

SCM CELEBRATES 60 YEARS AT LIGNA WITH A SPECIAL EDITION

Outstanding success for SCM with visitors from more than 100 countries.

*Important contacts and deals including from Germany.
A boom in interest shown in the Smart&Human Factory and all the Group's technological and digital solutions.*

The 2019 edition of the trade fair in Hanover in which SCM has been taking part for 60 years, was, as expected, a great success. Thousands of business clients and visitors from more than 100 Countries, filled SCM's elegant, bright stand **with more than 4,000 square metres of exhibition space and more than sixty technological solutions** made available to the entire industry for the second processing of wood, with outstanding opportunities across all the key international markets. The **Smart&Human Factory** generated a huge amount of interest with its flexible and modular automated cells, integrated with industrial and collaborative robots, unmanned shuttles and state of the art IoT digital services and software. An intelligent but user-friendly factory, which the vast, international crowd at Ligna 2019 was given a chance to discover amongst the different operating cells and in its "smarter" mode thanks to the dozens of real time demos projected onto the huge LED wall in the SCM Arena, at the heart of the stand, made possible by an advanced system of video-cameras installed directly in the SCM machinery processing and demonstration area.

The return in terms of **orders, deals and contacts on all product types** was very high, including the new integrated solutions for surface treatments, proof of how the sector remains dynamic and strongly attracted to the most advanced made in Italy technology. Great feedback from Germany too from all levels of the market, from the individual craftsman to large industries. SCM was also honoured by a visit from the German Secretary of State at the Food and Agricultural Ministry, **Hans-Joachim Fuchtel**. Welcomed by Giovanni Gemmani, the Chairman, Luigi De Vito, SCM's Division Manager and Gian Luca Fariselli, Communications Manager, the Secretary praised the vast range of technological solutions on display, unique at international level: from the new numerically controlled machining centres for panels, solid wood and carpentry, right up to the most innovative integrated models for surface treatment. A closer look was also taken at these models, together with the Superfici solutions on show in Hall 16 by hundreds of visitors who took the **Ligna Guided Tour** organised by the Fair.

The success encountered during the five days of the event was the **icing on the cake to an exceptionally good year for SCM and the entire Italian Group**, world leader in technologies for machining a wide range of materials and industrial components.

As Gemmani and De Vito reminded us at the press conference held on 28 May at the stand, the Scm Group's turnover at the end of 2018 was more than **700 million Euro and more than 70% of that** referred exclusively to the wood division with a growth rate in double figures compared to the previous years. In 2018, the Italian Group acquired the American company **Dms**, specialising in machining plastic materials and composites. This was only a little over a year after the deal sealed with the German company **HG Grimme**.

In the first quarter of 2019, SCM recorded a sales increase both in Europe and other continents, thanks to an ever expanding widespread presence in the key markets supporting the sales network and clientele, from large industries to craftsmen. On the subject of which, De Vito reminded us of

the recent opening of the Branch in **Austria** and the new headquarters in **Switzerland**, further confirming their firm hold on the European market.

The framework for the German market outlined by Uwe Kosok, SCM Germany Manager is also highly positive. During a press conference, he highlighted the increase in turnover (+24% at the end of 2018) as well as staff appointed to deal with after sales assistance (+20%). SCM's will to act first and foremost as a partner before being a manufacturer is proving increasingly more decisive in this market, as well as the desire to supply automated and turnkey solutions with the support of a specific SCM Engineering Team.

SCM presented new models for each wood machining stage at Ligna 2019. In the Smart&Human Factory which goes beyond the traditional automation systems with its flexible and modular cells that can be put together as the client wishes to meet the most varied of machining demands, **flexstore hp**, the automatic high performance shaped panel warehouse integrated with the new **morbidelli x400** nesting centre, the new **stefani cell** edgebanding cell for "batch 1" and the new CNC **morbidelli ux200d** drilling machine all attracted considerable interest.

The **dmc system** sanding technology integrated with the **Superfici** spray painting systems and the new robotic glue applications as well as the new **sergiani 3d form press** attracted a lot of attention at the surface treatment island. The new CNC **hypsos and balestrini power** machining centres for solid wood technologies were well received as was the **oikos x** for carpentry work, thanks to its exclusive 6-axes machining heads. There were also plenty of new entries for joinery machinery starting with the new **class px 350i** mobile carriage circular saw.

Digital took centre stage as one of SCM's key new entries with the renewed **Maestro Digital Systems** that diversified and increased the offer in Software and Digital Services.

The first ones involve two types of software: **Maestro office**, different office software for programming, management and data optimisation and **Maestro active**, the new HMI on the machinery, which received a special mention at the most recent German Design Award and which today presents itself with a look&feel that is completely unique to SCM technologies and a much easier and more intuitive *user experience*.

The Digital Services confirm the fundamental role played by the IoT Maestro Connect platform which, thanks to the constant analysis of the data being produced by the machines, grants instant access to a wide range of services such as remote technical support with augmented reality glasses, the purchase of spare parts on-line, predictive maintenance and numerous other services to considerably increase the effectiveness and efficiency of its production plant.

SCM's stand was one of the busiest at the entire event. The vast exhibiting space was also rendered unique by the presence of a magnificent 12 metre table in ancient kauri wood, from an outstanding manufacturer like Riva1920, designed by Renzo and Matteo Piano and the cornerstone of the stand. A symbolic choice that aimed to render the exhibiting area a place for meeting and dealing.

The Trade Fair was preceded by the SCM Sales Meeting on the 26 May, a must-attend occasion, and part of the "made in SCM" events and fairs. An opportunity to discover the Group's latest technologies but also an opportunity to continue team building and share the values that are the backbone of this international team: in-depth knowledge of the product, investments, presence and capillary activity.

Ligna rounded up with more than 90 thousand visitors. The next edition is scheduled to be held from 10 to 14 May 2021.

The SCM press folder dedicated to all the new entries at Ligna 2019 and a selection of images are available from the SCM press area: <https://www.scmgroup.com/it/scmwood/news-events/press/pr88142/ligna-2019>

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