



**ACIMALL**

Associazione costruttori  
italiani macchine  
ed accessori  
per la lavorazione del legno

*Italian woodworking  
machinery and tools  
manufacturers' association*

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## **ITALIAN INDUSTRY OF WOODWORKING MACHINERY: OVERVIEW AND ASSOCIATION ACTIVITIES**

A production system made up of more than **250 relevant companies** with **nine thousand employees**, for a total turnover of **2.5 billion euro** in 2018, 70 of which represented by export.

This is a very concise description of the Italian production of machinery, technology, automation and accessories for the processing of wood and wood-based materials, an industry where **Acimall** is a primary actor, as the association which - within the national industry federation Confindustria - gathers over 150 member companies accounting for more than 80% of Italian production.

In this field, in the past 60 years, Italy has been able to achieve solid **leadership**, providing solutions for all production cycles and sectors, from basic traditional machines up to advanced plants. A highly articulated and dynamic offer, based on the capacity of Italian entrepreneurs to understand problems and find the best solution.

**Technology has also contributed** to driving Italy to the top positions in the ranking of wood-based material exporters, relying on a widespread system of enterprises that, however scattered, have big dimensions and different ways of collaboration, integration and interaction to meet the requirements of the most demanding international markets.

Relationships, collaboration, real **partnership with the wood industry** – in other words – have enabled the Italian suppliers of technology to improve their knowledge and take an active role in the definition of more and more efficient industrial processes. A **virtuous circle** has been created between machinery manufacturers and users, adding a new important chapter to the history of “made in Italy”: handicraft and small enterprises all over the world buy Italian machinery and, wherever highly automated plants are needed - capable of producing small batches in very short time with fixed industrial costs -, Italian companies have something to say. Sectors such as table and chair production, machining cycles for surface sizing, drilling or finishing, are examples of the technical and technological leadership of Italian offer.

Supplying 4.0 equipment to face the challenge of **mass customization** is the mission that Italian machinery manufacturers successfully pursue every day, interacting with users through all process stages, from proposal to design, from production to service, up to training. Their solutions, even in periods of tough economic conditions, have contributed to the **growth of the Italian industrial landscape** as a whole.



On its “way to excellence” **Acimall** has always been committed to stand close to companies. Over the years, the industry association has changed to keep up with the evolution of its member companies, and today, it can **offer consulting services and qualified support** for all aspects of their daily business, from technical issues and standards to special financial aids, from the conception and deployment of promotion plans in the key international markets - both established and emerging - to the creation of education activities that can provide new opportunities for Italian technology and help it “spread its wings”.

Representing the vast majority of industry companies, also, Acimall is a qualified reference for all national and international **institutions** that the woodworking machinery industry has to deal with. Acimall is actively involved in **Federmacchine** – the federation that gathers 11 national associations representing as many branches of the machine tools industry – and **Eumabois**, the European federation gathering the representatives of 13 national associations, whereby Acimall is the Eumabois Secretariat.

Acimall – directly or through Cepra spa, Centro promozione Acimall – publishes two magazines (**Xylon** and **Xylon International**, the latter in English) to promote business culture in this industry; it makes lobbying at national and international level for the definition of **technical and safety standards**; it performs **industry-specific surveys and analysis**, providing valuable insights to member companies to define their strategies; it manages the participation of Italian companies in the most important exhibitions around the world, also in collaboration with Ice; it promotes the major actors of “made in Italy” in all relevant markets for woodworking;

Finally, Cepra is the organizer of **Xylexpo**, the biennial international exhibition which represents the most important event of our industry in even years. The 27th edition is planned in May 2020, from 26 to 29, spanning four days instead of five for the first time: the brand new Rho-Però fairgrounds are expecting some 450 exhibitors over a 35 thousand square meter area, for an event that will attract 20 thousand visitors to Milan, 35% of them from all over the world.

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