



Interviews

OUT TO CONQUER AMERICA BY FOCUSING ON QUALITY

The representatives of Made-in-Italy are getting ready for exhibitions across the Atlantic with a portfolio of new products and solutions designed for a more and more demanding market, starting from surface finishing.

The exhibition calendar in the US market – including “IWF-International Woodworking Fair” in Atlanta from 24 to 27 August, and “TP&EE-Timber Processing and Energy Expo” in Portland from 28 to 30 September – is an opportunity for made-in-Italy companies to maximize their visibility in the United States of America, one of the most promising regions on a global scale, experiencing post-crisis recovery since 2008. The market is looking for high-quality coatings and finishing and technology vendors are responding with products featuring high levels of innovation and performance.

Cefla Finishing, Brent Warren, National Sales Manager



“My team and I are very excited about ‘IWF 2016’ because the show comes in the middle of a strong market driven by customers eager to improve quality, enhance productivity and maximize their equipment investments.

We expect to welcome many customers looking for the newest advancements in technology and automation.

Cefla is the market leader in innovations from ‘Inert/Fusion Coating Technology’ to ‘Pixart digital printer’, as well as the latest in automated spray and roller coating technologies, which include new ‘CFS Compact Flooring System’, two spraying machines, ‘Mito K’ and ‘Easy’, and the ‘PF/VL Curing Oven’.

We have tailored our booth to appeal to many different kinds of customers who are eager to talk to us and see what our products can do for their companies. Customer will have the opportunity to see firsthand machines demos on all of our technologies and learn more about it from our product engineers”.

www.cefلافinishinggroup.com

Italpresse, Alberto Sala, Sales Manager



With significant R&D investments, Italpresse has grown into a world-class press manufacturer and a global leader in pressing technology. With an extensive portfolio of pressing lines, Italpresse Usa is duly positioned to achieve even larger market shares in the North American market. The development of pressing lines designed for lean manufacturing enables customers to implement high-efficiency pressing operations for individual batches, which translates into lower labor costs by produced unit.

Consistent demands from the US manufacturing industry, the request for a lean approach and the

great appreciation for made-in-Italy solutions have helped Italpresse achieve a leading position among the top vendors of pressing lines in the United States.

At “IWF 2016” Italpresse is exhibiting a batch-one pressing line “Mark/C Scanner” for veneer lamination on high-end office furniture.

www.italpresse.com

Giardina Finishing, Stefano Tibè, Sales Director



The American market is looking for high standards in terms of strength and reliability. The plants must be easy to maintain, intuitive to operate, flexible, and most of all offer high production capacity. And of course, a plant must offer extensive options for customization, so as to achieve an ideal solution for the specific requirements of any customer.

For Giardina, this translates into the deployment of spraying machines with enhanced overspray and airflow control; wider belt conveyors ensuring the best product recycling efficiency; mechanical solutions offering easy plant cleaning; and most of all, next-generation operator interfaces, helping operators of all origins become familiar with the machine functions and offering the possibility to interface with production data management tools.

www.giardinagroup.com



ICA Group, Alessandro Bascelli, Export Manager



A key differentiator for Ica, and in general for Italian companies addressing the American market, is the capacity to offer high levels of product customization. Furthermore, the most interesting target for us is companies with a focus on design and finishing trends, combined with great attention for innovation in terms of product performance. ocusi We are showing to American customers that one-component water-borne coatings, for instance, have made giant steps in recent times, achieving the same chemical resistance as solvent-based polyurethane products. We are at the leading edge also for two-component water-based products, and water-based UV paints, whereby the latter technology is constantly developing.

www.icaspa.com

by Olivia Rabbi



Woodworking is Easy.

www.ddxgroup.com

MAKOR “PUTTY LINE” AND “ROBOSPRAY TWIN”



New UV “Putty Line” by Makor is the extruding system to correct the defects. A need felt by manufacturers of profiles is to recover the maximum amount of wood with defects (knots on profiles, finger joint, etc.) to the point of using a large number of people with high running costs. Makor has found the solution to this problem with the new extruding system. A special application head can use either water-based or UV fillers. It is able to repair the defects of wood adapting to the needs of the customer and of the subsequent finishing cycles required. The special feature of this system is to act even on extremely difficult defects and use a small amount of material applied only where needed, without unnecessary waste. “Robospray Twin”, ideal for spray finishing, combines productivity with quality and flexibility, demands increasingly felt in the world of finishing for the coating of curved flat elements, concave or convex. The “Twin” project is an evolution of “Robospray” project, where first Makor has added to the painting robot the anthropomorphic arm technology on machines that work in continuous. The “Twin” project has added an oscillating station on the painting booth in order to coat the edges and the raised parts with the anthropomorphic arm and the flat parts using the oscillating station. The system has dual operation modes, with stationary workpiece, for complex curved concave and convex parts, and passing operation for high production of flat components such as doors, furniture doors, etc. The “Twin” version presents the innovative 3D reading system. The “Robospray Twin” is having considerable success among the worldwide customers, as turned out to be a truly innovation in the coating cycle. The machine can be equipped with several options.

www.makor.it

GIPLAST GROUP QUALITY, SERVICE AND INNOVATION

A global leader in its sector, the Italian company Giplast Group has always based its philosophy on the concept of integration among quality, service and innovation. Attentive supporter of the Italian taste, it proposes edges in Abs and Pvc, distinguishable for their application, mechanical and resistance characteristics. For about 40 years Giplast Group has been offering the newest trends and skillfully combining the artisan tradition of the “Made in Italy” with the modern technologies, by realizing esthetically perfect and of really high quality edges. All the studies carried out on décors, finishings and materials, as well as the particular ability to understand the request of a market, have allowed Giplast Group to build, over the time, strong relationships of trust and exchange with the most important panel producers in the world. Every year the company matches more than 1600 colours and updates the “Express Collections”, the series of profiles always available on stock. From the High Matt to the Extra Glossy, from the Metal to the Materic Stone, this new vision of “Living the present” has encouraged the Giplast to implement its assortment with a wide range of edges in Abs which could faithfully reproduce the original materials. Moreover, in order to satisfy the latest market needs, the group Giplast has commercialized “G Tech”, the new edge for application with “Airforce” technology by Biesse, Laser and Infrared. Designed to be compatible with all the edgebanding machines currently available on the market, this new edge family ensures a perfect and “invisible” union with the panel, an absolute adherence and an optimal sealing.

www.giplast.it

