 the most widespread technology used in Italy to tra-



Quando la minaccia viene dal web

Paralisi della produzione, problemi logistici, contaminazione degli alimenti, divulgazione di dati sensibili. Sono alcuni dei rischi che derivano dagli attacchi hacker che, sempre più frequentemente, si concentrano sulle industrie del food&beverage. Anche se, in Italia, il settore rimane tra i meno colpiti dalle frodi online, le aziende devono essere in grado di limitare i danni con precauzioni adeguate. L'analisi di Elmec con un focus sul mondo agroalimentare.

ce products was blockchain (43%). Followed by QR codes (41%), mobile apps (36%), IoT sensors (30%) and cloud systems (27%).

Potential risks

While the IoT will deliver innovations, it will also entail new risks. Among the most dangerous ones, there is the shutdown of production caused by a ransomware – a type of malicious software – which can cause the increase of prices. It happened for JBS too, because after the cyberattack the price of meat per kilo tripled. Cold chain logistics companies are easy targets too. A sudden stop in the cold chain would hopelessly damage the composition of products.

Food contamination is a major problem as well. Remote systems may be able to modify the movements of robotic arms which are used to cut, mix and wrap food. As a consequence, the whole pro-

duction chain could be damaged and companies could be forced to recall their products from the market.

Companies should pay attention also to the exposure of sensitive information. Data about intellectual properties, internal processes and information about clients, suppliers and employees may be revealed. It happened in 2019 to Salumificio Fratelli Beretta, which got offline for few days. It is clear that the food industry is very vulnerable now. Hackers are developing sophisticated delivery systems which could compromise the companies' ability to produce safe products. However, food companies should be aware that also third parties – such as companies which deal with the supply of raw materials – may be damaged by hackers.

The importance of cybersecurity

In Italy the food industry accounts for 15% of the

GDP. It is worth 522 billion euro, whereas export exceed 43 billion euro. However, the Italian scenario is not heterogeneous. Big companies and multinational corporations are well prepared to avoid cyberattacks, whereas SMEs often use outdated operating systems which do not defend them from hackers. However, no one is really safe enough against online frauds, regardless of the size and reputation of the brand.

According to the Clusit Report released in 2021, the food and beverage industry is still partially touched by cyberattacks. There are others sectors which are more damaged by hackers: state institutions (14%), healthcare systems (12%), education and scientific research (11%) and online services (10%). That being said, all food companies should take proactive steps to protect their operations and prepare an effective strategy of malware detection.

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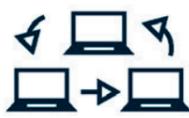
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