



# ***LET'S GET IN TECH***

***n.03***







Dear friend,

Welcome to 2019!

We hope you have spent a peaceful time and recharged yourself for the New Year, which at the time you will read this is already fully underway. For us, as usual, holidays were short: the end of 2018 has been as rewarding as it was demanding for the volumes of orders and goods to be handled, also because of the slowdowns due to the closure of many of our partners.

However, thanks also to the new energy brought by the new resources hired for the warehouse, we have been able to cope with the challenging contingency without disruptions.

In addition, for the management of the ever-increasing enquiries we receive, we are developing new online aids that will help us to further improve the service for our customers and, we are sure, will be acknowledge as useful working tools. Stay tuned!

As you may have already heard and will read in the following pages, next to the consolidated business of Intech Automazione, we are continuing our path of building and affiliation, and the international network of companies that we have created along the last two years is now solid and articulated.

After an initial tutoring phase, the independent companies founded in Bulgaria, Malaysia and UAEs are operating and proceeding with a firm step, on their own feet, in the penetration of the reference markets, strengthened by the logistical support and consultancy provided by Intech Automazione.

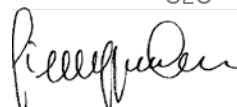
Lately, we have embarked on the 'conquest of the West': the first days of 2019 saw the birth of Intech 5, an international distributor of industrial automation products based in the New Jersey , USA, which will focus on selling European products to American customers.

Finally, along with the foundation of new companies, in 2018 we dedicated ourselves to strengthening our network of allies. We enhanced our presence in South Korea thanks to the involvement of a new respected local partner, solid and reliable, and we are carrying on the recruiting of suppliers and distributors for the creation of an increasingly competitive commercial network, able to satisfy the needs of an international and composite customer base.

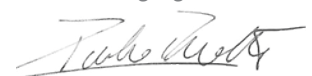
Move it or lose it, this is our - simple but effective - philosophy. We trust you share the same feeling and we are sure that, in 2019, our collaboration will become ever closer and fruitful.

We wish you a happy and profitable year; have a good read!

Giuseppe Ceresa  
CEO



Paolo Pirola  
Managing Director





# ● Our 2018 - highlights

## It's time for Intech 5

December 2018 - January 2019

Six months ago, we announced the creation of Intech 4, an independent company based in the UAEs and part of the Intech Automazione network of companies. Intech 4 is now operating at full capacity and is building a customer and supplier base in the Middle East area, starting from what has already been created over the years by Intech Automazione.

Time flies and business never stops: at the beginning of January, in New Jersey, Intech 5 has come to life. Still in its beginning phase, the company has been

created to meet the needs of US customers, always demanding and accustomed to extremely high service levels.

Similarly to the other companies in the 'Intech family', Intech 5 can rely on a solid network of distributors and partners based in the Schengen area and in Eastern Europe, allowing the company to offer extremely advantageous conditions on a wide range of European brands, which therefore represent Intech 5's core business and main strength.



*"The US market is a challenge as complex as it is promising. In the last years, we have gotten to know its dynamics and to get in touch with some important local specialists, who have helped us to understand on which issues to focus more. It will be a long road and certainly not lacking of difficulties, but we are confident and we know we can count on an extremely skilled and tenacious team."*



Daniele Ferrarese  
Intech 5 Manager

## New Korean partner for Intech Automazione

November 19



In order to better serve customers and stakeholders located worldwide, Intech Automazione has been developing through the years an effective network of trading partners and affiliated companies.

Independent enterprises, which conduct their businesses autonomously and are willing to offer commercial and logistic support to Intech Automazione, while providing the customers located in the country with a valuable language support (which has always been one of the strengths of Intech, entirely devoted to multilingualism and composed of people from all over the world).

Since a few years, Intech Automazione is present in South Korea – one of the most advanced markets

and yet difficult to effectively penetrate. For some time, the company has looked for trustworthy and authoritative partners to support and promote its offer.

Now this partner has been found in Saemo Co., an authoritative distributor of products and components for the industry based in Seoul. Therefore, from today on, when the company's Korean interlocutors will address the contact reference on the *intechkorean.com* website – the online resource developed by Intech Automazione for Korean-speaking audience – they will be able to rely on the expertise and the on-site support of Saemo professionals.



# ● Our 2018 - CSR

## Intech Automazione for solidarity, in the name of sport

October 10

Intech Automazione, being represented by its CEO Giuseppe Ceresa, took part in a donation of sports equipment for children of primary schools in Camerino, an historic city devastated by the earthquake that hit Central Italy in 2016.



The donation has been made by the Panathlon Club of Como, local section of Panathlon International, which is an organization for the promotion and spread of culture and sporting ethics, of which Giuseppe Ceresa is vice-president.

The young students greeted the initiative with joy and gratitude, as well as all the citizens of Camerino, who for the last two years have been slowly trying to resume a normal life, despite the catastrophic conditions of the municipality, whose old town is still condemned.

This donation is part of the CSR initiatives supported or sponsored by Intech Automazione, sensitive to social issues and, always, with a focus on sports.

On Sunday, October 8, the official inauguration of the new sports area was held, in the presence of local and national authorities and a delegation of Panathlon Club members.

*"By entering the 'red zone' of Camerino, you get a gloomy feeling; things look unreal. Due to the very conformation of the old town, it will be difficult for it to return to its past splendor in the near future. Walking in a deserted city in absolute silence is something that upsets. Then, not far away, all of a sudden the joy and the affection of a crowd of exultant children, happy to play with new baskets, soccer and volleyball nets, balls, ping-pong tables and everything else. In that moment you understand that there is a future, and you take home a little pride for having done your part."*




Giuseppe Ceresa  
Intech Automazione CEO

## Our small, special gifts

*Christmas 2018*

In 2018, Intech chose to give a small contribution to *Save The Children*, for the purchase of therapeutic food batches and 20 goats which will be distributed to needy children in various areas of the world.



*"Mankind was my business. The common welfare was my business; charity, mercy, forbearance, benevolence, were all my business. The dealings of my trade were but a drop of water in the comprehensive ocean of my business"*

*Charles Dickens*

For almost thirty years, Intech Automazione has been conducting its activities far from the spotlight, without clamors, invasive actions nor bombastic campaigns.

This is the company's way of doing business: correctness and quality of service for our customers are our priorities and we do not seek visibility or success by other means, nor by resorting to 'special effects'.

Traditionally, for Christmas we have always sent corporate gifts to our customers, to thank them for their trust and to celebrate the path travelled together.

This year, we have chosen differently, opting to give

a small but significant contribution to the activities of one of the most respected and well-known non-profit organizations, *Save The Children*.

The amount we usually allocate for the numerous business gifts has therefore been donated for the purchase of therapeutic food batches and 20 goats (!), which will be distributed by the non-profit organization to needy children in their villages, contributing in small part to alleviate the impact of malnutrition in different areas of the world.

In the next months, we will receive detailed feedback on the destination and usage of the goods, in order to see the results of our little deed.

# ● Second half of 2018 in the industry

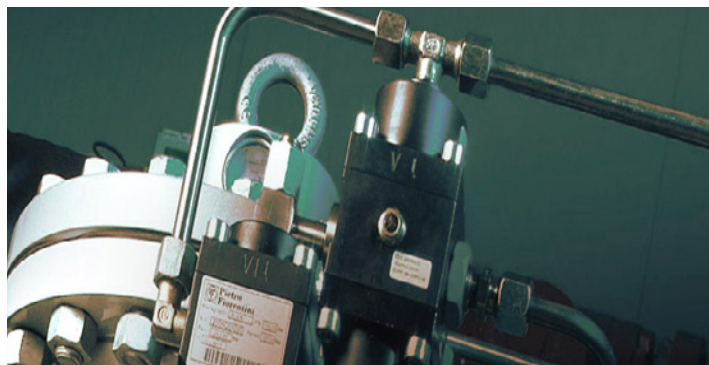
## JUNE

### • Nuclear power – strategic partnership for GE Power in India

EDF Group, the largest power generation and distribution company in France as well as a global leader in low-carbon energies, has signed in these days a cooperation agreement the Steam Power business of GE Power for the construction of 6 EPRs (European Pressurized Reactors) at the nuclear plant in Jaitapur, in the Indian state of Maharashtra.

The agreement, which is part of a long-standing collaboration and marks the beginning of a long-term partnership between the two companies, provides that GE Power will manage the design of the conventional island of the plant and will supply the various components, ensuring operational support and training for operators, while EDF will take care of the engineering of the plant and will coordinate the project.

GE Power has already managed the supply of components for the conventional islands of various power plants in France and UK and can boast expertise and a solid track record in the sector.



## JULY

### • Summer in the industrial automation world – Some quick updates

#### **Aventics is now part of Emerson**

The American engineering giant Emerson Electric Company completed in July the acquisition of Aventics, a global leader in smart pneumatics technologies for power and factory automation (cylinders, drives, valves...). This acquisition further contributes to broaden Emerson's portfolio by adding fluid control and pneumatic devices with sensing and monitoring capabilities, and marks another milestone in the unstoppable expansion path pursued by Emerson through a tight M&As policy.

#### **Pietro Fiorentini – on track to complete the acquisition of a segment of Baker Hughes' Natural Gas Solutions business**

The Italian company Pietro Fiorentini, leader in developing state-of-the-art products and services for the distribution and use of natural gas (pressure regulators, valves, filters, smart gas grids...), announced in July the acquisition of Talamona branch Natural Gas Solutions business from Baker Hughes – a GE company.

The plant, with about 40 employees, is located in central Italy and is specialized in the production of domestic, industrial and commercial gas meters. The acquisition is expected to be completed by September 2018.

#### **General Electric – Balloki Power plant completed**

At the end of July 2018, the partnership between GE, the Pakistani state-owned company National Power Parks Management Company Limited (NPPMCL) and the Chinese Harbin Electric International Company Limited (HEI), gave life to the new power plant of Balloki, in the Punjabi province of Pakistan.

The plant, equipped with GE's gas turbines, will be able to meet the energy needs of over 2 million homes in northern Pakistan. This is a new stage of GE's multi-year commitment to Pakistan – it is indeed estimated that GE-built technologies can supply up to 25 percent of the country's electricity needs.



## SEPTEMBER

- **ABB – latest news on organizational structure, CSR and partnerships**

The Swiss Group, leader in automation, continues its well-structured growth strategy, not just in terms of sales volumes but also concerning its worldwide reputation, with a series of initiatives increasingly denoting it as a forefront company in social responsibility and in talents' promotion.

Alongside this, the group continues its acquisition strategy, enriching its pipeline with new product categories.

Speaking about products, the summer brought two important news, both marked out by the mutual cooperation between top players in the sector: in robotics, ABB has in fact developed, along with Kawasaki Heavy Industries, the first common collaborative robot operating interface. This new interface, showcased at the end of June at the Automatica tradeshow in Munich, exploits the skills shared by both design teams and is aimed at facilitating the introduction of collaborative robots in the industry, as the most effective response to the constant need for skilled labor.

In the electronics sector, at the beginning of the summer, the acquisition of GE Industrial Solutions was completed – a strategic move that further strengthens ABB's portfolio in the field of electrification, positioning it on the first steps of the podium worldwide, with important growth prospects, particularly in the North American market.

The ABB Group has proved to be very active in terms of social responsibility as well, fielding a partnership with Nobel Media, entity of the Nobel Foundation, aimed at sharing knowledges and promoting scientific and technological expertise and constant innovation in science, with a strong focus on new generations and on the development of emerging talents.

ABB's commitment and its virtuous and forward-oriented approach have been recognized and rewarded by important organizations, including Fortune magazine, which at the end of August included ABB among the world's top ten companies on the "Change the World" list. The important recognition, which puts the company in eighth place among the enterprises that "help the planet and tackle social problems", is linked to the innovative solutions developed by ABB for the fast charging of electric vehicles, and awards the positive social impact of activities that are consistent to the business objectives.

## OCTOBER

- **Emerson announces the acquisition of GE Intelligent Platform Business**

Further step in the unstoppable path of strategic acquisitions undertaken by the American automation giant Emerson Electric, which will add to its product portfolio the General Electric's Intelligent Platforms PLC technologies.

The acquisition, officially announced on October 2, will be subject to regulatory approvals procedures and to the consultation of General Electric workers representatives, and it's expected to be completed by the end of 2019 fiscal year.

Based in Charlottesville, Georgia, U.S., employing approximately 650 people worldwide, Intelligent Platforms has been operating for 25 years and, in 2017, it generated sales for \$210 million.

As highlighted by David Farr, Emerson's CEO and Chairman, "Adding GE's Intelligent Platforms business makes Emerson an even stronger player in the automation space and expands our capabilities to serve the needs across the process, hybrid and discrete markets".

Even in this case, the markets are expected to react positively to the announcement, confirming and strengthening the appeal of Emerson stocks.



- **Diplomatic partakes in Small Wind Turbines technology development**

In several areas of the world, the use of wind energy has seen a significant growth in recent years. Similarly to other extremely effective and rational technologies, after a first phase of "large scale" application, many have bet on the effectiveness of the domestic application, or at least on the usage on a smaller scale. Therefore, as for the photovoltaic panels, "miniature"

models, i.e. small wind turbines, with a height of less than 30 meters, able to exploit lower wind forces than those required for the handling of the current large turbines, have begun to appear.

Among the Italian companies that chose to bet on Small Wind Turbine systems, there is Tozzi Nord, which has in turn identified Duplomatic Oleodinamica as the ideal partner for the development of the new devices.

These devices must be able to face different challenges compared to their predecessors, given that in this case the purpose is to achieve a sustainable balance – maximizing energy efficiency while avoiding any overload or possible damage for the equipment.



A goal that can be reached thanks to the electromechanical actuators developed by Duplomatic, intended for the pitch control of 20kW turbines.

For this purpose, the company has developed ad hoc products, such as a cylinder with a compact gear-motor, capable of achieving the required performance. In the near future, the small wind turbines technology will most likely be an interesting and profitable area, crucial in contributing to meet the need for power even at a domestic and private level. Duplomatic already seems well positioned.

## NOVEMBER

### • IPC SPS Drives – with XPlanar, Beckhoff introduces the future of machine building

During the SPS IPC Drives in Nuremberg, flagship event for the world of industrial automation (and beyond), the German company Beckhoff Automation introduced the new XPlanar system, destined to leave its mark, by transforming the handling of parts, pieces and fluids in the industrial procedures.

XPlanar consists in fact of floating plates, which move freely over a surface of tiles arranged according to the project's needs. This gives the plates an unprecedented freedom in two-dimensional motion, while avoiding any friction and without direct contact with the surface, thus making the new system suitable for a number of industrial applications: from packaging to assembly, from sorting to order picking procedures.

The plates can lift up or lower up to 5 mm, tilt up to 5° in order to handle liquids and rotate. The movements of several plates are coordinated by a collision-free logic that is programmed through the TwinCat software. The load can be moved from multiple plates, thus increasing the maximum weight supported.

The absence of contact guarantees the device not to be subject to rapid wear and it prevents the exposition of the surfaces to possible contamination, allowing its application even in extremely 'sensitive' areas, such as the food & beverages preparation and pharmaceutical sector.

This is a very important innovation that will primarily benefit machine builders, but the spread of which, most likely, will soon affect many other areas.







